

Summit up for 2018

A privilege to represent

The 2018 Glazing Summit planned for May is a new forum for fabricators, installers, glass companies, distributors and material suppliers to come together and discuss current industry issues and trends.

Organised by Insight Data and Purplex Marketing, speakers will come from all aspects of the industry.

Experts will debate the new landscape as opportunities and threats emerge across the industry; from the impact of Brexit and the housing crisis, the latest marketing trends, new developments in products and materials and disruptive technologies.

The summit promises to tackle current issues head-on, including fire regulations and safety, implications of employed and self-employed rulings for salespeople and fitters, and new legislation such as GDPR.

The Glazing Summit is a morning conference followed by a buffet lunch and networking. It is a must-attend event for senior people across all sectors of the industry.

Andrew Scott, managing director of



The Glass and Glazing Federation (GGF) has announced the appointment of Shaun McAllister as managing director.

With over 30 years' experience in the home improvement industry, McAllister brings to the federation a wealth of knowledge and core industry experience.

He has been associated with several glass and glazing companies including G.F Kite, Weatherseal, Mumford and Wood, and the Anglian Group.

In 1983 McAllister began in the industry as a fabricator before undertaking numerous roles throughout the fenestration supply chain. His experience includes working as an installer, surveyor, installation manager,

Insight Data says: "Our industry is worth over £4bn, has over 15,000 businesses and employs tens of thousands of people. After Insight Data published the latest *Window Industry Report* we were swamped by industry leaders wanting answers to some big questions. The Glazing Summit aims to answer those questions – and many more besides."

The Glazing Summit, 9 am to 3 pm on Tuesday 22nd May 2018 at St Johns Hotel and Conference Centre, Solihull. □



divisional operations manager, regional sales manager and from 2007 to 2016 as conservatory director at the Anglian Group.

McAllister says: "This is truly an exciting industry and it is a privilege to be able to represent the GGF membership as managing director. I am thoroughly looking forward to working with the GGF staff and current members to continuously improve the GGF services and membership benefits." □



FIT Show's 'Installation of the Year' competition, which launched in 2017 is back for 2018. The hunt is now on to find the industry's best glazed installations.

New for 2018, entries are being invited across two installation categories: 'residential' and 'commercial'. The FIT Show will take place in May 2019 but the organisers have decided to make the 'Installation of the Year' competition an annual event.

Monthly prizes will be awarded to the winners in both categories, with the six monthly commercial and six monthly residential winners fighting it out to take home the overall 'Installation of the Year' crown in each category when it goes to public vote.

Overall winners will be announced at the 2019 FIT Show gala dinner. Winners will receive a trophy and a two-night stay at a golf/spa hotel with dinner. □

A reforming deal

The Glass and Glazing Federation (GGF) has responded to the recent consultation into Green Deal reform, calling for greater flexibility for consumers and installers to help simplify and improve the scheme for the future.

A GGF spokesman emphasised that the disappointing number of glazing installers involved in Green Deal was a consequence of a costly and resource intensive accreditation process. Further, the response stressed that the level of finance available to consumers under the scheme was often not enough to purchase glazing products in tandem with other measures. The spokesman pointed out that for some energy efficiency measures, the golden rule in its current form is not a workable framework for promoting a whole house approach to energy efficiency.

With the new *Each Home Counts* (EHC) framework also expected next year, the GGF recommended that installers should be exempt from the need for formal Green Deal status, if they can show membership of a recognised certification such as



Russell Day

approved status under EHC or a UKAS accredited scheme.

GGF director of home improvement Russell Day says: "The plans to simplify the framework are a welcome first step to improving Green Deal. Like many, the GGF was disappointed the Green Deal did not materialise into the scheme that was first hoped for." □

Strength to strength

Deceuninck has reported a 30% increase in like for like sales in December 2017, compared with December 2016. Rob McGlennon, managing director of Deceuninck (pictured) UK says: "We had an exciting year in 2017 with the launch of our Heritage Window Collection, some



prestigious new customer wins, hitting and surpassing the 50% colour milestone (and seeing some of our customers do the same) and of course winning the G-Award for new product of the year for the Heritage flush sash. However, we don't intend to rest on our laurels this year. Customers can expect more of the same in terms of outstanding service, over and above marketing support and the very best products tailored to what the market wants and needs today." □

Obituary Jon Skinner

We regret to announce the death of Jon Skinner who died on Friday 29th December, 2017 aged 63.

He had worked in the glazing industry for more than 40 years most recently as commercial director of Epwin Window Systems.

Jon Skinner began his career as an apprentice at BKL Alloys and soon found himself working in one of its new companies, Scope Aluminium. He worked with a number of companies and helped to build some highly recognised brands. He also chaired the marketing committee of the British Plastics Federation Window Group.

He is survived by his wife Lynette and sons Luke and Brett. □



The Rt Hon Liz Truss MP recently visited Xtralite, the rooflight and structural glazing manufacturer based in Blyth, Northumberland and discussed measures the business has taken to ensure its continued growth and prosperity.

During the visit she said: "I am really impressed by the craftsmanship and innovation I've seen at Xtralite. It is fantastic to see hardworking businesses and their employees defying the critics and giving Northumberland something positive to shout about."

Over the past 12 months Xtralite has expanded its operations with its structural glazing division moving to new premises and the addition of a further production line for its modular skylights and automatic opening vents. The new premises also includes a dedicated visitor centre. □

