

Warwick To Appear In Leeds



Independent Network is planning a Members' Weekend to remember. The installer support organisation's annual Members' Weekend will be held at The Queen's Hotel in Leeds on June 8th 2019. And the host of the weekend's glittering awards evening will be Star Wars and Harry Potter actor Warwick Davis.

Head of Partner Programmes Karen Lund explains: "We couldn't be more excited about the 2019 Members' Weekend! Every year this event gets better and better, with members coming together to discuss business and celebrate another great year of IN. The weekend is always incredibly popular because it combines the opportunity to share valuable business-boosting ideas during the day, with the chance to let loose and celebrate member successes in the evening." **i**

International Team Sponsorship



Deceuninck is now the title sponsor of an elite Belgian cycling team. Deceuninck Quick-Step is currently ranked No.1 in the world according to PCS (Pro Cycling Stats).

Francis Van Eeckhout, CEO of Deceuninck Group says: "We are delighted with this powerful partnership in international cycling, one of the most popular sports in Europe and emerging worldwide. This high-valued sponsorship offers plenty of commercial opportunities for Deceuninck and all our customers. I'm confident it's a new milestone for the company"

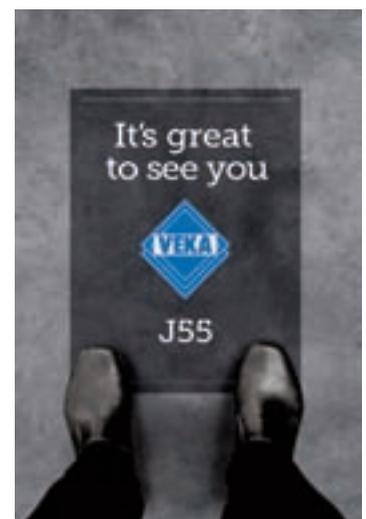
Deceuninck UK Managing Director Rob McGlennon added: "It's great to be part of such an exciting sport. Deceuninck Quick-Step is at the top of its game and we're enjoying watching their progress as the new pro cycling season gets under way." **i**

FIT At 50 And Leading The Way

Veka Group is getting ready for a FIT Show with a difference, celebrating its 50th birthday in style. Not only will the team be demonstrating the newly unveiled, next generation Imagine Vertical Slider, it will also be introducing an exclusive, technical innovation the industry is yet to see the likes of.

Dawn Stockell, Marketing Director explains: "As ever, the FIT Show gives us an opportunity to demonstrate exactly why Veka Group leads the field in innovation and offers customers strength and stability in such an ever-changing industry. This year has the added bonus of being the global Group's 50th birthday, so we have even more to celebrate than usual!

"We're excited to be unveiling an entirely new product at the Fit Show which is exclusive to Veka Group. It's been years in the development and will offer our customers another 'stand out' product to add to their portfolios." **i**



Prior Engagement

Fabricator and installer Prior Products has become one of the latest fabricator-installers to take on the Fengo2 software from First Degree Services.

Speaking with Prior Products' Technical Manager Adrian Farnworth says: "The decision to take on Fengo2 was very much driven by a wish to drive sales, improve the speed of surveys and generally improve customer perception of the business by the use of better technology.

"Our sales teams can design and price with the customer and answer many of the questions on the design and look of the windows during the initial visit. This improves customer confidence and we have already found sales improved because of this.

"Almost any job created on Fengo2 can then be passed back to a device for survey. The tools included in Fengo2 allow most technical questions to be answered on site so bay dimensional checks, Georgian bar layouts, finished look of transom drops etc can all be visualised there and then.

"As the job is then synchronised back its never more than a quick check away from manufacture as nothing needs to be re-input, this in turn has a huge time and cost saving to the business." [f](#)

Fletcher Joins MfT



Jonathan Fletcher has been appointed by Made for Trade as Business Development Manager to bolster an already experienced management team.

Fletcher's role will be to engage with the rapidly growing list of customers that are choosing to use the Made for Trade (MfT) suite of products. Customer

support will be crucial as Made for Trade continue to invest in research and design of new systems.

MfT are also preparing to move part of the business to a new premises (Wynyard Business Park) which boasts 110,000sq.ft of manufacturing space as well as purpose built offices.

Alongside supporting the MfT team at this year's FIT Show, Fletcher's immediate goals will be on the road visiting existing clients and offering support to reaffirm the brands USPs. He will also be on hand to provide training for MfT's online estimator KwikQuote if requested. [f](#)

Welsh Gold – Aztec Masters Bespoke Glass

Down in beautiful Bridgend on the banks of the River Ogmore is a glass manufacturing company that has been steadily building a reputation for itself since 2011.

Aztec Glass provides bespoke glass solutions for a wide range of new build, refurbishment, renovation and one-off glass projects across the UK.

Products include many glass types including standard clear float, low iron (crystal clear), sandblasted glass, body tints, laminated glass with bespoke interlayers along with back painted glass and heavily textured kiln formed glass.

Aztec can also create glass to incorporate company branding or personal artwork and patterns for bespoke installations.

The company is particularly

well known for its glass balustrading for use on patios and balconies (and which also find a home in sophisticated interiors) and coloured glass splash-backs for kitchen and bathroom use. Aztec produces mirrors, toughened safety glass and bespoke furniture pieces.

The company is also a major supplier of double-glazed units (DGU) to meet all Energy Ratings criteria.

Cutting

Whether supplying stylised products or DGUs, all projects are bespoke and thus glass will be cut to the exact size. On more architecturally led projects such as those incorporating sloped ceilings or alcoves and furniture, Aztec has the machinery to ensure integrated cutouts are a perfect fit.

High specification

Working with architects of both residential and commercial properties to provide high specification tailor-made glass products keeps Aztec on its toes – and this need to always be playing a top game means those who expect bulk orders of DGUs to arrive in full and on time every time will not be disappointed. [f](#)

