

New leadership

Rob McGlennon has been confirmed as Deceuninck's managing director.

McGlennon was appointed in the interim after Roy Frost left the company at the end of last year. He has since led the Deceuninck team through six months of strong sales, spearheaded some exciting product launches and been instrumental in converting some well-known large fabricators to the Deceuninck brand.

"Deceuninck needed someone to step into the leadership role as soon as possible and I was happy to take on that responsibility," he says. "In the six months since, there has been a cultural change at Deceuninck. The focus is even more firmly placed on our existing customers and providing the support they need to grow their businesses. We've invested in joint marketing initiatives and tailored sales support across the board, for customers big and



small depending on their individual requirements. This cultural shift has been recognised by customers too, with our most recent customer satisfaction survey showing high satisfaction levels." □

Lancaster covers north

GEZE UK's expansion continues with the appointment of Stephen Lancaster who takes up the role of sales manager within window technology supply and installation, covering the northern region.

Lancaster will be primarily responsible for the supply and installation sales of GEZE's range of window technology products for smoke extraction and natural ventilation.

This will involve forging strong relationships with key fabricators in the North of England and Scotland and assisting them with technical compliance issues.

With wide experience as an architectural technologist for a number



With FIT Show 2017 still fresh in the memory of the window, door and conservatory industry, attention now turns to the future and FIT Show 2019, especially as it hopes to top the huge success of this year's first show at the NEC.

The move to the National Exhibition Centre prompted a surge in exhibition stand bookings. This year previous exhibitors are already planning ahead and booking their stand space.

FIT Show 2019 will take place on 21st to 23rd May. With the gross floor space being 30% larger than this year's show 50% of the exhibition floor space has already been booked.

Nickie West, event director of FIT Events, says: "With the rapid growth of the FIT Show, we knew we had to move from Telford to the NEC and it proved the right decision, looking at the numbers from our first show in Birmingham, with a visitor increase of almost 17% in comparison to our previous show, which we owe to some of the creative marketing campaigns from exhibitors and impressive stands we've seen." □

of practices across Harrogate and Leeds, including Smith Smalley, DLG Architects and S+SA Architects, Lancaster is ideally placed to ensure that fabricators are aware of both the latest regulations and the comprehensive range of GEZE products available. Further expertise comes from his role as architectural project manager for Illuminum system house, Schueco, where he assisted architects in specification and provided technical input.

Andy Howland, sales director of GEZE UK, says: "Stephen is an excellent addition to our growing sales team. His understanding of the market, technical knowledge, personality, not least familiarity with the northern territory makes him the ideal, front-facing ambassador for GEZE in this region." □

Safety standards

Hurst Plastics is getting behind this year's Fire Door Safety week and encouraging the industry to spread the message about the vital role of correctly specified and installed fire doors in saving lives and protecting property.

In the run-up to this year's event which takes place between 25th September and 1st October, Hurst Plastics is inviting customers, specifiers and building owners to contact its resident fire door expert Howard Wilson to ask any questions they may have surrounding fire doors.

Mark Atkinson, Hurst Plastics' sales director, says: "There are around three million fire doors sold every year and sadly we know that many of them are not specified or installed correctly. Fire doors are instrumental in safeguarding lives and, in our commitment to best practice, we want to help inform people about the importance of specifying, installing, using and maintaining them properly. We're urging anyone responsible for fire doors to get in touch with our composite manager, Howard Wilson, and ask any technical questions they may have."

Composite fire doors are subject to more complex legal requirements than



standard pedestrian doors and specifiers are responsible for ensuring that their specification is correct.

Howard Wilson, composite manager, says: "Our technical knowledge is at the heart of what we provide. Reducing the impact of fires starts with compliant products and an understanding of the legal requirements. The specifier has a legal responsibility to get their specification right and we are able to guide them through every stage of their composite door requirements." □

Door hinge manufacturer, SFS-intec, has put in place two new initiatives to reduce the environmental impact of its Leeds HQ and production site.

The company, which manufactures the Dynamic hinges range for PVC-U, composite and aluminium door-sets, has installed an ultra-low energy LED lighting system to reduce energy consumption at its premises. The system will save 65 tonnes of CO2 per annum, in addition to providing a much brighter and more comfortable working environment for SFS personnel.

SFS-intec will also cut its annual electricity consumption for lighting by nearly three quarters. The new LED

lights allow for customised lighting levels which adapt to the amount of natural light entering the building through rooflights and windows.

Luke Wood, QES manager says: "We're always looking to utilise new technology, services and processes to ensure we're operating in a sustainable way, guided by the three 'P's of sustainability – people, planet and profit." □



Risen through the ranks

Jade Greenhow general manager at Insight Data is celebrating her sixth year at the company.

Originally starting at Insight Data as a telephone research executive in 2011, she has risen through the ranks to her present position, leading the team and working closely with CEO Andrew Scott.

Greenhow says: "It has been an amazing six years here at such an exciting time with Salestracker growing from strength to strength and the launch of STEM, which revolutionises how businesses in the industry communicate with potential customers. I would like to thank everyone and I look forward to continuing to grow the business into the future."



The management role sees her overseeing all aspects of the business, from overall strategy to sales, trade shows and industry research. This has been a challenging role in the rapidly expanding business which just celebrated reaching 25,000 research calls in June. It has also unveiled its new e-mail marketing platform, STEM, the powerful new email marketing system designed and built for Salestracker.

"Jade has played a vital role in helping Insight Data become the leading source for accurate prospect data for the industry," says commercial director, Helen Costeloe-Hughes. "She has worked incredibly hard to get to where she is, an integral part of the Insight Data team." □



Boosting the business Why make sacrifices?

One of the UK's leading architectural glass processors is set to increase production and boost sales, after moving to a new factory and investing in three specialist machines.

County Durham based PLG Glass has purchased a new glass toughening furnace, a vertical CNC station and glass washing machine with support of a £950,000 asset finance package from Lloyds Bank Commercial Banking.

Investing in the new machinery will enable the company to offer over-size glass processing and streamline its production processes resulting in improved productivity to reduce lead-time and drive sales growth.

Graeme Hawes, managing director at PLG Glass, says: "We're celebrating our 40th birthday this year and it's great to mark such a significant year with an investment that will help us to continue to grow and thrive.

"The new machinery will enable us to process larger sheets of glass, speed up production processes and continue to provide a high-quality service to our clients across a more diverse range of products.



"Investing in specialist machinery can be a substantial expense but Lloyds Bank provided us with a hire purchase and trade finance facility, which enabled us to execute the project without impacting our day-to-day cash flow."

Lesley Williams, regional manager for Global Transaction Banking at Lloyds Bank, says: "The growth of PLG Glass has been phenomenal over the past three years, and moving to new premises with more efficient machinery will help the company to continue to capitalise on new opportunities." □

Fire safety doesn't have to come at the expense of value, security, thermal efficiency or style.

That's the message from Rehau, as the company promotes its best-selling Agila fire door range to coincide with this year's Fire Door Safety Week taking place from September 25th.

The Agila fire door, formerly known as the Rehau Rauferno, gives specifiers and installers the freedom to use PVC-U doors while fully complying with the latest fire regulations. Based on the design of the Rehau Total70 system, Agila fire doors are suitable for fire escape routes, entrance halls and deck access flats, and they can be used alongside Rehau's fire rated windows.

Agila fire doors differ from standard PVC-U doors as they utilise fire



retardant glass and door panels and feature a graphite intumescent strip which expands with heat within the specially reinforced frame to create a 30-minute fire rating (complying with the requirements of BS476 FD30 Pts 20 and 22).

This gives at least 30 minutes of protection against a fire, giving sufficient time for an alarm to be raised, for occupants to seek a way to leave the at risk area and for the fire service to attend.

Like other Agila doors, Rehau fire doors have excellent thermal insulation properties, sound proofing, security options and they are low maintenance too. Rehau has recently gone into partnership with Yale to ensure its fire doors feature some of the most secure locking solutions on the market, including the YS170 lock and the Platinum 3 Star cylinder. □



Thermoseal Group has released new editions of both its trade and warm edge consumer videos. The adaptations of both videos reflect the international growth of the group and its series of high-profile awards whilst showcasing the benefits of highest performance warm edge spacer systems Thermobar and Thermoflex. The videos, for use throughout the supply chain, are available to watch on the Thermoseal Group website: www.thermosealgroup.com/news with multilingual versions to follow.

"Since the initial release of our trade video and our 'Warm Comfortable Homes' consumer video we have seen further growth and development and now supply to 22 countries in five continents. We have also won several awards for our products, services and to recognise our international development", says Samantha Hill, head of marketing and communications.

"As well as being announced as winner of the Queen's Award for Enterprise: International Trade 2017, for the second year in a row Thermoseal Group has achieved component supplier of the year at the glass and glazing industry G-Awards as well as a number of local and national awards." □