

# Acquisition opens the market The headline

## sponsors

**M**odular Group Investments (MGI) has announced the acquisition of Oakland Glass. Michael Garratt, founder at MGI calls the acquisition: “A key strategic addition to the group, which adds significant capacity and capability in insulated double glazed unit production.” According to Garratt, the acquisition provides established routes to market for Oakland Glass through MGI’s existing and future channels.

Oakland Glass was established in 1986 to supply high-quality IGUs to the market. It has steadily grown into a significant player in its field.

MGI purchased the entire share capital of Oakland Glass, with the transaction closing on 8th February 2023.

Michael Garratt says: “I am very excited to add Oakland Glass to our group and to have the opportunity to build upon what the team has created. We look forward to a promising future together. MGI plans to acquire more component manufacturing businesses this year in order to continue to diversify our product portfolio, but also to strengthen our customer relationships by offering more products and service.”



**Michael Garratt**

Giles Richell, group CEO at MGI says: “This is a great addition to the MGI Group and provides a depth and scale of vertical integration that we believe is unmatched by our competition. This will allow us to supply our multiple construction markets with the best service and most competitive solutions in the industry.” □

## The Golden choice

**M**ike Golden has joined AluK’s sales team, to look after fabricators and installers in London and the South East.

Like AluK’s sales director Wayne Heath, Mike Golden has previously worked at [www.webuyanycar.com](http://www.webuyanycar.com), so brings with him similar experience in retail sales, customer service and digital sales strategies.

He says: “The AluK products and brand are fantastically exciting and even in my first few weeks, I can see just how much customers value the brand and the quality we offer. I’ll be looking to build on the partnerships that AluK already has with customers and hopefully add even more value by helping them target new business and access more of the package of support we offer.”

Wayne Heath says: “It’s great to welcome Mike to the team as we strengthen our presence in London and the South. His retail experience will be really useful to many of our customers, especially his understanding of the latest digital sales and marketing tools.”

Golden is the third new recruit to the



**Michael Golden**

AluK sales team, joining Ron Robertson and Louisa Cairns who have joined in recent months. □

**Y**ale will be the headline sponsor at this year’s Glazing Summit, which takes place on Thursday, October 12.

It will be the third time in a row that Yale has been headline sponsor at the event, which will again take place at Edgbaston Stadium.

Paul Atkinson, managing director of Yale, says: “We have been big supporters of the Glazing Summit since the very beginning and are delighted to be headline sponsor once again.

“It is important for Yale to support the industry where we can, and the Glazing Summit is a fantastic vehicle for highlighting industry issues affecting us all. It is an opportunity for everyone to get together to network, compare notes and share best practice. The fenestration industry has developed considerably in recent years but professionalisation is a continuous process which is why the



### Yale is headline sponsor at the Glazing Summit 2023

Glazing Summit is so important.

“The debates are always on point and generally relevant and interesting for all. For example, we don’t see a lot of youngsters or diversity in the industry which will be a challenge in the future. It’s something that was highlighted and discussed at last year’s event with the aim of generating awareness and thinking around solutions. And that’s the Glazing Summit as its best.” □