

Window And Door Contractors Sought For £66 Million Framework

PVC-U and timber window and door manufacturers, suppliers and installers are being sought for a new four-year framework for public sector projects.

The Windows and Doors framework (WD2) from LHC allows local authorities, social landlords and other public sector bodies to source PVC-U and timber products and end-to-end design services for both residential and non-residential projects.

WD2 combines LHC's previous PVC-U products (U10) and timber products (T4) frameworks

and will also extend its scope to include aluminium clad timber windows.

Each workstream will offer standard and enhanced performance options in preparation for the interim uplift to Part L regulations being enforced from June next year and the full Future Homes Standard regulations expected in 2025.

Sustainability is top of the agenda for local authorities and housing associations. This framework is designed to help them meet the forthcoming, enhanced Part L regulations and

the Future Homes Standard by providing a pool of pre-approved companies that can supply and install high quality PVC-U and timber windows and door products," says Dean Fazackerley, Head of Technical Procurement, LHC.

"There is a huge emphasis on quality and it is the majority factor in whether a company is appointed to the framework. As part of this, third party evidence of product performance will be mandatory, with emphasis on U-values, durability and lifecycle costs." [i](#)

Leads Lead To Big Celebration



One UK provider of sales leads to installers operating in the home improvement sector, Leads 2 Trade, is celebrating its 15th anniversary.

Having spotted a gap in the market that would provide double qualified leads for companies at a competitive price, Andy Royle, John Cohen and Alan Gray used their contacts in the home improvement industry and

built a series of websites that would capture consumer enquiries and created the now recognised 'Trusted Local Supplier' brand in November 2006.

They then set about creating a national network of reputable home improvement companies that could offer consumers a free, no-obligation, quote.

They went on to build a UK call centre where staff could im-

mediately react to the web enquiries and qualify them before being sent out to their members.

The company has also introduced several developments for members over the years, including pre-qualified hotkey telephone leads, a 'no pitch no fee' confirmed, pre-arranged appointment lead service, and its latest innovation the L2Tapp, which was launched this year.

Andy Royle, co-founder and MD, says: "What has been instrumental in staying at the top has been our ability to adapt our offering to our members needs, not only what they want from a lead but how they want that lead delivered while keeping the comparison service the consumer wants." [i](#)

Flat Roofs To Go From Flat To Peak

The impact of Covid-19 has caused an estimated 13% fall in volumes installed of flat roof waterproofing according to the latest market report from AMA Research.

Since 2016, the market for flat roofs has grown largely due to an underlying improvement in new build and refurbishment output across the schools, higher education, offices, warehousing, infrastructure buildings and apartment sectors.

Until the disruption caused by Covid-19, the annual installed area of flat roof waterproofing had been increasing as construction activity across most key end use sectors had grown. However, in 2020 the area installed declined from around 35 million square metres to 30.7 million sq.m.

Alex Blagden, Senior Research Manager at AMA Re-

search who came up with the stats on flat roofing says: "While there are current issues around disruptions to the building materials supply chain, in particular shortages of a wide range of products and materials and the shortages of roofers, among other trades, over the medium term to 2025, demand for flat roof waterproofing is forecast to increase.

"2021 has seen a surge in construction activity as the UK emerges from Covid-19 restrictions and with a trade agreement with the EU now in place, which has seen investor confidence begin to return across the commercial and industrial new build sector."

Blagden is also of the opinion that Brexit and immigration issues have also had an impact on the significant skills shortage among trades and professionals

in the construction industry, as a substantial number of workers from EU countries may well have left the UK. The roofing trade is one of the worst affected.

Blagden says: "There are, however, several factors that will sustain some demand for flat roofing systems in the commercial & industrial market, e.g., the need to increase retail distribution centre capacity, growth in the Build-to-Rent apartment block sector and growing demand for 'green roofs'.

"In urban areas, factors likely to drive up demand for green roofs include increasing concerns about rainfall run-off, pollution and air quality and lack of private outdoor space.

"In rural areas, to date the main driver has been planning requirements demanding that buildings merge in with surrounding areas." **f**

VBH Wins At NFAs



Hardware specialist VBH has been successful in two categories and finished as runner up in three more at the National Fenestration Awards.

The company won Best Digital Marketing Campaign for their promotion of the Q-secure consumer hardware guarantee

which will pay out up to £8,000 in the event of a break in; and Regional Sales Manager Tyler Shutts shared the Young Person of the Year award to follow up her outright win in 2020.

"It's great to be recognised in this way by the industry and we really appreciate every vote cast our way. We see all

awards success, regardless of category, as a giant pat on the back for the whole team and everyone at VBH is thrilled to bits," said Gary Gleeson, Marketing Manager, VBH.

"Having said that, for Tyler to get the nod two years in a row in her individual category shows just how highly rated she is by her customers in the North. It is testament to the great service that she and her Customer Service Co-ordinators provide," added Gleeson. **f**

Picture: The VBH team and their awards.