

Best Installer



PMB Exteriors has been named Kestrel Approved Installer of the Year for its work across Sussex.

Paul Milligan, who owns PBM Exteriors with business partner Chris Owen, says: "We carry out 12-15 installations a month on private houses and get two out of three of those jobs through personal recommendation. The way I see it, our business is as good as our word so we have to know that the products we use will stand the test of time. The extended 35-year guarantee on Kestrel white profiles, certainly does that."

Kestrel business development manager Keith Hart comments: "The projects they submitted to the installer competition were outstanding and they are a real example of the benefits of the scheme."

"PBM Exteriors make sure that every job is submitted to Kestrel and explain the guarantees to give their customers peace of mind. The fact that so much of their work is through referrals really does speak volumes about the quality of their installations."

Kestrel is soon to launch its 2018 Approved Installer of the Year competition. [i](#)

Wayne Devine has announced his decision to step down after 28 years as CEO of the Masco UK Window Group.

As the founder of the successful business, Wayne served as CEO following its acquisition in 2000 by the Masco Corporation.

Over the years, Wayne has worked tirelessly to establish and grow the company, which has become one of the UK's largest PVC-U window and door fabricators. The Group supplies doors, windows and conservatories to fabricators and installers across all market sectors from its multiple manufacturing sites across the UK. Its familiar quality brands include Phoenix Doors, Duraflex, Techniglass, Premier and Evolution.

Steve Forbes, Vice President HR Europe comments: "We are grateful for Wayne's years of service and his utmost dedication to realising the operating and strategic objectives as well as his commitment to the company."

In the interim, Darius Padler, Group Vice President, will take the CEO role for the UK Window Group. [i](#)



Morley Glass & Glazing is once again the headline sponsor of the North Leeds Charity Beer Festival, which will be returning with a new twist to North Leeds Cricket Club from 6-7 April.

Now in its seventh year, the annual community charity fundraising festival, featuring food, drink and music festival will this year debut a gin bar alongside 35 real ales from seven breweries and seven ciders. As always, the fine selection of real ale, cider and gin will be complemented by pork pies and vegetable samosas, as well as a fantastic programme of local bands.

Ian Short, MD says: "We welcome the fact that gin is on the menu to help appeal to an even wider audience – and help raise more funds. This is exactly the type of initiative we like to be involved with as it perfectly reflects our ethos of giving back to local communities. I will be rolling up my sleeves and helping alongside the Rotarians and I am very much looking forward to the event. I wish NLBF and the Rotary Club of Roundhay every success." [i](#)



Alumen has appointed David Allen as Trade Sales Manager to strengthen its trade supply operation following its recent expansion to a new 15,000 sq.ft facility in Kettering.

MD Alan Robinson, comments: "David has more than 20 years of experience, both in the fenestration industry and with trade account management, so he's the ideal appointment for us. Customers have always been central to what David does, and that fits perfectly with the way that we work at Alumen."

"My role here will focus on further developing relationships with our trade customers," says David Allen. "High-end aluminium is a real growth area, and by partnering with Alumen our customers can access high value, high profit projects. "We have a great showroom in Kettering, so please come along and see some of the products we offer, the quality of our work and find out more about the service we provide to our trade partners." [i](#)

Getting Into The Spirit



PVC-U systems supplier Veka Group took home the 'Employer of the Year' trophy at this year's Red Rose Awards.

Touted as 'Lancashire's premier celebration of business excellence', the annual Red Rose Awards evening was held at the Winter Gardens, Blackpool with over 1,100 guests attending the black-tie event.

Having selected Veka Group from a short list of six, the Red Rose Awards judges had this to say of the winners, "In 2017 the development and implementation of the Employer Brand and Veka Values found a way to put their people at the heart of the business. What they are and what they stand for was well evidenced, as was the fact that the changes the business has adopted are good for the employees, the suppliers and for the business."

Dave Jones, MD, says, "While Veka is an international name in the PVC-U industry, we are also very much a local company in Burnley. With over 90% of our almost 400 employees from the town and its surrounding areas, we take our values very seriously when it comes to our workforce and this, in turn has a direct impact on our suppliers and customers.

"We conduct regular staff surveys as we know their feedback is key to making the company not just the business of choice for our customers but for our employees too. We're certain that Veka Spirit has had a huge effect on our employees, with

department employee turnover cut in half since its introduction. [i](#)

AluWood has launched its authorised installer scheme to make it even easier for companies to sell aluclad windows and doors to homeowners and developers according to Callum Grant, Commercial Director at AluWood.

He says: "We're finding some homeowners want modern aluminium styling but a homely finish on the inside. Our aluclad system offers a perfect combination of sleek modern aluminium on the outside but inside it has the warmth and natural feel of timber. As demand for aluclad timber windows and doors continues to increase, we have now launched our AluWood authorised installer scheme.

"We support installers and fabricators with everything needed for domestic and commercial projects. Our expert technical team are on hand with advice. The new scheme also offers marketing literature including the stunning retail brochure."

The new scheme is designed to help installation companies tap into the lucrative £77 million a year market for aluclad timber window systems. [i](#)



On February 2nd 2018 Made for Trade received the sad news that after a very short illness our valued and well respected Trade Sales Manager, Trevor Hopper had passed away.

Known as one of the 'good guys' in the industry, Trevor carried himself in a positive and upbeat manner always willing to go the extra mile for his clients and employer. His sense of humour and enthusiastic approach to life made him very well thought of by all he came in to contact with.

His career spanned many years, starting in engineering and a spell offshore in the oil and gas industry Trevor returned to Grimsby, his home town, looking for a change in direction which is when he chose the fenestration trade.

Known to the Directors, Richard and Bradley Gaunt for his passionate approach, Trevor was the ideal candidate who could be trusted to push forward the company's innovative product in keeping with their ethos and he continued to do this until he became ill. He will be greatly missed by many in the industry and was definitely one of a kind.

Trevor leaves behind his loving and supportive wife Carolyn, children and grandchildren who will continue to tell the stories of his motorcycle adventures and keep his memory alive in the way he would have wanted. [i](#)