

Garrard Meets Nemesis

Aluminium trade fabricator Garrard Windows has seen sales grow by more than 15% year on year and is gearing up for further growth with the help of its hardware partner Kenrick.

Kenrick has been supplying its Nemesis multi-point window locking system for aluminium profiles to Garrard for 18 months, during which time it has increased production each month as demand for aluminium continues to rise. The expansion has also prompted the Aylesbury-based firm to substantially increase its dedicated aluminium production space to 42,000

Nemesis is a high security bi-directional twin cam espagnolette window locking system that has been developed to suit aluminium profiles which come with or without a Euro groove. A fabricator-friendly solution, it has been designed to aid rapid installation for the fabricator on all major aluminium profiles.

Kenrick also supplies a range of locking systems to Garrard Windows PVC-U division, which includes the Centurion four-point locking system, Excalibur multipoint locking system and a bespoke multipoint window locking system.

Garrard Windows office manager Lucy Griffith (pictured with Steve Williams sales and marketing manager at Kenrick), explains: "We've been fabricating aluminium for nine years now and have grown to become one of the biggest fabricators of Smart Systems' aluminium products. We're now fabricating around 300 frames a week and our sales forecasts are very strong indeed. [i](#)



MPN uPVC Windows, Doors & Conservatories Installations Ltd has chosen to supply Veka systems once again, after trialling another PVC-U system for just six months.

The company has also rejoined Independent Network in order to regain access to a host of industry-leading business support.

MD Paul Webster explains: "We've used Veka for the last 11 years, and never had a problem, but we thought it might be time for a change. What if we were missing out on something better in the market? We moved over to a new system but after 6 months we had to admit it was nowhere near the top quality we had been giving our customers for the last 11 years.

"We decided to go back to Veka profile because it's a superb brand for us, and provides exactly what we need for our customers. The quality is exceptional and there's a massive range of window and door styles to choose from, in a huge number of colours. We were also keen to return because it meant we were eligible, once again, to join Independent Network. It's good to be back with Veka and Independent Network, it turns out the grass is greener on this side of the fence." [i](#)



Frame Fast UK has been named as a double finalist in the East Midlands Chamber Derbyshire Business Awards for 2018.

The awards have been designed to celebrate the success of businesses across Derbyshire, and window and door fabricator, Frame Fast has made the shortlist in two categories, Manufacturer of the Year and Entrepreneur of the Year for founder and director, Paul Brighthouse.

Nigel Leivers, Director at Frame Fast says: "It's fantastic to have our achievements recognised in our home county. The past year has been great, with investment in more factory space and machinery. We have also seen our glass production grow since its introduction to our manufacturing unit over five years ago. Today we manufacture more than 1,300 insulated glass units per week.

"We look forward to celebrating Paul's brilliant entrepreneurship, and fingers crossed he wins the well-deserved Entrepreneur of the Year award as a testament to his hard work and Frame Fast's success." [i](#)



5 Out Of 6 For Glazerite



Glazerite installers have once again returned triumphant, winning five out of six of the main National Independent Network Awards at the organisation's annual ceremony.

Top in the £2million-plus category was Thistle, making a fantastic 16th win in the Independent Network and previously Network Veka Awards for the Aberdeen-based company. In the £1-2million, another repeat winner, Cheadle Glass returned to collect its fourth trophy, while Cannock-based Goliath Homeworld, in the £600k-£1m group, took its seventh. Wilson Windows of Loughborough won the £400k-600k award, having previously been voted Best Newcomer in 2016, and first-time winner but previous finalist Mews Windows of Walsall came top in the £250k and under.

Just to add to the tally of accolades, Glazerite is primary supplier to 16 of the 36 finalists and secondary supplier to five more. The Glazerite UK Group Director Jason Thompson said: "We are really proud of all of our installer partners and very happy that we have been able to support them. They have always excelled themselves at the Independent Network and Network Veka Awards but they just go on getting better every year.

"Seeing all of their trophies, past and present, just shows what can be achieved when competent, professional installers are given all the support they need to bring to bring out best in each of them."

The awards were presented by Sky Sports presenter Chris Kamara at the Independent Network AGM, Conference and Gala Dinner at the Chesford Grange Hotel, Kenilworth, on June 16. [i](#)

Hartshorne Steps Down

Roger Hartshorne has announced that he will be leaving his role at Liniar later this year in order to spend more time on other personal and business interests.

October will see Hartshorne step down as CEO of the Flamstead Group, owner of HL Plastics and the Liniar brand, as well as Avantek Machinery – leaving behind an extraordinary legacy.

Hartshorne comments: "I'm incredibly proud to have been a part of the success that HL Plastics has achieved over the last 41 years. But I feel that now is a good time to move away, safe in the knowledge that the Group will be left in a superb position under the guidance of a proven, stable management team.

"Our excellent parent company, Quanex Building Products, has continued to follow my philosophy of investment, new product development and technical innovation.

"Quanex is a long-term industrial conglomerate and I feel confident that the Liniar and Avantek businesses will continue to perform, thrive and grow, just as they have over previous years." Martin Thurley (pictured with Roger Hartshorne), who joined HL Plastics as MD in February 2017, will assume the position of Group MD when Hartshorne departs. [i](#)



Respect For Rautitan



Rehau Chief Executive Martin Hitchin

Rautitan pipework by polymer specialist, Rehau, has been recognised at the 2018 Herefordshire and Worcestershire Chamber of Commerce Business Awards.

This year, Rehau entered its product – a universal polymer pipework solution used for both heating and drinking water systems, into the Excellence in Innovation category. As a comprehensive and variable system, Rautitan has been the number one choice for modern installations since it launched in 2017. The pipework was placed second – highly commended.

Unlike conventional polymer pipework, Rautitan uses the Rehau compression sleeve jointing system, producing a permanently sealed joint without O-rings – even at -10°C. The universal pipe Rautitan offers optimal flexibility even at low temperatures, high performance, leak free joints, ease of installation and a certification to supply safe drinking water.

Drew Clough, Product Manager at Rehau explains: “We are delighted that Rautitan has been recognised in the Excellence in Innovation category at these coveted awards. Innovation is at the heart of everything we do at Rehau and we have always looked at ways of going above and beyond what our consumers need and want. It is indeed great to see that our hard work has been recognised for this fantastic product and I must applaud the team behind this success who have been instrumental in the achievements it has had since its launch.” [i](#)

As published in the ninth annual Sunday Times HSBC International Track 200 league table, Thermoseal Group, has been ranked 41st in the league of businesses with fastest-growing international sales.

Sunday Times HSBC International Tack 200 league table was published on Sunday 10 June 2018 and ranks Britain’s mid-market (total sales of £25m+ and international sales of £1m+) private companies with the fastest growing international sales over the past two years. The 200 companies include well-known names from sports car manufacturer Aston Martin and fashion retailer White Stuff to coffee house chain Caffé Nero and craft beer maker BrewDog. As published, Thermoseal Group has achieved annual international sales growth over two years of an impressive 79.46% increase (the average was 62%) supplying to over 27 countries in 5 continents.

Gwain Paterson comments: “I’d like to take this opportunity to thank all of our staff for their continued hard work and commitment and thanks to our customers for their continued support.” [i](#)



More than 240 delegates from Independent Network companies across the UK came together at the organisation’s ‘Best of British’ themed members’ weekend in Warwick.

The evening’s glittering black tie gala dinner and awards ceremony was hosted by ex-Bradford City Player and Manager Chris ‘Kammy’ Kamara and included a charity raffle and auction, which – along with table donations - raised over £4000 for the evening’s four chosen charities: Hayley’s Hugs, Helping Hand, St Gemma’s Hospice and Birchwood Highland.

This year’s award winners were: Thistle Windows & Conservatories, Cheadle Glass Company Ltd, Goliath Homeworld, Wilson Windows, Ffenestri Kevin Thomas (pictured), and Mews Windows.

This year’s event also saw two brand new awards celebrating the hard work of individuals working within Independent Network member companies. Darren Drake of David Brunskill Windows took home ‘Installer of the Year’ and Paul Lewington of Lewington & Son claimed the first ever ‘Salesperson of the Year’ trophy. [i](#)