

We're listening

Growing strong, ranking high

The new industry body for installers, Certass Trade Association (CTA), has been launched to give installation companies and tradespeople the chance to make their views heard and get practical support to help grow their businesses.

Jon Vanstone, chair of CTA told *The Fabricator*: "As a competent persons scheme Certass is restricted in the advice that it can give to its members. We can only point them at the rules as they stand. As a trade association we have much more flexibility to advise members and to discuss the options.

"Our industry is faced with many issues – a lack of reliable support, an ageing workforce and poor perception from consumers. Speaking with installers and tradespeople we understand the extra pressures they have to contend with. As well as staying competitive and professional in a changing market there is also a severe lack of available skilled labour.

"As a trade association we can take a position on things such as proposed legislation or standards, and advise our members on the best ways to deal with these.

"The Certass Trade Association is focused on creating practical solutions for these issues. The membership is open to all companies in the glazing supply chain who share our vision. Existing



Jon Vanstone

Certass members will automatically qualify for membership and we are keeping the membership fee extremely affordable." □

The ninth annual Sunday Times HSBC International Track 200 league table ranks Thermoseal Group no.#41 in the league of businesses with fastest-growing international sales.

Sunday Times HSBC International Track 200 league table ranks Britain's mid-market (total sales of £25m+ and international sales of £1m+) private companies with the fastest growing international sales over the past two years. The 200 companies include well-known names from sports car manufacturer Aston Martin and fashion retailer White Stuff to coffee house chain Caffè Nero and craft beer maker BrewDog. Thermoseal Group has achieved annual international sales growth over two years of 79.46% increase (the average was 62%) supplying to over 27 countries in five continents.



Gwain Paterson

"We are both surprised and delighted to reach no. 41 in a league with some of the UK's best-performing businesses", says managing director Gwain Paterson. "Despite fears associated with Brexit, our sales of Thermobar and Thermoflex warm edge products have seen significant growth in export markets. With the uncertainty in the UK market, we are extremely pleased with our export successes to date and intend to continue to grow our technical centre and production facility with the aim of innovating further new products and manufacturing processes specifically designed to meet our customers' needs." □



Veka Group has helped a long-standing Veka fabricator set up its new factory in less than 60 days. Gwent-based Modplan has established a new business partnership to supply home improvement specialists Leekes with Veka Group's Halo System 10.

Modplan has been supplying Veka products to the trade for more than 22 years. It has now added Halo to its portfolio to meet Leekes' requirements and Veka was able to offer advice and technical support throughout the planning and tooling processes. □

Hartshorn resigns

Roger Hartshorn is to step down as CEO of the Flamstead Group, the owner of HL Plastics, the Liniar brand and Avantek Machinery. Hartshorn will leave in October; he says that he wishes to spend more time on other personal and business interests.

Hartshorn founded HL Plastics and created the Eurocell brand which he sold Tessenderlo Group in 2003. Two years later, along with his partner Mike Bosworth, he acquired HL Plastics and used it as a platform to create the Liniar window system.

Hartshorn says: "I am incredibly proud to have been a part of the success that HL Plastics has achieved over the last 41 years. I feel that now is a good time to move away, safe in the knowledge that the group will be left in a superb position under the guidance of a stable management team.

"Our parent company, Quanex Building Products, has continued to follow my philosophy of investment, new product development and technical innovation. Quanex is a long-established industrial conglomerate and I feel confident that the Liniar and Avantek



Roger Hartshorn

businesses will continue to perform, thrive and grow, just as they have over previous years."

Martin Thurley, who joined HL Plastics as managing director in February 2017, will take over as group MD when Hartshorn leaves.

He says: "What Roger has achieved here is incredible. I know just how much the company, and the people who work here, mean to him. His drive, passion and foresight have been key to the growth of the group and he's ensured there's a team in place for a smooth transition." □

Buckley appointed

The Glass and Glazing Federation (GGF) group has appointed Kevin Buckley as interim chief executive to take the federation and its subsidiary companies through their next phase of development.

Buckley has been working with the GGF for almost a year; initially as interim CEO of the subsidiary companies and more recently as a strategic consultant for the group.

He has been instrumental in growing and developing international companies such as technology and telecoms giant NEC and in various strategic and leadership roles with diverse



Kevin Buckley

organisations such as Hertfordshire Local Authorities and university start-ups.

Buckley says: "I am delighted to accept this role and very much looking forward to great progress ahead. The GGF and its five subsidiaries are in good shape but there is of course always room for improvement. During the second half of 2017, I have been responsible for the management and planning processes for the GGF's commercial companies and I am now looking forward to making a real difference for the GGF and its membership." □



Insight Data's general manager, Jade Greenhow, has been promoted to the newly created role of operations director following a year of rapid growth for the business.

In her new role, Greenhow will have a greater strategic responsibility as well as overseeing the daily running of the business including the firm's sales, research and software development operations. She will work closely with Insight Data's managing director Andrew Scott.

Greenhow says: "This is an incredibly proud moment becoming ad Director of such a fantastic company. In the seven years I've been at Insight we've grown from a small data provider to become an integral part of the glazing and construction industry.

"Data is undoubtedly a hot topic at the moment as GDPR comes into force. As regulations change, the need for a fully-compliant data supplier which can help businesses effectively target new customers will only become greater – and I look forward to helping more businesses through this changing landscape." □