

Comment

Stay Safe

As I write this, the Coronavirus situation seems to be getting much worse. But enough has been written for me not to take up you valuable time with my spin on it – other than to say stay safe and rest assured, we will come out the other side still doing what we all do best.

Better Business Practice

I was pleased to see that The Window Company (Contracts) has become one of the first businesses to sign up to 'Good Business Charter', which has been launched to encourage better business practice in the UK.

The Charter will accredit only those companies that can prove they treat their staff, customers and suppliers well.

Treating staff well will be proving difficult in these difficult times but we know it is the right thing to do in a crisis...and it is the right thing to do when there isn't a crisis.

I think when we do get to the other side of the pandemic, we should all remember the 'essential workers' who kept us going. The delivery drivers, the shop workers and the carers should all be given a medal and the respect of better wages in the future.

The Good Business Charter insists accredited employers pay a real living wage and pay suppliers promptly as part of a 10 key criteria rating.

Aperture Closing?

As we hit the presses, it was announced that Aperture Trading Limited had succumbed to administration with KPMG taking the reins.

Aperture is the company formed to buy Synseal when that company went bust. Synseal, produced a range of profile products and conservatory roof systems – including the Global Roof.

This will come as another blow just when not needed to the 1,200 companies that rely on Aperture as a supplier – and all those that relied on Aperture for their jobs.

Lead Generation

FENSA has unveiled a ground-breaking new lead generation website, scheduled to go live this April. It will put homeowners who want to buy from FENSA Approved Installers in touch with FENSA Approved Installers.

The service will operate in a similar way to existing online platforms that are designed to connect tradespeople with customers searching for home improvement quotes.

Homeowners will not only be able to look for FENSA registered companies in their area, they will also be able to post the job details including desired materials, products, budget and timeframe.

Although I suspect homeowners may be taking a while before they confirm any orders in the current situation – hats off to FENSA for stepping up to the plate yet again.

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