

Here's how it looks

Glazpart is to launch a Glazpartners' annual brochure, just a year since the company launched its scheme. The brochure will feature all the companies that have joined the scheme along with articles outlining the programme's success and the plans for 2025.

Glazpart says that this year it has welcomed ten companies to the Glazpartners' programme. The latest to join are A&B Glass, Fenster Karsal and media company Fenestra Build.

Shaun Croft, sales manager of A&B Glass says: "We are pleased to be Glazpartners. Having strong relationships with Glazpart and other suppliers has been key to our success."

Karsal's (Fenster) long-standing business relationship with Glazpart has helped it achieve product excellence according to production manager Matt Searl: "Becoming Glazpartners was an easy choice. For some time, we've used the Glazpart slimline vent range but are moving to the Link-Ve ntopion. With the Link-Ve ntrange Glazpart has developed a well-designed product that's not just versatile but has thousands of options for colours and finishes to meet consumers' needs."

Dean Bradley, Glazpart sales director says: "In addition to the promotional benefits we offer Glazpartners, our collaboration with our customers and particularly Glazpartners is now more important than ever as we work



Dean Bradley

in challenging markets where availability and new products are critical for growth." □

www.glazpart.co.uk

DoorCo, has published a 48-page customer guide designed to give its customers a comprehensive insight into what they can expect from working with DoorCo, the team that supports them and the products they can procure.

Head of technology and marketing, Ben Aspinall, says: "The recent launch of BRiTDOR has elevated DoorCo to be the only composite door supplier that can deliver the four types of door – foam-filled, hybrid, solid-timber and fire – from its own product portfolio, along with a glazing cassette system and a bespoke glass and colour collection. From our humble roots, we have become a far more complex beast. Transparency is at the heart of what we do, so to help our customers to understand how we work, what we offer and who will be supporting them, we have put together a comprehensive customer guide.

"The guide, which is available in digital format so it always remains current, can be accessed via the web to print portal. It outlines our offering as a one stop composite door supplier. It features key information such as our service proposition, our values, photos and names of the team, each one of our doors along with the key designs and styles they can achieve, and details of our other components like FLiP, PAiNT and GLAZING. We have also detailed our supply chain, and our specialist technology and marketing support services. □



www.doorcopos.myprintdesk.net/DSF/SmartStore.as
www.trade.door-co.com

An in-depth insight

Keystone Market Research has published, what it claims, is the first comprehensive UK PVC-U fenestration market report since 2017. According to Keystone the study marks a significant milestone for the industry, filling the gap left by the cessation of annual market reports from Palmer Market Research and D&G Consulting.

Charlotte Hawkes, the director of Keystone Market Research says: “The report covers the full spectrum of the UK fenestration market, it offers in-depth analysis of market trends by material, end-market, and product styles. For the first time, the study accurately quantifies the volume changes in the PVC market during the pandemic years and provides a complete overview of the impact on the industry. Drawing from extensive collaboration with companies across the sector and cross-referenced, reliable third-party data sources, the report also includes market forecasts up to 2026, allowing businesses to develop well-informed strategies for the future.

“The report highlights key trends shaping the UK fenestration industry, such as shifts in preferences toward decorative and sustainable products, evolving product ranges, and the competitive landscape across different materials. The detailed forecasts for market volumes and values from 2024 to 2026 provide a strategic outlook for industry leaders to navigate the challenges and opportunities ahead.



Charlotte Hawkes

“I want to thank all of the participating companies, with special appreciation to David Amos for his invaluable insights and support.”

The 2024 edition of the *UK uPVC Fenestration Market Statistics Report & Forecast* is now available for purchase on the Keystone Market Research website. □

www.keystonemr.co.uk

Simple is style

Schüco says its new AWS 80 SC window system delivers simplified fabrication without sacrificing the quality associated with the brand.

Designed specifically for the UK market, the window was developed in close collaboration with Schüco fabricator partners to create a product ideal for their needs. The introduction of the new window system closely follows the recent launch of the new ASE 51 PD Schüco panoramic sliding door.

Duncan Grover, head of product management: says: “The AWS 80 SC window system is engineered for simplicity, using as few elements as possible for easier manufacture. Screw ports to connect mullion and transom allow the outer frame to be constructed first with inner sections added afterwards, speeding up the fabrication process.

“Despite its simple construction, the window doesn’t compromise on aesthetics, offering narrow sightlines of 46mm for fixed lights and 74mm for opening units. Its flush design enables multiple configurations while negating the need for numerous different components or a dummy vent.



“Improved thermal performance means the AWS 80 SC surpasses current standards required by Part L and is anticipated to comply with the upcoming Future Homes Standard.

Security is also ensured as the AWS 80 SC launches with PAS 24 certification for the whole system, having been tested with every configuration and add-on profile in every possible combination.” □

www.schueco.com/uk/

Things are looking up



Eurocell says that it has achieved its highest-ever sales volume in one month for its range of Cavalok cavity closers. Martin Benn, head of new build at Eurocell, says that Eurocell views this as potentially indicating that the housebuilding market is in the early stages of a strong recovery.

He says: “Eurocell sold 364,000 metres of Cavalok, equating to a 96,000 frames, in July. It’s the highest volume the system’s house has sold in 23 years of trading the product.

“The demand for Cavalok from the industry underscores a renewed confidence in the sector that an uplift in the rate of new homes being built could well be underway – following a series of positive announcements that will likely have an impact on house building.

“July was an incredible month for Cavalok sales – in 23 years we haven’t seen as much demand in such a short period of time. It is a likely implication that we are in the early stages of a recovery.

“Many economic and policy factors have come together to fuel optimism, and that optimism is reflected in the outlooks published by some of the industry’s leading housebuilders including Taylor Wimpey, who are anticipating growth in 2025.

“I think many in the industry believe the second half will show signs of moderate recovery, setting up for a strong 2025. The last few years have been challenging and I think everyone is ready to step up to get building again.” □

www.eurocell.co.uk

Reaching the “ww”

BM Group company The Consultancy has created the first stand-alone website for WarmCore, Kömmerling’s aluminium hybrid window and door system.

The website has many of the same design references as the forthcoming Kömmerling UK site, also designed and developed by The Consultancy, but this is a .com site intended to have global reach and appeal.

Iain McInnes from We Build Brands, who worked with The Consultancy on the site commented: “The new website underpins all of Kömmerling’s plans for WarmCore – from building the fabricator base in the UK to winning new export business in places as far away as Chile, Iceland and Australia.

“It has to work hard in terms of creative impact and user experience and The Consultancy have used all their knowledge and experience to ensure that it does just that.”

Peter Lancaster, senior creative at The Consultancy says: “Kömmerling’s extensive and diverse customer base required a bespoke website design to effectively engage



each distinct audience. The website was tailored to enhance user experiences and optimise performance, leading to higher engagement rates and increased conversions. Technically and creatively, we’ve given WarmCore something which will work well beyond the immediate short term.” □

www.warmcoresystems.com