

Joining Forterro

Forterro has announced its intention to acquire Klaes, a globally recognised software specialist for windows, doors, façades, and conservatories

Following last year's acquisitions of Orgadata and BM Group, the addition of Klaes represents another significant milestone in the expansion of Forterro's windows and doors business.

Klaes began as a one-man operation and has grown into a family-owned company providing software solutions for windows, doors, façades and conservatories. It is active in more than 50 countries worldwide.

The move under the Forterro umbrella is seen by Miriam Berzen, one of the Managing Directors of the company, as the beginning of a new phase of growth: "Joining Forterro marks an exciting new chapter for Klaes.



L-R: Bernd Hillbrands (MD Windows and Doors Line of Business, Forterro), Miriam Berzen and Lars Klaes (MDs of Klaes) Marcus Pannier (president, forterro)

For more than four decades, our mission has been to develop innovative and reliable solutions that help manufacturers in the window and door industry stay competitive. We gain the strength and resources of a European market leader while retaining the passion and customer proximity that have defined us since our founding in 1983." [i](#)



Amy Hopton-Smith

GGF promotes Hopton-Smith

The Glass and Glazing Federation (GGF) has appointed Amy Hopton-Smith head of commercial and operations

As head of membership Hopton-Smith played a pivotal role within the federation, particularly across membership engagement and development.

In her new role, Hopton-Smith will be responsible for driving commercial performance and operational delivery across the federation. This includes supporting business growth, enhancing member retention, and

identifying new opportunities to develop the GGF's membership offering.

"Amy's appointment as head of commercial and operations is a very positive step forward for the Federation," says Lauren Mawford, director at the GGF. "Our focus on developing internal talent and promoting high-performing employees to encourage long-term retention." [i](#)

Keystone Glazpartner

Keystone Market Research has joined the Glazpartners initiative. With almost two decades in the fenestration industry, Charlotte Hawkes formed Keystone Market Research in 2023

Keystone offers bespoke research support for companies in the



Charlotte Hawkes

fenestration industry and produces a series of off-the-shelf studies, including an annual Fenestration Market Statistics and Forecast Report which includes market analysis and insights, including the overall size of the UK market, how it has changed in recent years and how this breaks down into different materials and product types.

The company also publishes a quarterly series of *Consumer Fenestration Trends* reports which looks at consumer preferences for window, door and extension roof styles and indicated spend over short to long time periods as well as regular special features including smart home technology, marketing tools and hardware, with the next issue focusing on aluminium. [i](#)

Through the roof

The organiser of FIT Show reports strong sales momentum and growing international interest for the 2027 event at the NEC, May 18 - 20.

Event director Nickie West says the FIT Show is continuing to build strong momentum ahead of the next edition, with sales progressing well and growing interest from both UK and overseas. She says: "The response so far has been extremely encouraging, with a healthy mix of returning exhibitors and new brands already committing to the show, alongside continued conversations with a number of international businesses looking to make their first appearance in the UK."

To develop the international aspect of the event the organiser has appointed Balland Messe-Vertrieb GmbH, as its new German sales representative.

"Having someone on the ground in Germany is a real asset for us,"



Hendrick Taise and Nickie West

says West. "It gives us even greater reach into the market and helps us stay connected with businesses that are considering FIT Show as their route into the UK."

Hendrik Taise, senior project manager with Balland says: "We

are delighted to be working with FIT Show and to help introduce more European brands to the opportunities the UK market offers. FIT Show has a fantastic reputation, and we are excited to support its continued growth internationally." [i](#)

Now low in carbs

Schüco UK is introducing Schüco low carbon aluminium as the standard material for all aluminium profiles supplied in the UK and Ireland.

This change, effective from 1st April 2026, represents a significant step towards greener, more responsible manufacturing.

According to a Schüco spokesman the move dramatically cuts the environmental footprint of Schüco aluminium systems.

Schüco Low Carbon Aluminium profiles have a GWP value of 3.84 kg CO₂e/kg. This is achieved through the use of materials with recycled content or green energy during production.



Herweg Benedikt

Compared to standard Schüco aluminium profiles, profiles made from Schüco Low Carbon Aluminium save around 3.27 tonnes of CO₂ per tonne of aluminium profile – that's around 46% of CO₂ saved. "We aim to continuously improve our supply chain to lower these values even more in the future."

Managing director of Schüco UK, Benedikt Herweg says: "This is an important milestone in our journey towards a more sustainable built environment. By making Schüco low carbon aluminium our standard material, we are giving our partners the confidence that they can reduce embodied carbon without compromising on quality.

"With this change, Schüco UK continues to strengthen its long-term sustainability strategy and leadership in façade solutions." [i](#)