

# Manx Build Specifies Eurologik



**Eurologik doors and windows from Eurocell have been specified for Lakeside Apartments – a four-storey shoreline development in an exposed and beautiful location on the Isle of Man.**

Eurologik was chosen on the advice of the main contractor, Fairway Construction, because of its high thermal performance, the lack of maintenance required and because it could resist exposure to salt.

“We’re a long-term customer and have dealt with Eurocell for a good number of years,” explains director Jonathan Cowley. “We have always found its products to be high quality and competitively priced. The apartments achieved a very good result in the airtightness testing, and that requires high quality windows and doors as well as overall attention to detail in the general build.”

The doors and windows scored 2.71m<sup>3</sup>/(h.m<sup>2</sup>) at a pressure difference of 50Pa when tested for air permeability and so were nearly twice as airtight as required by Part L of the 2013 Building Regulations.

The exposed marine location of the apartments made low-maintenance PVC-U the material of choice as it is not prone to rot or corrosion like the timber or metal alternatives and, being A-rated, the doors and windows keep in the heat despite occasional high winds. The doors and windows were supplied with chrome furniture in Anthracite grey on white to complement the slate stonework at ground floor level, together with white Eurocell fascias and soffits. [eurocell.co.uk](http://eurocell.co.uk)

**Veka Group has added four vans to its Technical department as part of an ongoing investment initiative. These will assist Technical Service Engineers in visiting customers across the length and breadth of the UK.**

Technical Service Engineers are employed and trained in house by Veka to ensure that their knowledge of Veka and Halo products and tooling is faultless. While some suppliers might only have one engineer to cover the whole country, Veka Group employs four specialists.

Dawn Stockell, Marketing Director for Veka Group explains: “Having four brand new vans that are even better equipped than before, means that our engineers can continue to provide exceptional technical support to customers all over the country. Their support includes everything from initial tooling, maintenance and workflow suggestions, to audits, training and more. Their knowledge of all things VEKA and Halo is second to none and we know our customers find their advice invaluable.

“The new vans have been liveried in a clever way that looks as though you can see inside. Showing high quality Veka-Group products and a Technical Service Engineer keen to get to work, the design reflects the professionalism you can expect from our TSE department.” [veka.com](http://veka.com)



**2018 marks the 20th anniversary of Morley Glass & Glazing, which is reporting 30% year-on-year growth over the last 12 months.**

2017 saw not only the launch of Morley’s updated website but the opening of its new showroom as well as growth of its delivery fleet, including four new vans.

The business also recently introduced several new additions to its product range, including SmartMotion, a new home automation interface that allows installers to quickly and easily incorporate motorised integral blinds into home automation systems.

Ian Short, MD at Morley Glass & Glazing, says: “As demand continues to increase for our Uni-Blind sealed units with ScreenLine blinds inside, we’re regularly increasing our production capacity to ensure we can continue to give the quality service we’re known for, and last year alone we invested £700,000 in a second IGU production line. Our plans for 2018 include continued growth and even more product diversity, including the launch of our exclusive SL16C blind, all while maintaining the fastest lead times in the industry.” [morleyglass.co.uk](http://morleyglass.co.uk)

# Space Maker

**Designed as a self-contained building for use all year round, the composite wood Garden Room gives installers the opportunity to offer homeowners extra space – then upsell with complementary products.**

The Garden Room which is available from Eurocell, requires no planning permission and takes only two days to erect at any time of year, provided it is dry.

This energy efficiency is reinforced with 100mm thick cellular foam insulation in the roof, 'A' energy rated Eurocell double glazed windows and Eurocell French doors that are both elegant and secure thanks to high security, multipoint locking.

Once the base is laid, the garden room is quick to assemble using tools found in any toolbox: hand drill, handsaw, jigsaw, 17mm spanner, 4mm hex bit, Phillips head bit and a hammer. The Garden Room is supplied with all windows, doors, fascias, soffits, a pre-routed electrical socket board and self-finished walls, so there is no need for any painting or decorating.

Homeowners can enjoy their new room in the knowledge that it comes with a 25-year guarantee and that there will be no need to paint, stain or seal the composite wood exterior and that the PVC-U door and window frames just need cleaning. [i](#)

[eurocell.co.uk](http://eurocell.co.uk)



**Independent Network is inviting companies to join the organisation at a time when they can take advantage of record levels of investment and benefit from an innovative new consumer strategy.**

A promotional programme being delivered across the country is currently highlighting the opportunity for companies to join, by sharing the 'Top Ten' advantages of membership this year, including a huge re-brand from Network Veka to independent Network.

Marketing Director Dawn Stockell explains: "Since 1996, VEKA Group has offered the industry's finest installer support package. In 2017, we made substantial investment in consumer research to ensure that our installer network was being recognised and understood by the largest number of homeowners and that our members were getting the most out of the offering. We delved into exactly

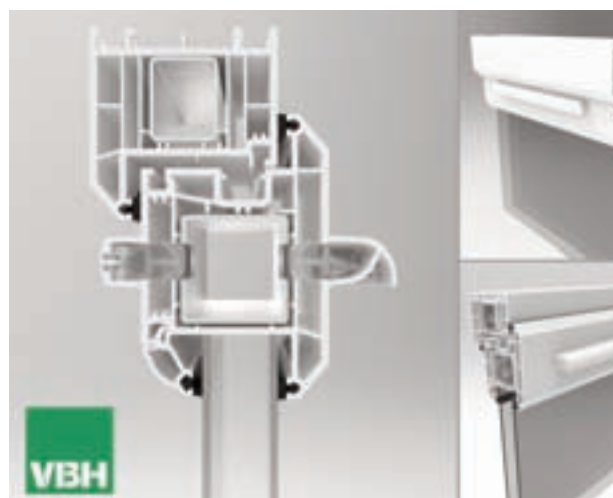
what consumers consider when investing in home improvements, and how their buying decisions are influenced. Based on in-depth analysis of the results, Network VEKA evolved into Independent Network.

"VEKA Group is increasing its marketing budget three-fold in this sector and with the greater spend on trade and consumer advertising and PR, this is a fantastic time for companies to join Independent Network and take advantage of the nationwide publicity for their business." [i](#) [veka.com](http://veka.com)

**VBH (GB) has added to its growing range of high performance hardware with the Link Vent Mk2 – a next-generation trickle vent from Glazpart. Designed for both new-build and the Repair, Maintenance and Improvement (RMI) markets, the redesign allows homeowners to position the vent so airflow efficiently passes through while reducing draughts.**

Complying with Building Regulations Part F1:2010, the new Link Vent Mk2 incorporates aerodynamic features to help direct airflow through the vent. The external canopy has been reduced to just 25mm for improved noise reduction and a more attractive external appearance without affecting airflow performance.

Available in two sizes, 2500 EQA delivers similar performance to a traditional 4000mm<sup>2</sup> vent while the 5000 EQA is significantly better than a 4000mm<sup>2</sup> vent. The 5000 EQA also features a split internal flap for ease of use and added comfort. [i](#) [vbhgb.com](http://vbhgb.com)



# New Recycling Plant Boost



**Veka Recycling has chosen Wellingborough for the location of what it says will be Europe's most advanced facility dedicated to recycling PVC-U window and door profiles.**

The company has taken over a former metals recycling plant in Neilson Road on the Finedon Industrial Estate in the north east of the town and will spend more than £8 million to create build a facility ready to accept and convert UK unused offcuts and old PVC-U windows into re-usable polymer.

The plant will enable Veka Recycling Ltd to fully re-process PVC-U window and door frames into material that can be re-manufactured as new products including window profiles, cills and trims and also a range of products as diverse as cable management and construction products. Plans are for the plant to open initially this year and to be fully operational from spring 2019, with up to 50 jobs expected to be created. [veka.com](http://veka.com)

**A new online resource from Iso-Chemie provides improved access to a range of sealant tape related project services and special tools for fenestration installers, retailers, designers and architects.**

The secure Iso-Portal at [www.iso-chemie.co.uk](http://www.iso-chemie.co.uk) is the latest initiative from the company, which will improve the support offered to customers and specifiers around the planning and management of building and refurbishment projects. Some basic information is available to all visitors, but more is available free of charge once the user has created their own private account for access.



Features include numerous training video clips, plus a tool to quickly and easily calculate the quantity of Iso-Top Winframer thermal insulating and load bearing bracket systems required for a job, helping to minimise product waste and simplifying the ordering process.

A 'My Documents' section offers improved access to online content and downloaded files, such as price lists, test reports and certificates. The status of orders can be viewed at any time and the whole section is accessible via mobile devices or smartphones for ease-of-use while on the move.

Technical information around the planning and implementation of installation processes is covered in the Isopedia knowledge base. This contains structural engineering and technical data, including how to detail airtight junctions, together with notes on the latest construction regulations and product specifications.

In addition, the new Iso-Portal has a thermal modelling tool to assist with the location of window positions in the external walls. A full English version of this feature will be available for Ecobuild. [thermosealgroup.com](http://thermosealgroup.com)

**As more trade customers 'Ask for Ali', Senior Architectural Systems has responded by adding weight to its domestic product range with the launch of the new slimline Ali VU aluminium window.**

The new thermally broken Ali VU aluminium window perfectly complements Senior's popular Ali FOLD range of single, double and bi-fold aluminium doors to offer the trade a complete suite of glazing solutions for the residential market.

The inherent strength of aluminium allows the Ali VU windows to combine attractive slim sightlines with high performance, energy-efficiency and security. Featuring a polyamide thermal break, Senior's Ali VU aluminium double-glazed windows have been designed to achieve a Window Energy Rating (WER) of A, with the triple glazed option designed to achieve a rating of A+. Robust, safe and secure, the Ali VU windows also successfully meet the requirements of PAS 24 and Approved Document Q.

The new Ali VU windows offer exceptional design flexibility, with a choice of configurations, including standard or ovolo feature outerframe, flat faced, stepped face or radius vents, and square or chamfered beads. Benefiting from Senior's established manufacturing expertise, the strong yet slim profile aluminium frame of the new Ali VU window can accept glazing up to 44mm thick and is available in a low-maintenance powder-coated or anodised finish. [tradelinkdirect.co.uk](http://tradelinkdirect.co.uk)



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## Products & Projects



**Morley Glass & Glazing, manufacturer of sealed units incorporating ScreenLine integral blinds, has extended its partnership with industry data specialists Insight Data for another year.**

Looking to promote its Uni-Blinds sealed units to both fabricators and installers nationwide, the Yorkshire based IGU manufacturer made Salestracker an integral part of its sales and marketing. Insight's unrivalled prospect data and market intelligence produced such strong results for Morley that they have re-signed for a third successive year.

"We're thrilled to see the great team at Morley Glass & Glazing continue their partnership with us," comments Jade Greenhow, Insight Data's General Manager. "Ian and the team came to us looking to reach out to new customers across the country and really promote their product range. It's fantastic to see how our services have helped Morley achieve this and more, and we look forward to celebrating further success with Morley over the coming year."

Ian Short, MD of Morley Glass & Glazing adds: "When it came to renewing our contract with Insight Data, it was quite simply a no-brainer for us. We've built a really strong relationship with Jade and the team at Insight and their business model works perfectly with ours. From those early meetings, we saw the potential of Salestracker and now three years on, it's an important part of how we operate as a business and a truly valuable tool."

"We love working with the team at Insight who are always quick to respond to any of our queries or feedback and we anticipate another successful year as we extend our relationship."

Salestracker is Insight Data's online platform combining a prospect database of over 60,000 potential customers, a powerful CRM system and a brand new, integrated email marketing platform called STEM.

Delivering the difference to over 700 users including some of the industry's biggest brands, Salestracker takes advantage of Insight's pioneering real time data to provide up-to-date information on suppliers, output, key decision makers and even credit ratings. Insight Data's in-house research team make over 20,000 calls per month to ensure the most accurate data for customers like Morley Glass & Glazing to effectively assess potential targets. [insightdata.co.uk](https://www.insightdata.co.uk)