

## Fabricator Extends Veka Partnership

**Window, door and conservatory fabricator, Martindale Trade Frames, is set to continue to work with Veka plc until 2029 and beyond.**

The two companies have signed an extended five-year Long Term Service Agreement (LTSA). Veka is a supplier of PVC-U profile and other products. The landmark agreement marks a new chapter in a 20-year relationship between the two businesses, as commitment is extended beyond the traditional three-year terms.

Tony Crowther, a director at Martindale says: "Our partnership with Veka has been immensely valuable over the years. This five-year commitment

will continue to propel our business forward, ensuring stability and growth."

Martindale Trade Frames has positioned itself as a one-stop-shop for installers, making substantial investments in its glass machinery. A new auto-loading cutting line and glass cutting table have created a fully automated line capable of producing triple-glazed units. The new laminated cutting table will also support sustainability and ensure compliance with future regulation changes, with increased cutting precision reducing waste.

The business also has plans in place to invest in its PVC shop, with planning permission approved for an extension to



accommodate new lines.

Amy Steven, a divisional sales director at Veka says: "This new five-year LTSA and Martindale's commitment to innovation and growth aligns perfectly with our vision at Veka, and we look forward to continuing to support their success." [f](#)

## Bedfordshire Windows' New Trade Counter

**Bedfordshire Windows has opened a trade counter to add silicones, sealants, packers, trims and tools for customers buying glazing from the fast-growing fabricator.**

The new trade counter is in a separate building over the road

from the main factory in Unit 24 and gives improved parking and easy access for customers to get everything they need for a job as quickly as possible.

Bedfordshire Windows' new trade counter is open Monday to Friday from 8:30am to 4:00pm at Unit 24, Chantry Road,

Woburn Road Industrial Estate, Kempston, Bedford MK42 7QU.

"The addition of the trade counter is part of our ongoing investment programme," says Gary Walker, joint MD. "We are all about customer service and adding a range of accessories and tools for customers makes it easier for them. It saves time for customers on every order and it means that we can get everything ready per job.

"We are especially pleased with our branded T&G ultimate silicone. We think it looks brilliant on the shelves," he adds pictured here with his business partners...and the silicone. Bedfordshire Windows is next looking to the opening of its showroom expansion, which has been extended to accommodate the growing range of aluminium products, including flat rooflights and heritage-style internal windows and doors. [f](#)



# Embarking On a FIT Showstopping Presence

**Integral blind manufacturer Morley Glass is making rapid progress on its plans for next year's FIT Show as it seeks to repeat the success of previous events and introduce further new products to the market.**

The company is working closely with its exhibition design and build partner, White Rose Exhibitions, to ensure visitors can enjoy the most positive experience as they explore its range of Screen-Line integral blind systems.

The 144sq.m stand will feature working displays of all the different Uni-Blinds branded integral blind systems, as well as its Uni-Switch switchable smart glass

which proved a big hit with visitors in 2023.

FIT Show VIP tickets will also once again be provided by Morley Glass to anyone registering to attend via a unique link. This will be published on the Morley Glass website nearer to the event, offering visitors the best experience thanks to benefits including a free early bird breakfast, use of the VIP business and networking lounge, free refreshments throughout the day in the VIP Lounge and entry to the show via a dedicated fast track desk.

Ian Short, MD of Morley Glass



says: "We're so excited to be pushing ahead with our plans for the 2025 FIT Show, which will be the must-attend event in the window industry's diary next year." [i](#)

## One-Man Band Relying On His Fabricator

**Fitting quality conservatories, windows, doors, as well as a host of other premium home renovations, Hayden Home Improvements has served the Aylesbury Vale and wider Buckinghamshire area, since 1988.**

"I've been trading with Sternfenster for over 25 years. This is a one-man operation, with me being the quoter, the fitter, the administrator – you name it, I do it!", Steve McNeil, owner of Hayden Home Improvements, explains. "Because of that, I really rely on reputation.

"So, it was vital that I partnered with a supplier that I can not only trust to deliver the best quality, lowest maintenance products as possible but also one that had the tools in place to make my life as a small business easier." For McNeil, a key factor in this is Sternfenster's EasyAdmin and SF+ software.

He says: "I've used EasyAdmin every day for 15 years – every single quote is done on there, as well as every order; it's just so



convenient rather than having to sit in my van and email everything over. Equally, I use SF+ alongside EasyAdmin largely due to the technical data on there – for any project, I can double check the technical guides, and that then helps secure sales."

McNeil joins around 75% of Sternfenster's customer base that currently take advantage of the SF+ system, that shows the live status of quotes, contracts and

deliveries with the touch of a button. As well as its technical data, it is also home to an extensive marketing material and a live production capacity feed. This provides real time data on the capacity of individual products, across Sternfenster's aluminium and PVC lines and gives installers an overview of the fabricator's production schedule from the moment an order is placed. [i](#)