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Parcels Building Wins Award Package

The Parcels Building, located on Oxford Street in London, has been named the Overall Winner at the Schüco Excellence Awards.

The awards, presented in association with Architecture Today, were announced at a celebratory lunch at The Pelligon, Canary Wharf, London on 27 June. The event was hosted by architectural designer and television presenter, Charlie Luxton, for the fifth consecutive year.

A prominent fixture in the industry's calendar, the Schüco Excellence Awards showcase exceptional achievements in architecture and building envelope design. Winners were announced across twelve categories after being judged against four key criteria: creativity, innovation, technical skill and creative collaboration



between design teams and specialist contractors.

The Parcels Building was designed by Grafton Architects, in collaboration with specialist contractor Structura UK Ltd. The project also won the award for Refurbishment and Adaptive Reuse.

Originally built in 1957 on the corner of Duke Street and Oxford Street, the development gets its name from the historic Royal Mail post office tunnels that run beneath it. The project involved stripping the building back to its core and introducing

a new, clean-lined classic façade to echo the iconic Selfridges building opposite.

The judges were impressed by the creative approach to reusing an existing structure and the transformation achieved by the new façade, which enhanced both the building's appearance and performance. They applauded The Parcels Building as an exemplar for revitalising outdated buildings on urban sites and were further impressed that the scheme is targeting BREEAM Outstanding and on track to achieve net zero carbon. [i](#)

Small Is Beautiful For Green Doors

The rapidly growing upcycling business Green Doors has won the top prize at this year's Small Awards.

The Luton based company, founded by Joseph Holman (pictured) in 2014, was awarded the 'Best Overall Small Business' as well as gaining the coveted 'Net Hero' prize.

Holman and managing director Levi Lucas were presented with their awards by the comedian and former Bake Off host Sue Perkins at the ceremony in London.

Holman says: "We have been running the business for 10

years, built from wanting to rescue things that deserved a second chance and to preserve our planet.

"The award for Best Overall Small Business came as quite of a surprise, as we believed we were only shortlisted for the Net Hero award, which was as a result of our contribution to sustainability in the construction industry."

Holman founded his business after selling a set of French doors which he found in a skip. This gave him the idea of building a large scale business, providing



customers with surplus and second hand doors at lower prices, while also reducing waste destined for landfill.

Green Doors now employs 30 staff, produces a revenue of close to £2 million and has thousands of doors and windows at its warehouse.

"We are on a mission to give doors a second chance and this award is a significant milestone for us in that mission," says Holman. [i](#)

What A Whopper – Burgess Kingsized

Quickslide has supplied a whopping 557 vertical sliders for a new build housing development in Burgess Hill, Sussex that was completed over four phases.

Developer Croudace Homes chose Ideal Window Solutions to help complete a new community of 2, 3, 4 and 5 bedroom homes and in turn, Ideal Window Solutions turned to Quickslide to fulfil the brief.

“We’re a glazing installation specialist and the preferred supplier for many developers,” says Thom Emerson, Ideal Window Solutions’ sales & marketing director. “And for over ten of those years now we’ve been buying from Quickslide.” The King’s Weald housing development is located on a 19-hectare area once used by the Keymer Tile Works. Quickslide’s vertical sliders were chosen to complement the site’s aim to create a community of



high-end homes that blend traditionally inspired detailing with stylish and comfortable modern design. Quickslide supplied vertical sliders in white PVC-U with a single astragal bar in both the top and bottom sash. No sash horns were requested,

to complete the heritage feel with a modern touch. Additionally, depending on their location, some windows also featured Quickslide’s enhanced PAS 24 security upgrade to comply with Document Q of the building regulations. [f](#)

‘A’ Good Place To Work

Reynaers Aluminium has been rated ‘A’ good place to work following a staff survey.

The survey, part of the company’s ‘Together for Better’ strategy to support employee satisfaction, saw the UK firm gain its highest levels of validation for workplace practices – securing an overall ‘A’ rating from staff.

This followed a strategic plan to implement feedback following the previous survey, with a dedicated team’ instigating suggested changes. This included introducing digital

notice boards for staff who do not have immediate access to emails to allow them to stay up to date with company news, the addition of eyecare vouchers and the introduction of a scheme to work a day in a different department to better understand how the company operates.

Access to the company’s telephone counselling service was opened up to immediate family members, while the company committed to re-intro-



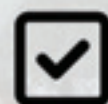
ducing staff social events following the Covid pandemic – this included the introduction of a bi-annual get-together to celebrate staff anniversaries and welcome new starters.

Work was also carried out to enhance the physical working environment while electric car charging points were installed in the car park. [f](#)



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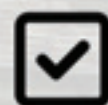
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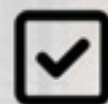
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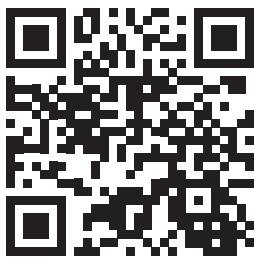
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Take Advantage Of The Tools Available

The Glazing Market Knowledge Report produced by FENSA and the GGF is a valuable (especially in these tough business times) tool and free benefit to Approved Installers and Members, writes Lis Clarke, the operations director at FENSA.

Undoubtedly, current market conditions are challenging. It's clear for the industry that 2023 and 2024 have been and will be, tougher for installers than the surge in demand caused by the pandemic, writes FENSA's Liz Clarke.

It is also unlikely that there will be a huge improvement in the wider economy in 2025.

As such, in these times it is imperative that all businesses use all the tools available to them. In times of tougher trading, utilising free business benefits can be a lifeline.

Utilise the data

It is imperative that business decisions are based on data as opposed to anecdotal feedback. As such, the Glazing Market Knowledge Report produced by FENSA and the GGF is such a valuable tool and free benefit to Members.

Using concrete data rather than intuition ensures objective decisions are less prone to bias and guesswork. This should, in theory, enhance the transparency and trust within your teams and ensures your business adapts and evolves in response to the current market dynamics. Incorporating those key insights and data provided into the decision making process will also improve immediate outcomes and build a foundation for long term success.

Third edition

The third edition was recently published and gives valuable insights into how we as a sector are performing against the wider construction industry and the impact of the UK economy on homeowner spending.

Size matters

What should also be taken into account has been the recent trend of quote requests for much smaller jobs. 2023 saw a decrease on the number of windows installed against 2022 figures. This is a figure we will need to keep a close eye on over the coming 12 months to see if last year was an anomaly or the beginning of a concerning trend on the overall sizes of jobs being undertaken.

Lends and lead quality

Fewer households are willing to pay for their installation using finance and place a greater reliance on disposable income to fund purchases.

The accidental savings made by many households during Covid have well and truly been spent during the cost-of-living crisis, meaning many consumers who were thinking about having home improvement work undertaken will defer the decision until they feel more comfortable with their financial situation.

On the plus side, what it should mean is a greater quality of lead coming through to installers. Any



customer who wants new windows and doors will have decided to proceed anyway. As such, conversion levels on leads should increase..

Green shoots

Typically, a tough economic period demands a strategic shift towards sustainability and resilience with cost control prioritised and a focus on core strengths. The industry has proven to be agile and resilient in previous downturns and while challenging, these periods can foster a culture of creativity and ingenuity.

We would expect to see a slight upturn in conditions in 2025 before a further improvement in 2026, in relation to the wider UK economy.

So, for all FENSA Approved Installers, please take advantage of a free benefit in the Market Knowledge Report by downloading it from the FENSA installer portal. [i](#)

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The Vagaries Of A Dispute

You can spend a fortune in time and money chasing a dispute via a solicitor and most cases wouldn't make it to court anyway, writes Don Waterworth, The Installer's Technical Expert. The best solution is to understand the dispute – and to negotiate a way out of it with most of the bill being paid.

How many of you readers, asks Don Waterworth, The Installer's Technical Expert, when faced with a consumer that won't pay have thought 'I will instruct my solicitor to get this money for me'?

Now, how many of you have taken this step and thought 'that was an expensive waste of time'? I would envisage most people would think the latter.

They're in it for the money

The simple fact is that solicitors are not trained in resolving disputes. Yes they are well versed in Civil Court procedures and are very good at writing letters at £90.00 each, however as to resolving your dispute i.e. getting you paid, as quickly and cheaply as possible, they do not function on this level.

If you go to your solicitor saying that a consumer owes you say, £8,000.00 and you want him/her to chase up the consumer and get them to pay, of course you would say that there is nothing wrong with the job. The consumer would simply not pay.

In this instance, the solicitor would take your instruction and write to the consumer. Do not assume that this letter will work

magic and get you paid. Even though you are happy with the job that you have completed fitting windows and doors, the consumer is not.

At this juncture the dispute can go one of many ways, none of which will be to your benefit. For example, the consumer could:

Obtain an expert report – now you could be in trouble as an inexperienced surveyor may compile a report whilst generally having no idea of what the installation should be like.

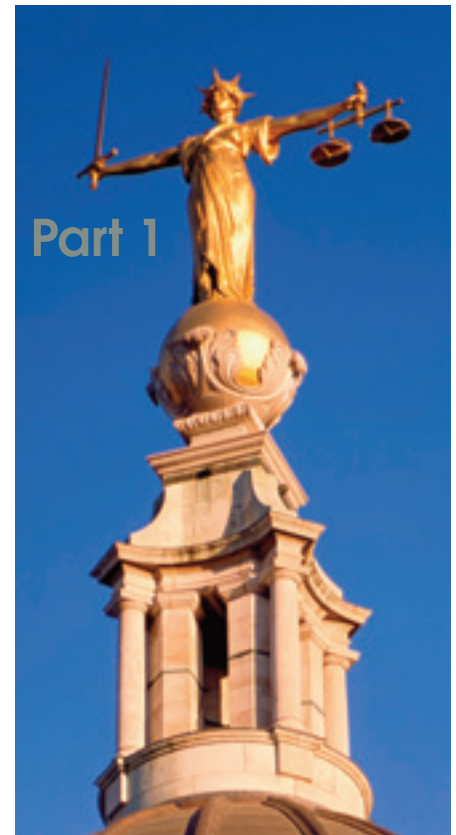
The consumer has legal expenses cover and instigates this cover, meaning that they have now have something very similar to legal aid.

The consumer does nothing and ignores the solicitor's letter. It is very difficult when people do not respond and it will cost you more money for your solicitor to write again and again.

The consumer communicates with your solicitor setting out the reasons why they have not paid. Your solicitor will respond again...with more costs for you.

Costs more than the claim is worth

And on and on it can go, I often advise my clients that a dispute is like a game of chess as there



are so many moves that can be made. You may have also noted that you are owed £8,000.00, this is under the £10,000.00 limit for small claims which means that neither party will be awarded costs and costs can easily be more than the claim. For those of you in the know, the Pre-Action Protocols are not normally invoked for small claims.

The best way forward

So, if you are owed money by a consumer sit down with them; find out what their concerns are; be honest; ask yourself if the concerns are reasonable; and do a deal even if you may need to give a small discount. Negotiation is always the best way forward. **■ Don.**

This article is by our technical writer – Principal Surveyor Don Waterworth of hanleyamosstewart.co.uk

Don also acts as an Expert Witness and is an Accredited Mediator. Tel: 0800 1954922

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The Changing Face Of Conservatories

Ian Lewis at trade fabricator Modplan discusses the advancement of the conservatory roofing market and how Modplan is helping its customers surpass consumer expectations.

During the early 2000s, conservatories were booming across the UK as homeowners sought to add valuable living space, writes Ian Lewis.

These structures provided a versatile solution, yet over time, their popularity declined due to shifting property trends and increased environmental awareness. Often characterised by their poor thermal inefficiency, the traditional conservatory was no longer meeting modern demands.

Concerns about year-round usability and energy consumption have subsequently

driven a new era of roofing innovation that addresses these issues. This shift has created new opportunities, particularly for solid conservatory roofs.

Why so popular?

I am the field sales manager at Modplan, so I get to see and hear about these trends close up to my installer customers. To understand why solid conservatory roofs have become so popular, it's important to take a step back. Most homeowners didn't install their conservatory. It came with the house they bought. At some point, they'll want to change the way it looks or tackle the fact it isn't a year-round room. A solid conservatory roof offers the answer.

Leka Warm Roof

Recognising the demand for energy-efficient and durable roofing solutions, we were the first fabricator to introduce the Leka Warm Roof system, a solid replacement conservatory roof that delivers impressive thermal efficiency benefits without additional weight. The Leka Warm Roof offers U-values as low as 0.10 W/m²K thanks to its GRP construction. It offers huge retro-fit advantages because it's one of the most lightweight solid roof options on the market today and comparable in weight to a glass roof system, meaning that existing structures typically don't need additional reinforcement. It also means less reinforcement on new builds too. This makes them much more straightforward to install than competitor systems.





Orangery Roof

Similarly impressive is the Leka Orangery Roof. As well as offering a retrofit solution it is ideal for homeowners looking to build a light-filled home extension. The system uses four simple-to-install ladder kits and like the Leka Warm Roof there are no aluminium or timber components, reducing weight and increasing thermal efficiency. The glass lantern creates the modern, aspirational finish homeowners are seeking, yet its lightweight construction means installation is rapid.

We also manufacture the popular Leka Xi system which is an alternative to a traditional brick or block-built extension.

Canopy

Completing the lineup is the Leka Carport and Canopy which provides a durable, lightweight and quick-fitting canopy system alternative.

Other roofs

Alongside our Leka products, we manufacture an extensive roof offer which is designed to offer solutions for all projects. For example, we're able to offer the aspirational expanses of glass that are popular – in fact, up to 4,000mm spans of roof glass. This negates the need for problematic muntin bars and allows us to create much larger designs. The results offer an incredible wow factor that our installing customers can use to gain a competitive advantage.

Wendland

For the traditional conservatory solution, we have the Wendland Glazed Roof System, which provides superb levels of performance and helps to create a low maintenance extension.

And for creating glamorous light-filled extensions, the Wendland Lantern is the answer.

Ultraframe

The Ultraframe Loggia offers the ideal compromise between a traditional brick-built extension and a fully glazed conservatory, so is perfect for creating a valuable all-year-round living space. And our classic Vertex Roof System offers a lightweight and durable aluminium structure with its one-piece peripheral main beam.

The LivinRoof is designed to give a conservatory a more permanent feel and features a plastered perimeter ceiling. And Loggia conservatories are an ideal compromise between a traditional brick-built extension and a fully glazed conservatory.

Customer service

We back up the quality of our manufacturing with the quality of our customer service and support. It is all designed to add value and make a positive difference to installers' businesses.

In an era where environmental concerns and property trends are reshaping home improvement, our roofing solutions offer installers a valued proposition, ensuring that today's conservatories remain a valuable addition to any home. **i**



Pictures: Examples of Modplan's solid conservatory roofs, lanterns, extension solutions and a traditional conservatory roof.

www.modplan.co.uk

Look Beyond The Lantern

If you're an installer looking to make more money from rooflights, then I would advise you to look beyond the lantern, writes Karl Grandfield, the sales manager at Whitesales.

Installers love lanterns but there are other options available for those wow factor jobs, writes Karl Grandfield.

You obviously need a quality, easy to assemble lantern in your range because lanterns still account for a large proportion of the residential rooflight market.

However, there is no doubt you can create real stand-out projects for your business and generate growth if you have a more comprehensive offering which also includes flat glass rooflights and linked glazing. That opens up all those projects where the customer wants something different or more contemporary – or where the design of their house or extension doesn't lend itself to a lantern.

Flats in Fashion

Our Flats in Fashion marketing campaign was designed to highlight the surge in interest in our



em.glaze Premium and em.glaze Economy flat rooflights as a direct alternative to lanterns. We are also encouraging customers to look at our em.glaze linked glass as a way into all those projects and 'wow' installations where it's all about opening up the sky and maximising natural light.

Increase margins

Crucially, you could actually increase your margins by offering a flat rooflight over a lantern. In a side by side comparison for a 2m x 1m opening, our em.glaze Economy flat rooflight can work out as much as 35% cheaper than a lantern – yet arguably it still has a higher perceived value to the homeowner – so it's a win-win.

Economy for 2024

We've optimised the design and glass specification of the em.glaze Economy for 2024 so that it now represents what we believe is the best value proposition in the flat roof light market. It has all the inherent quality, weather and thermal performance that you would associate with a Whitesales product and has an 84mm frit as standard to enhance the aesthetic and hide the frame, as well as being flush glazed so there is no risk of water pooling around the edge. It also comes with a choice of manual or electric opening which means it's an easy way of achieving free areas for natural ventilation.

As well as the cost saving, you also save valuable time on site



with a flat rooflight because you just need to position and secure it onto a pre-assembled, fully Part L compliant timber upstand, rather than having to get to site and then assemble a lantern kit. With the Whitesales em.glaze Economy, you can even get 11 stock sizes delivered direct to site within 24 hours to make life even easier.

Side returns

If you confine your rooflight offering to lanterns, then it's obvious you're also missing out on projects where a flat roof with rectangular openings is not the answer. Most typically, this is the side return type extensions with gently sloping roofs that we see particularly in London and larger extensions where the

priority is to bring in natural light. Here, the solution is a contemporary looking continuous rooflight – either situated across a whole roof or just across a section to open up a spectacular view of the sky. Traditionally, these kinds of continuous rooflights have largely been bespoke. If you opt for a modular system like our em.glaze linked system you get a simpler, more flexible solution which gives you much more consistent margins.

Specs

Whitesales em.glaze linked glass sections are available in bespoke sizes from 2000mm to 6000mm wide and from 800mm x 2000mm long, which can be linked together with no

external capping. They come in secure, thermally broken welded frames with self-supporting joints and can be wall abutted if required for side returns. We recommend an install pitch of between 5° and 15° but we can always advise on steeper inclines if required. We can also provide all the help and advice you need on specifying and installing the products and opening up a potential new revenue stream for your business. [i](#)

Pictures: To make the most of your offering you should add flat rooflights and side returns to your portfolio – and Whitesales can help.

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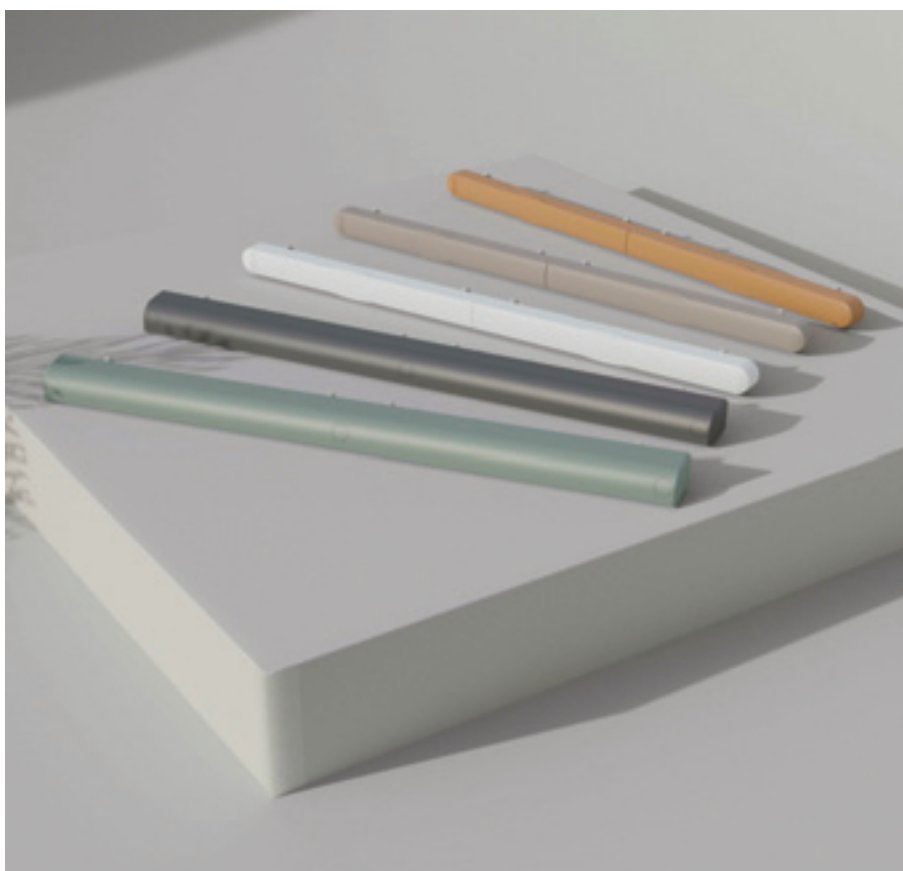
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Letting Air In Through The Door

Based on competent person schemes and local authority certification numbers, it is estimated that 700,000 external doors are replaced in England and Wales each year in existing buildings. They all need a means of ventilation added.



One of the main issues with triple glazing is the additional weight (approximately 50%) of the sealed unit caused by an extra pane of glass. The extra weight has an impact in the manufacturing process and also in transit and installation of the window.

In June 2022, when Approved Document F – means of ventilation of the building regulations changed, most of the focus was on the impact on replacing windows and compliance. However, the legislation also applies to

companies installing doors in both retrofit and in new build.

Installing a trickle vent in an external door frame is essential, in particular where the door opens into a habitable space and especially when the door may be the only opening into the room and there are no or few or very small windows.

No matter what the situation is, fitting trickle vents on doors and windows is the most practical and economical ventilation solution for fabricators and installers.

Link Vent

Glazpart launched the Link Vent in 2013 and since then, with addition of the Link Vent 4000 (in 2022 in time for the legislative changes), the Link Vent has a popular ventilation solution for building designers, window manufacturers, fabricators and installers. To ensure installers comply with the regulations, the Link Vent range sizes include 5000, 4000 and 2500 EQA and can be fitted to PVC-U, Aluminium and Timber doors and frames.

The clever design of the Link Vent makes it simple to install and user friendly for both opening and closing - the innovative closing action allows the closure plate to be positioned so that it reduces draughts by directing air away from occupants.

Colours

The Link Vent is available in a huge range of colours and finishes and is ideal for doors as the colours and woodgrains can be matched to blend in with the overall design and look of the door. The colours and finishes are also extremely stable and resistant to UV, so homeowners can be safe in the knowledge that the vents will hold their colour in extreme weather conditions and constant exposure to the elements. [i](#)

www.glazpart.com

Why Composites And Panels Go Together

Composite doors and PVC-U panel doors are often seen as competitors for the same space, yet Mark Atkinson, the sales director at Hurst, argues they can work together. We talk to him to find out more.

GRP composite doors – in all their forms – have revolutionised the entrance door market over the last 15 years, with window companies viewing them as a vital product in their portfolios to win new business. A mixture of thermal performance, security and looks put composite doors front and centre of the home improvement decision making process.

“It wasn’t that long ago when the entrance door was an add-on to the main purchase, which was the house-full of windows,” says Atkinson. “Salesmen would often see it as a way of adding on a

few extra quid to the purchase price. But in some cases, this has been flipped on its head.”

Hurst is a major supplier of composites and styles include Classic, Cottage, Contemporary and Designer collections, plus an extensive choice of furniture, colour and glass options.

Customers are supported with a comprehensive marketing support package, including a new brochure, and professionally created product walkthroughs accessed via QR codes.

“We’ve invested to make our composite doors,” says Atkinson. “But we’ve not done it at the expense of our PVC-U panels as the two product ranges don’t conflict with each other. In fact, they are more likely to complement each other. Familiar composite door designs feed through to the PVC-U panel door market,



where a similar aesthetic is demanded, albeit at a lower price point. As a result, Hurst has launched the new Monaco One PVC-U door panel style, which offers a contemporary composite style look. The new Monaco One door style is featured in Hurst’s ‘You’re Home With Hurst’ PVC-U panel door brochure, which also showcase’s the company’s Harmony Glass Collection. [i](#)

www.hurstdoors.co.uk

Driving Change

DoorCo is advancing efficiency, health and safety in its manufacturing facility through its new partnership with Jungheinrich, the industrial truck manufacturer.

This collaboration represents DoorCo’s commitment to operational performance through the adoption of electric forklifts.

Mark Towers, the head of operations at DoorCo, says: “The decision to upgrade to electric forklifts in our manufacturing facility brings numerous benefits. Not only does the switch reduce our carbon footprint but also highlights our dedication to the well-being of our workforce

through advanced safety features. This strategic move aligns with DoorCo’s vision of creating a more sustainable future while prioritising the safety and efficiency of our operations.

“Working alongside Jungheinrich, we have brought our fleet of eighteen FLT’s into the 21st century. These new forklifts run entirely on electric energy and though their fuel sources differ, their quality does not.

“Powered by electricity, they offer the same excellent quality and performance as traditional forklifts.

“These forklifts have a reach capacity of up to 7.5 meters and



can lift up to 5,000kg over long distances.

“Switching to electric isn’t just about being green – it’s about smart savings too. By making this change, we are reducing our environmental impact, lowering our carbon footprint by a staggering 94% and saving around £99,855.16 in energy costs and 851,863kg of carbon in emissions.” [i](#)

www.trade.door-co.com



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An Absolute Barnstormer

Stellar Aluminium windows and doors from Epwin Window Systems were selected for the high-end conversion of two barns in High Roding in Essex.

The products were manufactured by Prestige Aluminium Essex and installed by local installer V. Fullalove Installations.

Stellar Aluminium was selected for the project by the developer Chelsteen Homes because of its ability to deliver on all of the project's demanding specifications.

Energy efficiency was a key feature of the conversion, with the barns using air source heat pumps and underfloor heating. Stellar windows and doors can achieve a U-value of 1.2 W/(m²K) with triple glazing, the regulatory standard for the new build space, which meant they had all the credentials required.

Aesthetics were a key consideration too, not least because expansive glazed elements were a central feature of the design. The system's fully flush window option was used to deliver a sleek and understated appearance, while the Anthracite grey colour used on both sides gave a crisp, modern finish. At the same time, Stellar's slim sightlines more than delivered on the remit to retain an abundance of natural light and put the spotlight on the surrounding countryside.

In total, Prestige Aluminium Essex and Fullalove Installations



www.epwinwindowssystems.co.uk

manufactured and installed 33 Stellar fully flush casement windows, four Stellar slimline bi-fold doors, three flush French doors and three flush residential doors. The centrepieces were two sets of bi-fold doors to the upper and lower front aspect, which added visual drama. Prestige Aluminium Essex and Fullalove Installations worked closely with the main contractor to ensure a seamless installation, which took just two weeks. **i**

Value Garden Room Sales Blossom

Keystone's latest consumer research report revealed two very interesting points about the garden room market.

Firstly, that they ranked high in the list of home improvements homeowners are planning over the next 12 months.

And secondly, more than a third of those homeowners have a budget in mind for an insulated garden room of less than £10,000.

While many specialist garden room suppliers might balk at that level of budget, for Euroglaze customer MCD Garden Rooms, it is very good news as the installer partnered with trade fabricator Euroglaze in 2020 making timber insulated garden rooms featuring Rehau French doors and full length windows fabricated in anthracite grey. These garden rooms are targeted directly at the budget conscious customer.

MCD Garden Rooms is seeing an upsurge in demand as the cost-of-living crisis begins to ease. MD Martin Blacksell says that demand is coming from

across the UK, from customers who prioritise value and who like the fact that they can tailor the garden room around their budget. He says: "We can work around a customer's wish list in terms of internal finish and extras – but we have refined our core offering so that it is focused on value.

"We are often cheaper than our competitors – and even when customers have what other suppliers might consider unrealistic expectations in terms of budget, we can always help. An important part of that is the support we get from our neighbours Euroglaze, who are based near to us in Barnsley and who provide us with quality Rehau frames at affordable prices. Using Rehau PVC-U windows and doors in our garden rooms definitely gives them more of a premium feel." **i**



www.euroglaze.co.uk
www.mcdgardensheds.co.uk

Money In the Bank

www.residencecollection.co.uk

Twenty-six timber-alternative windows from The Residence Collection have been installed into a former bank as part of a new apartment project – and turned a tidy profit.

Partnering with installer Silent View Windows and fabricator CWG Choices, the Residence 9 (R9) windows were installed in the historic 18th-century building in the centre of Thame Town High Street.

The windows came in the popular 'Grained White'. They featured leaded glass to provide elements of 19th-century architectural design, replicating the style of the original structure. The windows offer modern functionality and energy efficiency, align-


ing with the preservation needs of the conservation area. Notably, R9 was the only timber alternative window that was approved during the planning process.

The windows meet building regulation standards with a U-value of 1.2W/m²K, offering A++ energy with double glazing as standard.

Enis Evlat, MD at Silent View Windows, says: "The R9 windows replicate the style of the windows from 1910. These windows not only add to the aesthetics but also bring durability and energy efficiency.

"Our team took great pride in joining this project to integrate each window. We're thrilled to have been part of this project



alongside The Residence Collection windows and fabricator CWG Choices." 

Locking The Stable Door

Universal Composite Doors is using Yale's Lockmaster 21 Stable Door lock due to its exceptional performance.

This marks a significant milestone in the five-year partnership between the two companies.

Dean Human, the technical manager at Universal Composite Doors (UCD) says: "Yale locks and cylinders have been integral to our operations since 2019. Their quality and the prestigious Yale name play a crucial role in our ability to offer market-leading security solutions that earn our customers' trust.

"The composite Lockmaster 21 Stable Door lock from Yale is brilliant. Its built-in shootbolts provide powerful reinforcement, making the doors much harder to force open, while its radius allows it to engage seamlessly with the door frame, maximising security. It's the best stable door lock we've ever seen."


Developed to meet the trend for

stable doors in more contemporary settings, the lock is a combination of Yale's Lockmaster 21 and Lockmaster KeyTurn multipoint door locks. Its security credentials are aided by the signature Lockmaster hook and anti-lift pin on both the top and bottom leaf, maintaining the hardware story across multiple door styles – and it features an easy-to-use push-in snib mechanism to prevent accidental lock-outs.

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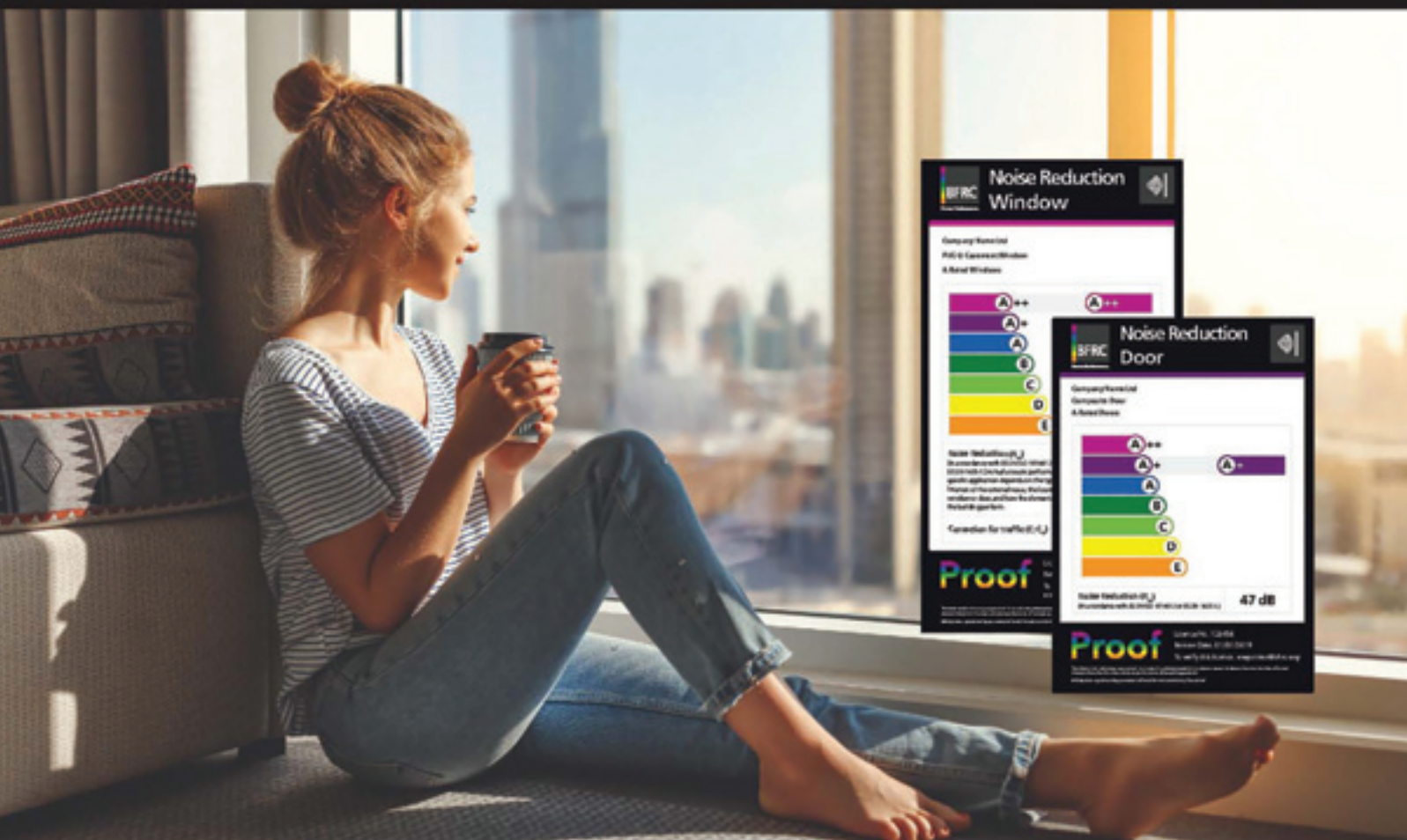


lock is tested to 240 hours of corrosion resistance (Grade 4) and features a faceplate made of 430 stainless with Yale branding. 

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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](#)

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Save Time, Cut Costs & Boost Margins

Insight Data plays a pivotal role in the pursuit of new opportunities. Over the years, we've worked with hundreds of businesses to help deliver lead generation results with a fast return on investment, writes the general manager at Insight Data, Kirsty Winter.

Over recent months, new market opportunities have unfolded due to significant shifts among big national stakeholders in the window and doors industry, writes Kirsty Winter.

Insight Data plays a pivotal role in the pursuit of new opportunities. Over the years, we've worked with hundreds of businesses who have used Insight Data to help deliver instant lead generation results with a fast return on investment.

Through our comprehensive prospect data, market intelligence and direct marketing support, we empower businesses to identify cost-saving opportunities and target lucrative prospects. Here's how we do it:

Targeted marketing campaigns

It's not just about reaching a broad audience – it's about reaching the right audience with the right message at exactly the right time. By utilising the Insight database that allows for easy segmentation of prospects based on criteria such as industry, location and purchasing behaviour, businesses can optimise their marketing efforts for maximum impact. This targeted approach not only increases the efficiency of marketing campaigns but also reduces costs by minimising wasted resources on reaching irrelevant prospects.

Efficient lead generation

Efficient lead generation is the cornerstone of a successful business strategy. Insight Data's extensive databases offer access to over 80,000 direct contacts to senior decision-makers across the trade and commercial market, enabling precise targeting of key stakeholders or influencers. By leveraging databases containing detailed information on potential clients, businesses in the fenestration, construction and wider building-product industries can streamline and personalise their lead generation process, saving time and increasing conversion rates.

Streamlined operations

Inefficiencies in business operations can lead to significant cost implications. Insight Data enables businesses to streamline their operations by providing access to real-time information and analytics. From tracking financial performance to monitoring market dynamics, businesses can gain valuable insights that help them operate with efficiency.

Insight's integrated sales and marketing platform also offers automated reminders and overdue notifications to help delegate tasks, as well as a calendar feature that connects directly to Outlook, Google Calendar, iCal, and more.



Competitive advantage

With the industry experiencing difficulties throughout recent months, gaining a competitive advantage is more important than ever. Insight Data gives businesses the edge they need to outperform the competition by providing access to timely, accurate, and actionable information.

Whether it's identifying untapped market opportunities, understanding customer needs or staying ahead of industry trends, businesses can make data-driven decisions and execute targeted strategies to drive growth. [i](#)

www.insightdata.co.uk
For more information email hello@insightdata.co.uk

Picture: Kirsty Winter is general manager at Insight Data.

Comment

So-long sad times. Go along bad times. We are rid of you at last. Happy days are here again. The skies above are clear again. So, let's sing a song of cheer again.

Happy days are here again?

I am writing this on Election Day. I am expecting to see the back of the worst government (or party in leadership) since...well since we last had a decent government – and you can decide when that was.

I recall not that long ago, sitting at lunch with a group of industry people and one person was quite loud in his disparagement of the Conservatives and of their chances of winning another election. This might have been a dangerous ploy – you don't know who you might offend...politics is best kept away from the lunch table. But nobody flinched. Even those I guessed may be more Conservative leaning in general, rolled their eyes and agreed.

There is nothing this bunch (or by tomorrow, that bunch) could do to restore any kind of confidence.

Sadly, as in the USA last time around, people are likely to have voted not because they want the representation they may get – they just don't want the representation they have had (and I am not sure the voters of America can stand to do the same this time around).

Labour has manifestoed its commitments to house building. We should all be glad of that. However, so did the Conservatives this time...and last time...and the time before that. I think if Labour does not deliver and just becomes another plod along, no innovation party in power, it will serve one term and then we will all be back in the mire.

We need to hold them to their promises. We need our industry representatives – the GGF and FENSA – to hold them accountable. We need to get Britain building – and building decent, affordable, energy efficient homes, with our industry playing a crucial role in that.

Hey – I could wake up tomorrow and have to call the printers to swap out this page as I have not considered that the Tories could rise like Lazarus and surprise us all...but should the most unlikely of unlikelies happen, I will immediately go out and have a large bet on England to wind the Euros and me to win the lottery. Who knows? Happy days really could be here again.

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