

Kestrel's Rich Investment Pays Off

Kestrel is investing in its operations team with the recruitment in July of continuous improvement expert Rich Amison.

With a wealth of experience in logistics and manufacturing, Amison has brought in new tools and recruited skilled staff to work in the Scunthorpe plant.

He has also introduced a new programme of staff training for the operations team to improve efficiency in the manufacturing

process and meet changing demands for Kestrel's broad range of products.

Says Amison: "We have seen increasing demand across all our product lines, which means our operations team has to be flexible and able to respond quickly to our customers' needs."

The investment is paying off, with Kestrel achieving a significant increase in its OTIF (on time and in full) delivery rates, despite increasing demand across the range. **i**



Strong Year for Door Company



Virtuoso Doors has laid the foundations for a strong 2019 with the announcement that it is on target to achieve year on year growth of over 50%, making 2018 the best year ever in the firm's 37-year history.

Virtuoso Doors' record streak has seen production rates accelerate during the last 12 months – all culminating in the company turning in a record-breaking month in October where sales were more than double those of October 2017.

MD Tony Craggs says: "2018 has been a historic year for the business. Our record-breaking month eclipsed every single other month in 37 years of trading – it's a genuine highlight for us because it shows our customers just what we're capable of. We've developed a winning package for customers, which is built on innovative products and incredible support." **i**

Winning Windows Back



A couple from Bognor Regis have become the second winners of the Win Your Windows Back competition from Saint-Gobain Building Glass, winning over £6,000 to cover the cost of their new Planitherm windows.

After spending £6256.20 replacing all the upstairs windows of their home, as well as glass in their front and back doors, with Planitherm Energy Standard glass, the couple were encouraged to enter by local Planitherm installation company, Wayne Windows.

Saint-Gobain Building Glass is currently running its Win Your Windows Back competition quarterly, where entrants have the chance to win up to £10,000 towards the cost of new high-performance windows, to mark the launch of its revitalised Planitherm Network. **i**

Awards for Veka And Its Customers



Veka Group has been named Systems Company of the Year in the 2018 National Fenestration Awards.

Veka Group's Marketing Director Dawn Stockell comments: "We're delighted to see Veka Group win 'Systems Company of the Year' in the 2018 NFAs. It's great to be recognised for our ongoing hard work and it's fantastic to see a number of our customers being celebrated too."

"The Masterframe team deserve double congratulations because they scooped the 'New Product of the Year' award for Timberweld technology and came joint first with Listers in the 'Fabricator/Manufacturer' category. Meanwhile, Aztec Windows won 'Best Timber Alternative' for the traditional aesthetics of the Prestige Collection." [i](#)

J&P Home Improvements is celebrating a successful ten-year partnership with Veka Group and Independent Network.

Co-owner Barry Thomas explains: "Fabricating our own products using Veka profile means we can truly vouch for their quality and ensure our customers get the style, energy efficiency and security they deserve."

"Choosing Veka also meant we were eligible to apply for membership of Independent Network and gave us a fantastic way to quickly and easily demonstrate to customers our commitment to quality. It also enables us to offer a fail-safe insurance-backed guarantee which provides peace of mind for homeowners when investing in big-ticket items like home improvements." [i](#)

Alysse Made Up With New Role

Kestrel's new business development manager Alysse Campany, has more than seven years of experience in the construction industry. She has joined the cladding, soffit and fascia brand covering London and the South East after weeks of product and company training.

Campany says: "Kestrel has such a breadth of products, it's been important to spend time understanding them, how they are manufactured and distributed. However, I love meeting people and working with customers, so I am really keen to get back on the road."

While the products may be new, having worked with distributors supplying materials to large construction projects, Campany has a strong contact book and understanding of the field.

Outside of work, Campany indulges in her hobby as a make-up artist to friends and is a huge fan of singing diva Mariah Carey. [i](#)

