

Growing the club

CAB is delighted to see that interest in the CAB Pavilion at The FIT Show 2019 (21-23 May) continues to grow, with a number of those exhibiting in 2017 returning again next year and being joined by CAB members exhibiting for the first time



Justin Ratcliffe and the team at the CAB Pavilion at the FIT Show, 2017



Justin Ratcliffe

The key sectors represented to date include fabrication, hardware, powder coating, ventilation, louvres, shading devices and weatherproofing. The update presented at the CAB AGM dinner at the Forest of Arden in late June highlighted how the show provides an outstanding opportunity to market aluminium and engage with fabricators, installers and the wider supply chain. In 2017

2019 will host a number of new features but also retain some popular ones from 2017, including the highly publicised *CAB Trail* that generated considerable interest. CAB members have been attracted by a number of factors including the success of the 2017 show, which was attended by almost 10,000 visitors, the 12 months promotional activity programme, a high profile CAB lounge at the centre of the pavilion and a major aluminium supplement to be launched in advance.

Just a few of the new FIT Show features include:

- Incorporation of ‘Visit Glass’ - a new section of the show highlighting glass manufacturing and processing. A full seminar programme will cover glass lamination, glass technology and information for companies looking to step from the residential to the commercial market.
- Collaboration with the Building Our Skills initiative to demonstrate that fenestration is a career opportunity for school leavers and young people.
- The Business Clinic – one to one consultation appointments will be available to cover topics such as taxation, mergers and acquisition, succession planning, finance and apprenticeships.
- Installer scheme and new product trails –

The FIT Show registration system will offer a meeting tool to enable visitors to book meetings with specific people and companies. □



CAB Pavilion at The FIT Show, 2017

over 34 CAB members booked stands at the show including 15 in the CAB area. In 2019, the pavilion moves to the very centre of Hall 20 which is dominated by aluminium product manufacturers and suppliers (a fully up to date floorplan can be viewed at www.fitshow.co.uk/exhibit/floorplan). The FIT Show

The CAB Pavilion is open to all members and any company joining the Association before the end of September 2018. For further details of the opportunities, please contact Justin Ratcliffe at the CAB office on 01453 828851 or email justin.ratcliffe@c-a-b.org.uk