

The Installer

Editorial Guidelines & Features

Here you will find a list of The Installer's core features. Each month we also run topical features which are either researched and written by our editorial team or commissioned from external writers.

The Installer is the only publication covering the window, door, conservatory and wider home improvement market that runs externally sourced features specifically on business best practice principles covering everything from insurance through to health & safety and training.

We are always happy to discuss feature submissions with potential contributors. We will require a brief synopsis of the feature idea by email to the editor along with full contact details.

We would be obliged if contributors also provide suitable photography and/or illustrations.

FENSA Column

Locked Down Learning

FENSA has been quick to offer one positive benefit of lockdown by making it easy for window and door installers to take training courses to achieve recognised qualifications without leaving home.

For more information on FENSA, including details of how to contact us, visit www.fensa.org.uk

The FENSA Training Academy was launched earlier this year in partnership with total support training, to provide opportunities for installers to achieve FENSA qualifications from level 1 through to level 3 in a variety of skills.

In addition to a number of short courses covering a variety of glazing related subjects, there are now available fully online, with no requirement to attend classes or examinations, allowing installers to develop skills and extend their knowledge in the comfort of their own homes.

Courses may be undertaken at the applicant's preferred time and weekend.

Maximising work schedules

COVID-19 has also allowed installers to maximize their work schedules, which have been severely curtailed by the various restrictions in place and exacerbated by the boom in demand for windows, doors and related products. Installers may therefore continue their traditional work whilst also developing their skills.

How does it work?

The format is simple and yet highly effective. This means you

can learn at your own pace, with no need to attend a classroom or examination. You can also learn at your own pace, with no need to attend a classroom or examination. You can also learn at your own pace, with no need to attend a classroom or examination.

Positive uptake

Chris Beale, FENSA Director of Membership, says that the Academy's revised assessment methods came out of the difficulties created by the pandemic, the results are encouraging. "We have seen a more positive uptake across the range of courses, especially during lockdown, as installers have used the opportunity to do something positive and upgrade their skills and qualifications."

For full details of the FENSA Training Academy go to www.fensa.org.uk or visit www.fensa.org.uk

Organic Growth

Driving organic growth is equally the top issue companies sign

Scott's Corner

Six Success Strategies

Andrew Scott discusses six business strategies companies can use to maximize value and profits.

When most people think of Inauguration Day, they probably think of military parades, fireworks and the inauguration ceremony.

Standards

Standards are in place, but it's not always clear what they are. Standards are in place, but it's not always clear what they are. Standards are in place, but it's not always clear what they are.

Cost Reduction

Companies can waste tons of money on unnecessary costs. Companies can waste tons of money on unnecessary costs. Companies can waste tons of money on unnecessary costs.

Consolidation

Some companies talk about consolidation, yet they don't mean anything. Some companies talk about consolidation, yet they don't mean anything. Some companies talk about consolidation, yet they don't mean anything.

Running for 2021

For most installers in the industry, the biggest challenge is getting the word out about their services. For most installers in the industry, the biggest challenge is getting the word out about their services.

December 2020

The Installer

KÖMMERLING

#changetobetter in 2021

- A Quality trade frame
- All colours available
- German Quality
- Fast lead times
- Quality fabrication

Aluminium Bifolds

Fully fabricated from just

NeoFoldz £350 per meter

Armstrong Industries
Conservatory manufacturer

T 02476 80400 F 02476 838779
www.armstrongindustries.co.uk

The Master Window and Conservatory Installers Association Technical & Legal Column

Beware Of Existing Defects

If you check for existing defects during your survey and report them written, The Installer's technical expert, Don Workman, you can't be accused of causing the defect after you've completed the job.

It is incumbent upon the installer to inspect the property before installation commences.

Five

Pro tip

Pro tip

Pro tip

Pro tip

Pro tip

January

- Doors
- Conservatories & Skylights

February

- Security & Hardware • Doors continued

March

- Energy & Environment
- Roofs & Roofline • Maintenance

April – FIT Show Preview

- Garden Doors & Verandas

May – FIT Show Issue

- Aluminium Systems
- Commercial Installations

June – FIT Show Review

- Heritage Windows & Doors
- IT & Marketing

July

- Doors
- Conservatories & Skylights

August

- Security & Hardware • Doors continued

September

- Energy & Environment
- Roofs & Roofline • Maintenance

October

- Garden Doors & Verandas
- Decorative Finishes

November

- Aluminium Systems
- Commercial Installations

December

- Heritage Windows & Doors
- IT & Marketing

New Business Opportunities