

# Facing challenges

Insight Data has published its latest Industry Report, giving a comprehensive overview of the UK window, door and conservatory industry along with the top performing companies.

The report follows research carried out on over 15,000 companies and includes analysis, trends and opinion on the current state of the industry, including detailed information on fabricators, installers, trade counters and the growth of 'builder installers' as well as developments in products and materials.

Highlights from the report include:

- Greater competition as the number of window companies has increased
- Fewer PVC-U fabricators, while aluminium remains strong
- Single storey extensions and tiled roof conservatories creating new opportunities
- Trade counters expanding rapidly, potentially disrupting the market
- Significant rise in specialist/premium products, such as vertical sliders

Insight Data's managing director, Andrew Scott, says: "The industry is currently facing some challenges with more companies now reporting a



slowdown in business, some by as much as 15%. However, there are still plenty of opportunities and a number of companies are bucking the trend."

The Insight Report gives a full snapshot of the industry, analysing fabricators and installers by region, sectors, products, financial performance and more. It also includes a 'Top 100' list showcasing the top 100 companies by turnover and the top 100 companies by net worth. □

*The full report is available free for a limited period. Visit [www.insightdata.co.uk/reports](http://www.insightdata.co.uk/reports)*

**Fabricators from as far afield as Korea, Namibia, Chile and Japan descended on Mühlacker, Germany to experience elumatec's TechDays.**



**The three-day event sought to showcase the firm's market-leading product range, and give attendees a crucial insight into the direction fabrication technology is moving.**

**Visitors were treated to an array of live demonstrations, designed to show how elumatec's aluminium and PVC-U machining solutions can help fabricators boost productivity, increase quality and grow their businesses.**

**Foremost among these were two new additions to the company's SBZ line of CNCs. The SBZ 628 advances on the excellent template created by previous entries in the SBZ series, introducing a new horizontal saw set, significantly improving the 4-axis machine's speed and efficiency.** □

## Going to the finals

Deceuninck has announced that it and two of its customers, have made it through to the finals of the G-Awards.

Rob McGlennon of Deceuninck says: "We encouraged and supported those customers that wanted to enter the G17 awards because we recognise the importance of such third party endorsements. We're thrilled to have got through ourselves for new product of the year with our Heritage flush sash, but we're especially pleased for customers Dempsey Dyer and Building Product Solutions for their finalist positions in the commercial project of the year and fabricator of the year categories respectively.

"Dempsey Dyer has been shortlisted



for its part in the Hinckley Point project, while Building Product Solutions has been shortlisted for its business proposition as a successful new build fabricator that is genuinely built on relationships. The Deceuninck entry for new product of the year was of course for our Heritage flush sash, a product perfectly suited to the growing heritage sector and looking equally at home in either a country cottage or modern townhouse. We thought at the time of launch it would end up being one of the most talked about products in 2017 and our position in the G17 finals is further evidence that we were right." □

# The perfect round-off To find an apprentice

Customade Group has been named finalist in four categories in the National Fenestration Awards.

Four divisions within the group are nominated: Atlas Glazed Roof Solutions is finalist in the conservatory roof fabricator category; composite door and PVC-U door panel manufacturer Virtuoso is shortlisted in the composite and panelled doors category; Polyframe, PVC-U windows, doors and conservatories fabricator, has been named as finalist in the fabricator/manufacturer category and REAL Aluminium is hoping to maintain its title of aluminium company having won the award last year.

Claire Miller, Customade Group's marketing director (pictured), says: "We are absolutely delighted to be named as quadruple finalists. It's a fantastic achievement for Customade Group and real industry recognition for the quality of our brands and the amazing teams behind them. These awards are the perfect round-off to a terrific year for the group and we're looking forward to finding out who the winners are in



December." □

*Voting is now open to everyone and the finalists with the most votes will be announced in early December. To vote visit the NFA website:*

[www.fenestrationawards.co.uk](http://www.fenestrationawards.co.uk)

A new guide has been launched by Screwfix to help tradespeople in Wales learn more about how easy it is to hire an apprentice.

The Minister for Skills and Science, Julie James, visited the Screwfix store in Newport, Gwent on 12th October to launch the guide.

The free booklet is available in Screwfix stores across Wales and is entitled *Your Guide to Hiring an Apprentice*.

Developed with Welsh Government support, the guide was released by Screwfix in conjunction with the Minister for Skills and Science. Research revealed that tradespeople want an increase in the availability of skilled workers through the encouragement of



apprenticeships, plus more information about how to take on apprentices.

A pocket-sized guide, it includes everything those in the trade need to know in bite-size chunks – from the benefits of taking on an apprentice, to where to go first and the help available.

Graham Smith, marketing director of Screwfix, says: "As a key supplier to the trade, we're always looking for ways to support tradespeople in growing their businesses. We know how busy our customers are and from their feedback, we also know that they struggle to recruit skilled tradesmen and women. It was very clear that something needed to be done to help, which is why we have developed this guide and we're excited to launch it in Wales.

"The guide will help tradespeople who have little or no experience of apprentices, whether they're looking to find out about the best available route, or the financial support available to them, it's all covered in the booklet. We encourage interested tradespeople to pick up their free guide from one of our stores in Wales now." □



**Veka Group is a G17 finalist with nominations in two categories. The group is up for the training and development initiative of the year with head of human resources Gabriela Hammond nominated in the unsung hero award category. Veka is also celebrating the success of its customers Glazerite and Thistle Windows & Conservatories, and commercial installer The Window Company (Contracts) who have all been named as finalists across various categories. When it comes to training, Veka Group works to help its staff develop into their full potential. From apprenticeship level – such as the BIT qualification – to the Dale Carnegie leadership course *Leading The Veka Way*, the company helps its employees at every stage and by its own admission, Veka sees its staff as its biggest asset. The theory that 'proud people make better products and provide the best service to customers' is one that Veka reckons works in practice too.** □

