

Comment

Well I can hardly believe Christmas has already been and gone and by the time you are reading this, January will be fast disappearing over the horizon, the second Beast From The East may have arrived, yet Spring will feel like it will soon be on us.

Happy New Year by the way.

Marketing

I personally think it's going to be a good one for the window, door and home improvement business. Despite all the Brexit nonsense, I think purse strings that have been guarded will be loosened and home owners will be thinking about what they want to do with their properties. The secret is in making them feel confident in your sales pitch – and getting in front of them in the first place. Take a look at this month's Marketing Article on page 35 for some really useful tips in making your company stand out from the crowd in the era of information over-load.

Doors

Entrance doors, bi-folds and even internals – are ever popular and we are seeing some great new offerings come on to the market. Again, take a look at our first feature this month with plenty of clues as to what is fashionable and where to get them.

Roof Lights

We've also got a feature on roof lights. There are some fantastic products available with new launches as you will see.

FIT Show

New products – well apart from reading The Installer, the best place to see new products this year will obviously be the FIT Show at the Birmingham NEC in May (21-23). Get it in your diary and pre-register now – just search for FIT Show your web browser.

Certass Column

Web browsers – we all know what that means, we're all tech savvy these days...well at least we can send an email and book tickets on the web. If you want a little more sophistication, take a look at this month's Certass Column where help is on hand for those who still fear the march of time and tech (which does wait for no-one).

G19 Awards

Just quickly on the subject of diary dates – this year's G19 Awards already have a date set for the Awards Dinner – November 29. We'll update you with Award Entry Details as soon as we have them.

Hackitt Review

Finally, take a look at The Installer News section – a release of asbestos on a conservatory job has but a builder in court (really should know better); we're seeing a demand for eco-friendly homes (and we know windows are now very much part of the eco scene); and composite fire doors are now back on sale but with strict testing procedures in place – it's good to see the industry respond so quickly to criticism and be the first to comply with the spirit of the Hackitt Review – the Independent Review of Building Regulations and Fire Safety.

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