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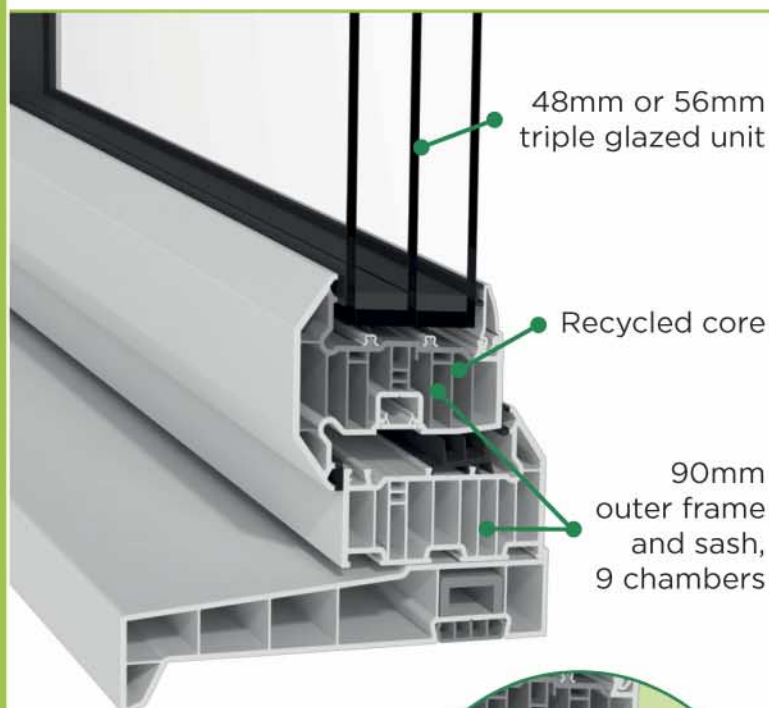


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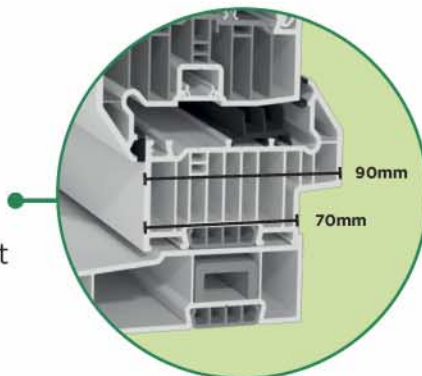
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full steam ahead even if we're pedalling harder

The general consensus of the industry at the moment is: it's okay. Most businesses seems to have enough work – but you have to work a little harder for it than usual.

Housebuilding, however, continues at full steam and looks set to do so for the next two or three years. That ongoing demand will keep feeding into the rest of our sector, ensuring the smaller, independent builders stay busy fitting windows, doors and conservatories for homeowners investing their savings or inheritance into upgrading their homes.

Over the past month, we've seen a flurry of launches and investments that show real confidence across the industry. It's encouraging to see so many companies looking forward rather than merely holding position. A clear highlight is Haffner's SL8-FF-TR CNC Welding Machine, developed with Graf Synergy – the only machine in the world capable of welding all four corners of a PVC-U frame plus two timber-effect transoms in one automated cycle.

The result is a finished frame in under 150 seconds with no manual cleaning required. Customers report up to 75% labour savings and 50% higher throughput. It's a major step forward in fabrication efficiency and quality.

Endurance Doors has reached a milestone of 3,000 Trustpilot reviews, with 88% rated at five stars. When online reputation can make or break a brand, that's a powerful endorsement of both product quality and installer partnership. Their solid timber cores and high-end hardware continue to earn praise for performance and reliability.

CO Manufacturing (the new name for Conservatory Outlet) celebrating 20 years, has set out an ambitious four-

year plan to hit £100 million in sales. The company is investing in new CNC machinery, 20 apprenticeships, and refreshed branding under the new group structure. Their recent Athens Gala showed a network that's proud of its progress and clearly planning for long-term growth.

Safety innovation also stood out this month with Glazesafe's upgraded Stronghold system, now spanning up to 5 metres and accommodating three engineers at once. It's a clever, compact solution for working at height, helping installation teams tackle larger projects safely and cost-effectively without the need for scaffolding.

In smart technology, Kenrick's AK Touch Secure achieved Secured by Design and IASME IoT Cyber Assurance Level Two accreditation – the highest level available. This isn't just another connected gadget; it's a rigorously tested system that meets modern cybersecurity standards while offering installers a practical, future-ready locking solution.

Manufacturing investment continues across the board. Modplan has installed a new Avantek Supercut 6 Machining Centre to expand production capacity, while Future Products added Haffner's SBA-4 Profile Machining Centre, boosting output by up to 30 door frames per hour. Both examples underline the commitment to automation and precision that's defining the next generation of UK fabrication.

Meanwhile, AluK's new IconiK bifold demonstrates that energy efficiency and elegance can coexist. With sightlines as slim as 87mm and U-values as low as 1.0 W/m²K (triple glazed), it delivers top-tier performance without resorting to foam inserts or PVC.

Elsewhere, Edge Building Products expanded its 5-metre aluminium trim delivery service across the South East, improving access to materials for installers, and Eurocell's charity golf day raised over £13,000 for Maggie's Cancer Care, showing the industry's generosity remains strong even in a cautious economy.

As for us, our new builders' database has had an excellent response since launch. It fills a gap we've long recognised: smaller builders rely heavily on this sector's

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products but often lack access to technical knowledge. Next year, we'll be producing more editorial content to help bridge that gap – explaining, educating, and showcasing the products they're most likely to use. If you have something innovative that deserves the spotlight in next year's features, now's the time to let us know.

We're always on the lookout for ideas that highlight real progress – whether that's better performance, smarter design, or genuine efficiency gains. Overall, the picture is one of resilience and momentum. Work may take a little more effort to win, but with this level of investment and innovation driving the industry forward, the outlook remains very solid indeed.

-Editor

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celebrating 20 years with £100m vision

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One of the UK's leading home improvement specialists is marking its 20th birthday in style by setting out a four-year growth plan to achieve £100m in sales.

Conservatory Outlet, which is headed up by CEO Greg Kane and Managing Director Mick Giscombe, has unveiled an exciting strategy that will see it invest heavily in diversifying its manufacturing operations and further expansion of its hugely successful home improvement offering.

The Wakefield-based company is also marking the major anniversary by introducing a new corporate structure that will involve the introduction of Conservatory Outlet Group as the holding business, with CO Manufacturing and CO Home Improvements reflecting its two main areas of operation.

New websites and branding have been introduced to support the name change, kickstarting a £1m investment drive that will involve the installation of state-of-the-art CNC machining at its Cutting Room facility, a fleet of commercial vehicles, new IT infrastructure and the creation of 20 new apprenticeships.

"We've had a fantastic two decades in business, enjoying significant growth across both our manufacturing and retail arms - so much so that we are now generating £62m of annual revenues and employing more than 400 people," explained Greg Kane, CEO of Conservatory Outlet Group.

"This is just the start. You can't stand still in our world, and we want to continue to meet customer expectations when it comes to new home improvement products and improving their experience."

He continued: "That's why we've outlined a new four-year growth plan that will look to accelerate us towards £100m and, to do this, we required a clear business structure that clearly celebrated our history but also paved the way for the future."

"Our group will now comprise CO Home Improvements (covering the six retail businesses we own - Clearview, Orion, Planet, Trent Valley Windows, West Yorkshire Windows and Yorkshire Windows) and CO Manufacturing.

"The latter reflects our commitment to delivering the highest quality windows, doors and living spaces to our vitally important Premium retailers, but also the growth opportunities we see in other markets."

CO Manufacturing has identified strong expansion possibilities in its fledgling trade products business in the North West and Yorkshire, as well as with housing companies through its dedicated new build offer.

The firm has developed a specialist collection of windows and doors for both areas and is investing £1m in 4-axis CNC machines to give it greater capacity and repeatable quality across its production facility.

Similar levels of investment are being channelled into boosting the skills of its workforce, with 10 apprentices currently being recruited and the launch of its tailored Manufacturing Degree pathway that aims to create the production leaders of the future.

Greg went on to add: "We're currently generating over £30m of revenues across manufacturing and we believe, with the right backing and diversification, we can take this figure up to £50m. The market is changing and we're helping push the boundaries of



innovation when it comes to thermally efficient products and utilising new materials for achieving different aesthetics."

CO Home Improvements will work closely with the company's network of 22 independently owned retailers, which span all of England and Scotland.

These firms have worked with the business for many years and share its values of excellent customer service and trust, with an appetite to embrace the latest technology to improve the client journey.

The network complements the firm's six retail brands that operate predominantly in the East Midlands, North West and Yorkshire.

Greg concluded: "We are expecting similar growth in retail as we are in manufacturing and, together, we'll hopefully hit the £100m target by 2029."

"Our aim is to enhance the support we give to our network even further so they can collectively achieve great things, as well as looking at the opening of four new showrooms in Derbyshire, South Yorkshire, the Lakes and one in either Liverpool or Manchester."

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This modular system is engineered to perform, technically, thermally, and visually, while offering a level of individuality rarely seen in the UK market. Each window and door is built from a carefully designed framework that allows components to be freely combined, giving architects and clients complete design flexibility without compromising efficiency. The result is a solution that adapts effortlessly to any architectural style or performance requirement.

Through vertical integration, every key element, from frames and glazing units to seals and accessories, is developed to work in perfect harmony. For dealers and installers, this translates into predictable performance,

simplified logistics, and faster, cleaner installations. Commercially, the system enables partners to move beyond commodity products, with clear upgrade paths from entry-level to premium specifications that align design, budget, and performance within one cohesive offering.

See it first hand at Finstral Studio Borehamwood

The best way to understand Finstral's aluminium system is to experience it. Finstral Studio Borehamwood is a purpose built environment where trade professionals can evaluate full size windows, doors and glass wall solutions. Compare sightlines and review finish options under real conditions. Our UK team is on hand to discuss project requirements, detailing and delivery planning.

Whether you're a dealer looking to expand your showroom proposition or an architect seeking a refined, thermally efficient aluminium aesthetic, Finstral provides the product depth and partner support to help you win work.

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SCAN ME

edge bp expands direct delivery network for 5m aluminium trims

edgebp.co.uk

Edge Building Products has expanded its direct delivery network for 5m aluminium trims, adding three new key areas to its service route. The move further cements Edge's reputation as the South East's go-to supplier for hard-to-source building essentials.

Edge already provides nationwide courier delivery for trims up to 3m, alongside a dedicated own-van service supplying 5m lengths direct to site across much of the South East. Following sustained growth in demand—and feedback from customers travelling long distances to secure stock quickly—the company has now extended its delivery coverage to include:

- Bournemouth and Poole
- Central London
- West Greater London (UB postcode)



Since early October, these areas have received weekly direct deliveries of 5m aluminium trims, with additional deliveries available on request. Next-day courier services for 2m and 3m trims continue to operate nationwide, while same-day collection remains available at all three Edge branches.

Aluminium trims can be notoriously challenging to source, especially on short lead times. By expanding its logistics network, Edge is reinforcing its customer-first ethos, ensuring trade professionals have faster, easier

access to essential products—helping projects stay on schedule and within budget.

“Customer service is at the heart of everything we do at Edge,” said Kieran Naphthine, Managing Director at Edge Building Products. “This latest expansion is just the beginning of a broader plan to grow our direct distribution network for aluminium trims—giving our customers consistent, reliable access to the materials they need, exactly when they need them.”

About Edge Building Products

Edge Building Products is a leading independent supplier of low-maintenance building materials to the trade across the South East. While specialists in PVC products, Edge offers a comprehensive range including guttering, trims, fascias, soffits, cladding, decking, roofing systems, metal rainwater goods, and aluminium trims.

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new 180° shower door hinge

Bohle has expanded its best-selling Juna range with the introduction of the new Juna 180° glass-wall hinge, developed to meet the growing demand for larger, contemporary shower spaces.

The hinge enables users to open doors to a full 180 degrees, folding back flat against the wall - making it particularly well suited to modern walk-in showers and bathroom layouts where flexibility and ease of use are paramount. “Bathroom design continues to move towards larger, more open shower spaces, and the Juna 180° hinge has been developed with that in mind”, said Paul Miller, National Sales Manager at Bohle. “By opening completely flat, it offers flexibility for homeowners in their bathroom design, while keeping installation straightforward for our customers.”

As with the rest of the Juna series, the 180° hinge has been designed to simplify the installation process. Standardised TX30 screw heads mean fittings can be tightened quickly with just one tool, and concealed fixings ensure a clean, professional finish. Water-resistant clamping components also provide additional security and alignment over time.

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consistency matters in marketing

Copywriter to the glazing industry, Helen Savage, talks about why consistency matters in marketing, especially in a more challenging market.

Companies that want to get noticed in the press and online, understand that consistency matters, especially when times are tough. This looks different for everyone. Perhaps if budgets are tight, it's a regular blog that also generates content for various social media channels, or it could be a recurring column in a trade magazine. Whatever tool or tools are used, it's a machine that needs to be fed with good content, consistently.

Sometimes companies set these marketing tactics in motion with a medley of things they want to talk about at the forefront of their minds, but after the initial big topics have been covered and other priorities creep in, it can be hard to create fresh copy that does your brand justice.

Shifting priorities

Before you know it, a few months have passed (where does the time go?!) and your business blog is out of date, or you have missed a deadline with a magazine or had to run with copy that was less than ideal. It's understandable, writing new marketing copy can be a time-consuming task and there are other priorities that take precedence. But if you want results, consistency is key. Earmark a resource either within the business or through outsourcing, to make sure these things get ticked off regularly and deadlines are met.

Consistency without repetition

A common concern among companies looking to fill the marketing pipeline consistently is that they don't want to cover a topic more than once. But it's useful to remember that while you might recall what you were talking about 6 months or a year before, your readers probably won't. They will have read numerous other pieces before and since, so I would actually recommend covering the same topics more than once, to cement your brand's positioning. Just don't simply re-use a blog post or article. Each time you talk about a topic, give the reader something new – you could comment on some fresh research or up-to-date news coverage on the subject.

Plan and pace yourself

When deciding what to talk about and when, it's useful to plan. This can help order your thoughts if you have a lot of ideas and plug the gaps where inspiration is lacking. Especially when it comes to blogging, it can sometimes be tempting to download everything on your mind and upload as many posts as you can, as quickly as you can. It is far better though, to spread these articles out so you are publishing one or two a month, rather than one a week for a few months and nothing for the rest of the year.

Spending a small amount of time planning up front to create consistency, can save you a lot of time in the long run. But most importantly, it can ensure your marketing activity achieves what you want it to achieve.

 **BlogWrite**
Helen Savage
Director



Danny Williams Gerda MD, Mohammad Kaboutari, Keith Arm NBD Gerda, Tina Beal SD Gerda

uk glaze raises the quality bar with gerda doors

gerdadoors.co.uk

UK Glaze Ltd has opened its doors on a new glass production unit with a showroom in Royston, featuring a premium Gerda door alongside its range of decorative glazing products such as splashbacks, mirrors, balustrading and wall panels. Director Mohammad Kaboutari has invested £400,000 in setting up the unit.

When Mohammad Kaboutari arrived in the UK he had just £27 in his pocket. But he also had something else more valuable – his skills and knowledge as a master glazier, learned alongside his father back in Iran.

This allowed him to eventually open up his first business – MK Glass on the Caledonian Road in London, which grew into Empire of Glass 18 months later as his reputation for quality workmanship and as a master glazier spread among property owners in the neighbourhood and beyond. As the business name grew, so did requests for related products, and Mohammad soon started supplying windows and doors.

And it was whilst running Empire Glass that Mohammad first came across the Gerda front door, which Pioneer Trading Company's managing director Danny Williams had recently brought across to the UK from Poland back in 2023.

Mohammad quickly became one of Pioneer's top sellers of the Gerda door.

"My client base was becoming more demanding in their expectations around performance, safety and added value, and my existing door supplier just wasn't delivering that level of quality that we wanted to sell," said Mohammad. "Even though the Gerda doors were coming in at a slightly more expensive rate, my customers were loving them – the aesthetics, the enhanced security features, the lower U-values – and definitely the 'thunk'."

But more than that, the Gerda door appealed to the demographic of Mohammad's core customer base – looking for premium decorative glazing products at the higher end of the market. This realisation came at a time when Mohammad and his brother were keen to concentrate their business on this more niche sector, leading to the decision to sell Empire of Glass as a going concern, and open a brand new business venture – UK Glaze Ltd.

"We reinvested everything we had in setting up this new unit," continued Mohammad. "The glass factory has every piece of kit we need to cut, process and transport the glass. And the showroom is evolving into a living, breathing example of what we can offer through our glass cutting services – from staircases and wall panels to bespoke furniture. The Gerda door sits proudly in the showroom as a focal point."

The support Mohammad has received from Gerda has been instrumental in the transition out of central London to Royston, and Mohammad is consistently grateful for (and surprised by) the level of personal service he receives from Gerda.

"There are always going to be issues with suppliers no matter how brilliant they are, but it is by the quality of the response that we judge them," continued Mohammad. "With previous door suppliers we have had problems on site which had evolved into weeks of going round in circles and leaving jobs half finished. On the rare occasion we have had an issue with a Gerda door, all it took was a phone call to Keith Arm (Gerda's sales manager), and the missing piece was in a taxi en route to the installation site. It is for this reason that we feel completely confident in Gerda's commitment to partnering with us in building UK Glaze into a premium home decoratives supplier to high end homes."

"Gerda's values always align with quality above all else, and when it meets an installation business with similar values everything just seems to slot into place – just as it did with UK Glaze," added Pioneer's managing director Danny Williams. "Mohammad is starting this new venture at the most challenging time economically, but in truth it is probably the best time in terms of building growth in the coming weeks and months. Pioneer values are based on a deep seated commitment to those who work hard, and we will be there to support Mohammad at every stage."



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co manufacturing marks 20 years in style with a spectacular gala dinner in athens

comanufacturing.co.uk

CO Manufacturing, the new name for Conservatory Outlet, and its Network of Premium Retailers raised a toast to their ongoing success at the fabricator's annual Gala Dinner weekend.

Held this year in the historic city of Athens, key stakeholders and their partners enjoyed a weekend in the Greek capital, culminating in the now-traditional black-tie awards ceremony.

With the sun setting over the Athenian Riviera, guests were recognised for their individual and collective achievements over the past twelve months, whilst also having the opportunity to learn about the Wakefield-based fabricator's plans for the coming year.

The year's ceremony was held at Ploes, a unique floating venue that provided attendees with breathtaking panoramas across the Saronic Gulf, with the iconic Acropolis visible in the distance.

After soaking in the sunset from the top deck, guests went below deck to enjoy a gourmet four-course dinner, keynote speech, awards ceremony and a private after-party.

There was certainly no sinking feeling amongst the group, as CO Manufacturing's CEO, Greg Kane, used his opening speech to reflect on the CO Network's growth from a small regional collective to a nationally recognised group featuring leading retailers from across the United Kingdom.

The evening combined a look back at that remarkable progress. But there was also an eye firmly on the present and future of the company. Guests learned about the wildly successful roll-out of the manufacturer's Ultimate Sales Pitch training programme for its Forté composite door collection – backed by a six-figure marketing campaign – and how it will evolve to include other exclusive product ranges.

During the main speech, attendees also learned of the fabricator's continued investment in product development and that its flagship Extreme collection of UPVC windows and doors will be undergoing a substantial re-launch in early 2026, complete with brand-new and exclusive security features.

But the evening was first and foremost about celebrating the retailers at the heart of the CO Network. Lincoln-based James Oliver Conservatories were recognised for being part of the CO Network for 15 years, whilst Mitchell Glass, Scotland's oldest double glazing firm, were honoured for reaching the remarkable milestone of 150 years in business.

The Home Network Group were also formally welcomed into the CO Network through its Pennine Home Improvements brand, further cementing its position as the largest retail installer in the North East of England.

Several retailers were presented with Customer Service Awards after achieving industry-leading Google and Trustpilot scores of 4.8 stars and above. The ceremony was capped off with the CO Network Awards, which once again provided a platform to showcase the best installations across windows,



doors and living spaces, with 5 Star Windows, Ecofit, Hazlemere and Permaframe being recognised.

"CO Manufacturing and the CO Network are built on both business and friendship," said Greg Kane, the fabricator's CEO.

"This weekend in Athens was about celebrating both. We are humbled by the support of our retailers and proud of the standards they set. As we look to the future, our commitment to innovation, investment and partnership remains constant."

CO Manufacturing Managing Director Mick Giscombe added: "Our annual Gala Dinner weekend brings out the very best of the CO Network. It's a chance to recognise everyone's achievements over the past year, welcome new members and reflect on what makes this group so special. After 20 years, the spirit of collaboration and excellence is stronger than ever."

The evening closed with a toast to the next 20 years of CO Manufacturing and its Premium Retailers - a fitting finale to a weekend of celebration in one of Europe's most historic cities.

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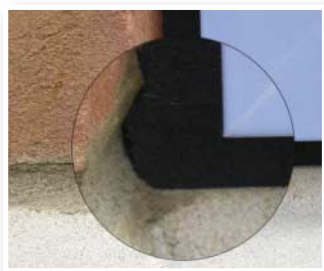
iso-chemie.eu

Government funded residential development will contribute to the growth of fenestration foam tape sealants in 2026, according to Andy Swift, sales and operations manager at ISO-Chemie.

He believes the sealants' sector will continue to remain buoyant throughout the next 12 months, seeing steady growth despite the completion of new homes falling well below the Government target of 1.5 million in a construction sector that continues to see challenges.

One property expert predicts that 840,000 new homes will be completed in the five-year period to 2028/29 (source: Savills). Meanwhile, £16bn of new public investment will fund over 500,000 new homes as part of a new government-backed 'housing bank' designed to unlock billions in private sector investment to turbocharge housebuilding.

These moves will see a strong market focus on the use of window and door foam sealants, with increased specification of rapid product solutions to deliver better energy conservation - particularly as fuel bills continue to rise. Elsewhere, the retrofit sector is expected to see



growth as opportunities arise thanks to active central funding initiatives and the release of additional funds in the coming 12 months. The Government is supporting its ambitions to upgrade five million homes within five years, investing £13.2 billion in grants and low-interest loans to improve existing housing stock.

"The retrofit sector for us will definitely be big in 2026," said Andy Swift. "With the continued focus on energy conservation amid higher energy costs, and architects and developers bringing forward their energy efficient designs, readily available high-performance foam fenestration sealants are well positioned to meet specifier and installer needs."

Regulatory change will also feature with a greater focus on thermal efficiency around window joints, according to Andrew Swift. For instance, the 2025 Future Homes Standard sets new energy efficiency benchmarks for UK homes while this year's update to Part L introduces more 'stringent' energy efficiency requirements for existing buildings with different recommendations for new dwellings.

new signature aluminium doors

info@astrawindows.co.uk
01204 793333

Astra Windows has introduced its new Signature Aluminium Entrance Door range.



Designed as a robust aluminium entrance solution, which offers a 60mm-thick door slab for enhanced durability, advanced weather sealing, and PAS24-rated system security. But more than that, the range reflects Astra's ongoing investment in delivering for the UK trade. Available in both contemporary and traditional panel designs, their new Signature Doors include a variety of stainless steel or chrome hardware options, satin or clear glazing configurations, and dual-colour powder-coating finishes. They're engineered to perform in real-world

conditions while still giving installers the flexibility to meet a wide variety of client tastes and specifications.

"We've always seen our role as providing the trade with tools they can trust," explains David Jackson, Managing Director at Astra Windows. "That means not just reliable supply and fabrication quality, but product ranges that make sense for their day-to-day work. Our new Signature Doors have been created from the ground up with the installer in mind - solid, secure, easy to install, and designed to fit seamlessly into our wider aluminium offer."

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an iconik new bifold from aluk

alukgb.com/iconik

IconiK is the brand new bifold from AluK – designed to give fabricators and installers a new way to win strong margin business in bifolds and successfully defend themselves from the damaging race to the bottom on price.

Elegantly minimalist with a premium look and feel, IconiK is the latest addition to AluK's already 'iconic' doors range and showcases all the company's trademark engineering quality and design innovation.

Technical Director Paul Booth, who was responsible for much of the design says the new door represents the culmination of a true 'less is more' approach.

He said: "What makes IconiK stand out in design terms is the fact that there is less frame than other bifolds, with sightlines of just 87mm on the IconiK Slim.

"In fabrication terms, what AluK customers will value just as much is that there is less profile stockholding required because they can create double and single doors from the same outerframe and just change the sash

for either the IconiK Standard or the IconiK Slim. And there are less parts to be ordered and managed because all configurations of the door use just one gasket and one extendable lock and keep system."

"That adds up to less money tied up in stock and ultimately less time spent fabricating because we have also included dual alignment corner cleats for both sash and frame throughout."

"Our less is more approach extends to installation of the IconiK as well. The bifold comes with our hugely popular Quik Clip™ glazing bead as standard which saves fitting teams valuable time on every installation, as well as a full range of sub-cills which make it easy to install in almost any property."

With IconiK, AluK proudly boasts that it has achieved the minimalist design that retail buyers want alongside a raft of fabricator and fitter friendly features, but without any compromises being made on performance, functionality or sustainability.

In terms of thermal performance, for instance, the new door easily meets the requirements of Part L, with fully accredited test results and transparent performance figures all calculated to the EN14351 and BFRG sizes. Double glazed using Ug 1.0 W/m²K glass, the IconiK achieves U-Values of 1.3W/m²K and triple glazed it achieves U-Values of just 1.0W/m²K. Crucially, these figures are achieved without any requirement



for fabricators to fit insulating foams and with all PVC eliminated from the product, ensuring that IconiK delivers true cradle-to-cradle recyclability.

When it comes to functionality, updated compact rollers mean the door opens smoothly and slides effortlessly with panels up to 130kg, and there is even a new half roller available which eliminates the need for a floating mullion. There is also multi-point locking as standard with optional shoot bolts for full PAS24/SBD accreditation.

Available in both open in and open out configurations and with maximum 2400 x 1200 panel sizes, and with the option to configure it as a French door

for maximum sales opportunities. Russell Yates, MD commented: "Aluminium bifolds are still on lots of buyers' wish lists and our BSF70 remains one of our best-selling products, but the market has been consistently undermined over recent years by suppliers underselling their own products. With IconiK, we've tackled that head on and created a brand-new system which is cost effective to fabricate and install, but easily justifies its price tag with slimmer frames, larger glass to frame ratios, effortless opening and minimal visible hardware. We think that's a winning combination for our customers."

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glazesafe founder expands unique solution for installers working at height

stronghold-anchor.com 01992 302133

A revolutionary safety system for the fenestration industry has had a major update that will increase capability and flexibility for installers working at height.

Stronghold, already known as a smarter, safer alternative to scaffolding, can now be deployed across openings up to 5m wide, from 3.7m previously, and used by three trained engineers at the same time, an increase from two.

These latest improvements will mean installation companies can take on more complex, large-span jobs faster and more cost-effectively, without compromising safety.

"We're always asking, how can we make our products better for installation companies and fitters? This latest version of Stronghold answers that," said Daniel Cheddie, the founder of Glazesafe and the designer behind both Stronghold and Sashmate.

"It's now suitable for a wider range of jobs, allows more engineers to work safely together, and cuts install times - all while improving profit margins."



Stronghold requires no drilling, no fixings, and causes no damage to the property. Designed to be assembled quickly inside the building, it creates secure anchor points for harnesses and allows engineers to move freely and safely at height.

It's fully adjustable, compact enough to fit in a van, and can be assembled in under 10 minutes, ideal for high rise window/glazing repairs and replacements, emergency call-outs, limited access properties, or cost-sensitive jobs where traditional scaffolding just doesn't make sense.

Daniel, who began his career on the tools and understands first-hand the challenges faced by both installers, when working at height, and installation businesses when looking at profit margin, added: "Stronghold isn't a wholesale replacement for scaffolding, it's a smart, specialist tool designed for those difficult-to-access, high-rise or tight-margin jobs at height where traditional access methods fall short, that has proven on many occasions to save companies thousands on scaffold in the process."

manufacturing manager

jade-eng.co.uk

Jade, the industry's key supplier of tooling and engineering solutions, has made an important strategic appointment - Tony West has joined the company in the role of manufacturing manager.

After five years as operations manager with precision tool maker Cogsdill, and further years spent as an application engineer, Tony's knowledge and experience will allow him to oversee production

operations, drive efficiency and support Jade's continued growth.

"Jade has an excellent reputation in engineering circles, and I am very pleased to be able to join the company and contribute towards the continuing growth of the business," said Tony. "Our aim is to strengthen the already robust manufacturing foundations to bring greater reassurance to Jade customers in the delivery of their window and door fabrication solutions."

"Tony is an excellent addition to our management team, bringing with him much needed expertise in workflows and processes to help us better manage our overall manufacturing output," said Jade's Managing Director Gareth Davies. "He is already making a significant impact on efficiencies and inspiring the team to make improvements."



finalist

haffnerltd.com

Haffner has been named a finalist in the Machinery Innovation category at the G25 Awards, the fourth consecutive year the company has been recognised for its contribution to fabrication machinery excellence.

Matt Thomas, Haffner's Managing Director, said: "We work hard to develop machinery that helps fabricators enhance quality, increase productivity and reduce costs. Award recognition such as this is a welcome endorsement of our approach, and we're proud to have achieved four consecutive shortlists."

This year, Haffner has been nominated for its SL8-FF-TR 8 Head CNC Welding Machine, the only machine in the world capable of seamlessly welding

all four corners of a PVC-U frame, along with two seamless timber-effect transoms, simultaneously in a single cycle. The process eliminates the need for cleaning or retouching, allowing fabricators to deliver consistently high-quality windows with improved efficiency and cost-effectiveness.

The SL8-FF-TR is the result of a multi-million-pound investment by Haffner and Graf Synergy and has already been well received by fabricators across the market.

As a leading UK supplier of fabrication machinery, Haffner works with fabricators of every size to deliver advanced solutions that support growth and long-term competitiveness. Its portfolio includes new machinery from Haffner, Fom Industrie and Graf Synergy.

With four consecutive G Award nominations and two previous wins, Haffner's consistent recognition underlines its position as a trusted partner and a driving force in the future of machinery design for the fenestration industry.



Now in its 21st year, the G Awards remain one of the most respected events in the UK glass and glazing industry, celebrating innovation and achievement across the sector. Winners will be announced on Friday 28 November 2025 at the London Hilton on Park Lane.

Matt concluded: "The G Awards is always a highlight of the year and an opportunity to celebrate achievement and connect with colleagues and friends across the industry. It's inspiring to see the sector continuing to innovate and drive standards forward. We wish all this year's finalists the very best of luck."



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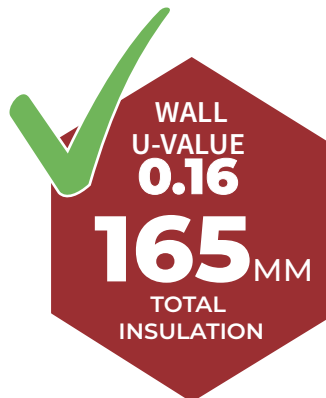
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ak touch secure now available nationwide with seven-day windows

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Kenricks has extended the reach of its popular AK Touch Secure smart door lock, which is now available nationwide through Seven-day Windows' trusted trade depot network.

Commenting on the new product introduction, Seven-day Windows, said: "We are pleased to make the AK Touch Secure available through our depots nationwide. Installers are increasingly looking for smart, secure and easy-to-fit solutions, and this product ticks every box. It's a perfect addition to our door range from Universal Composite Doors and reflects our ongoing commitment to bringing the latest innovation to the trade."

AK Touch Secure delivers advanced security with effortless convenience. With Wi-Fi and Bluetooth connectivity, real-time in-app notifications and seamless integration with Alexa and Google Assistant, the popular smart door lock has been



designed to meet the demands of today's homeowners. The smart lock fits virtually any door handle and can be installed in minutes, making it a fast and practical solution for both new and retrofit projects.

Andy Meakin, National Sales and Marketing Manager at Kenricks, said: "Seven-day has built a strong reputation as the first-choice supplier for trade installers, combining the benefits of a nationwide network with local expertise. Partnering with them ensures that the smart door lock is available to installers right on their doorstep, supported by the service and technical advice Seven-day is known for."

Seven-day has been supplying the trade since 1995, offering complete window, door and conservatory supply together with expert local service, storage, scrappage and marketing support.

By adding the lock to its product portfolio, Seven-day is giving installers across the UK access to the very latest in smart door security with the confidence of a trusted, local supplier.

With multiple access options including fingerprint touchpad, encrypted key fob, secure keypad, app control and a traditional key override, AK Touch Secure gives end users total flexibility and a modern, connected way to manage entry to their homes. Through the dedicated app, they can lock or unlock remotely, view real-time access logs and set temporary or scheduled permissions, making it ideal for family living, holiday lets or service access.

With a shared focus on innovation and service, Kenricks and Seven-day are bringing a next-generation door security solution to the mainstream trade market. For installers, it's a simple and profitable upgrade into the future of smart living.

reshaping fabrication with the sl8-ff-tr

haffnerltd.com

A new machine collaboration between Haffner and Graf Synergy has delivered a machine that fundamentally reshapes the way fabrication is carried out, and gives fabricators the ability to increase efficiency, reduce costs and deliver products with a premium finish.

The new SL8-FF-TR 8 Head CNC Welding Machine is the only machine in the world capable of seamlessly welding all four corners of a PVC-U frame, along with two timber-effect transoms, in a single automated cycle and all without any manual cleaning or retouching.

Matt Thomas, Managing Director at Haffner, said: "Traditional welding and cleaning lines have served the industry well for years, but they come with

inherent inefficiencies. They're large, require significant factory space, involve multiple operators and extra time to manually clean and touch up finished corner and transom welds. The SL8-FF-TR changes all of that." By condensing what was previously a complex, multi-step operation into a single, compact machine, the SL8-FF-TR streamlines production dramatically, delivering huge time and labour savings. A fully welded and finished frame is ready in under 150 seconds, with just one operator required. Furthermore, because it's a single machine, it frees up valuable factory space, allowing fabricators to increase output without the need for costly expansions or additional equipment.

Quality of finish is also dramatically enhanced. The seamless welds and mechanical-jointing effect give frames a clean, refined appearance that closely replicates the aesthetics of traditional timber joints. For fabricators competing in the growing flush sash and heritage-style markets, this premium aesthetic provides a clear competitive advantage. Plus, by removing the need for sprue removal and other post-weld finishing processes, the machine reduces consumable use and lowers ongoing operating costs



too. The SL8-FF-TR is already delivering for Haffner customers. Early adopters of the machine have reported throughput increases of at least 50%, reductions in labour requirements of up to 75% and operating expense savings of around 30%. In one installation, a single SL8-FF-TR replaced a traditional line that occupied 120m² of space, freeing up 95m² for other high-value operations.

Matt concluded: "What excites me most about this machine is the new opportunities it creates. It allows fabricators to scale up production, move into high-margin product lines and differentiate themselves in an increasingly competitive market. It's not just a step forward in welding technology, but a reinvention of the entire process."

fit for fenestration

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Lohmann is a quietly formidable company with its strength not only in its technical competence, but in its service ethos and its ability to move fast and precisely. Lohmann doesn't just sell adhesive tapes, it delivers solutions through full bonding, sealing, insulating and conversion capability that meet the very exacting demands of the fenestration sector.

This global company offers a broad portfolio of bonding solutions that are highly relevant to fenestration: Flexible and durable foams and foam-

based tapes used for weather sealing, sound insulation, and structural gaps; pressure sensitive adhesives, both single- and double-sided, offered based on the requirements of the bond (glass-to-frame; frame-to-mullion; glass to decorative cladding; sealants to metal).

At the heart of the company's success are the people. Lohmann has built a culture of innovation and collaboration. Its leadership team is committed to pushing the envelope from R&D through to quality assurance, coatings, and converting. In terms of service, Lohmann continues to stand out by offering an end-to-end supply chain, promoted, managed and delivered by a global workforce committed to offering relevant solutions and exceptional service levels.

Lohmann is more than an adhesive company: it's a systems partner. Its history, culture, and technical strength provide a backbone of service and innovation that few in its market can match. For the



fenestration sector, Lohmann offers not just high-quality materials (tapes, foams, adhesives, laminates) but the conversion flexibility, engineering support, testing capability, sustainability roadmap and regional presence that help manufacturers build better windows, doors and façades — more energy efficient, weather-resistant, durable and compliant.

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ADVANCED SEALED UNITS

is ai eliminating the pr function?

A few years ago, as AI was beginning to make its presence felt in the wider workplace, I have to admit I was cynical (also known as concerned for my job!) – primarily because words are the tools of my trade, and I was understandably concerned about the impact on my industry.

Today my mindset is completely different.

Indeed, it is a tool that I use daily. It's not replaced me. But it has massively increased the versatility and scope of what I can offer. Whereas before I was concerned that companies would simply be able to run PR and social media campaigns through AI, thereby eliminating my own input. The reality is that there is more demand than ever to ensure the quality and consistency of the work is achieved.

The more I understood the agility of AI, the more I realised that to take campaigns further and higher, it needs to be manipulated by someone who knows what they are doing within the application of a PR campaign.

We are inundated with the need to fill space with content. When I first started in the PR game 35 years ago, we had print media and broadcast media. It may have been split into B2B and B2C, but you learnt your niche and excelled accordingly.

Over the last decade or so we have had an explosion in media channels. All of which need their own unique application of content to make it viable and relevant. Today, if you are not doing all of the following, you risk opening up space for your competitors to step in, because they will definitely be there!

Social media Trade press Websites Email Newsletters Advertising

Every single one of these platforms combine together to strengthen your own online presence and make you more easily searchable by your own target audience. The opportunities are endless, and it needs a strong and focussed approach to make sure those opportunities are not missed. That needs to come from somewhere, and it needs to be coordinated.

PR plays a significant role in leading that coordination in the tone and quality of the information that is relayed. As long form content, it gives you the space to evolve ideas and deepen ideas and explanations around your product or service. It can set the course of thinking, highlighting relevancy and impact. A PR strategist will lay this out with genuine authority, ensuring that your tone of voice and brand identity remains strong and recognisable, setting you apart from your competitors. After this, AI can play its role in repurposing the information into bite sized chunks for sharing across other platforms. But it needs quality control

VAST PR has always prided itself on the quality of the work it sends to the trade press – strong stories, balanced debate, cited examples, 'considered content', rather than fluff and puff. We are adept at sniffing out what it is that makes a story different and exciting and then crafting that into a narrative that relates to the target audience. It is this pursuit of excellence that lays the foundation for all work going forward, even if it is generated through AI.

If you feed AI bullst, it will feed out bulls**t.**

When it comes to content, you need to feed in excellence to bring out the excellence.

The way in which PR distributes articles and stories may have changed significantly since I first started, but the foundational importance remains – the quality of the written word. AI will never replace that human element, and a good PR practitioner will ensure that quality remains the driver behind everything, whether AI generated or not.

vastpr.co.uk

VASTPR
SPREADING YOUR WORD

Kate Ashley-Norman
Director



safeguard glazing supplies purchases sparklike laser portable 2.2

inagas.co.uk 01442 832764

Inagas, the official distributor of Sparklike products in the UK and Ireland, is delighted to announce that SafeGuard Glazing Supplies has purchased the Sparklike Laser Portable 2.2, to support their continued efforts to provide customers with complete confidence in product performance, across their entire range.

Simon Welsh, Operations Director at SafeGuard explains: "SafeGuard has always placed quality and reliability at the heart of its operations. For many years, the company has relied on Inagas equipment to deliver consistent results – from manual gas filling systems on the shop floor through to the Sparklike Handheld device for regular quality checks. This trusted relationship has enabled us to maintain the very highest standards in gas-filled units and to deliver confidence to its customers.

"As demand in the glazing market has evolved, so too has the complexity of the products being manufactured. Increasing volumes of laminated units, triple glazing, thicker specifications, and coated glasses cannot be tested using the Handheld device. This meant that, despite our commitment to quality, certain products could not be independently verified for gas concentration.

"To address this, we turned again to our long-standing partner, Inagas, and invested in the Sparklike Laser Portable 2.2. This advanced device now allows us to test almost any type of insulating glass unit for gas concentration, providing complete visibility across the entire product range. For our customers, this means guaranteed compliance, absolute confidence in performance, and reassurance that every unit supplied meets the highest possible standards. We knew that being "blind" on a significant proportion of our product mix was not acceptable and having always strived to supply the very best quality, the investment into the Sparklike Laser Portable was an essential purchase.

"The investment also forms part of a wider capital programme at SafeGuard, which includes the installation of a new Best Makina sealed unit line with gas press, a Bottero 548L combi automatic laminate cutting table arriving in December, and a second Best Makina sealed unit line with gas press scheduled for January 2026. With gas filling becoming increasingly automated, the Sparklike Laser Portable ensures that these processes remain perfectly calibrated and capable of delivering the consistency that customers demand. By combining our drive for excellence with Inagas' trusted expertise, this latest step ensures that we both continue to set the benchmark for quality in the glazing sector."

Chris Kemp, Sales Director at Inagas concludes: "SafeGuard is the perfect example of a manufacturer putting their customers at the heart of every business decision they make. Their commitment to quality and compliance across their entire product range is second to none and their purchase of the Sparklike Laser Portable 2.2 proves this fact. As the glazing industry is placed under increasing scrutiny to deliver on expectations, companies like SafeGuard are setting the standards – and setting them high! We're pleased to have played a part in supporting them with their offline gas filling and gas measuring needs to date and we look forward to continuing that support into the future. We wish them every success with their ongoing growth and development."



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modplan invests to further expand production capacity

modplan.co.uk

Trade fabricator Modplan has announced the purchase of a new Supercut 6 Machining Centre from Avantek Machinery, marking the latest in a series of strategic investments designed to support the company's continued growth and expand its production capacity.

The new Supercut 6 provides fully automated, high-precision cutting and machining, enabling Modplan to increase efficiency, consistency and output across its fabrication plants. This latest investment underpins Modplan's long-term strategy of combining advanced manufacturing technology with its strong partnership ethos.

Heidi Sachs, MD at Modplan, said: "Investment in the latest manufacturing technology is central to maintaining the high standards our customers expect from us. The Supercut 6 will further streamline our production processes, helping us to deliver volume premium-quality products more efficiently and with even greater precision. It's another



example of our ongoing commitment to future-proofing our business and supporting our growing network of trade partners."

The Supercut 6, supplied by Avantek Machinery, represents the next generation in automated cutting and machining. Its advanced features include intelligent control systems and rapid changeover capabilities, making it ideal for high-volume, multi-profile production environments such as Modplan's.

With over 50 years at the forefront of the trade fenestration sector, Modplan continues to invest in its people, processes and technology to ensure it remains a trusted partner for trade installers across the UK. This latest investment further strengthens the company's ability to deliver outstanding quality, service and

reliability. Heidi concluded: "At Modplan, we believe that growth is built on continuous improvement. Every investment we make is about enhancing the value we deliver to our customers, both today and for the future."

Modplan manufactures a comprehensive range of window, door and conservatory products for its growing customer base. Its partnership approach delivers marketing, technical and training support that helps installers build stronger, more successful businesses.

Its sustained programme of investment and innovation ensures the business remains future-ready, a testament to the enduring values that have driven its success for more than five decades.

mila expands range with stylish handle and matching escutcheon

milasecure.com

Mila has added a new contemporary option to its Supa™ stainless steel hardware range: the Town Lever on Rose door handle and cylinder escutcheon – a sleek, ergonomic solution for modern exterior doors.

Designed to integrate seamlessly with the Supa stainless steel and Harbour ranges for a consistent, professional look, the range is available in three suited premium finishes – Brushed Stainless, Polished Stainless, and Polished PVD Gold Stainless. All are manufactured from high-grade stainless steel

The Supa™ Town Lever on Rose handle is designed for the inside of an exterior door and pairs perfectly with Supa™ Pull Bars (sold separately) for a stylish, practical entrance. When fitted with a Yale AutoEngage Lock (sold separately) with a 20mm faceplate, the door automatically secures from the outside when closed, allowing safe exit from within and effortless key entry.

The handle includes a hidden fixing plate that anchors it adjacent to the lock backset, providing a strong, durable fit without relying on surface screws that can pull out – especially important for composite or softwood doors.

The matching escutcheon neatly houses the cylinder on both sides, and for maximum security, Mila recommends upgrading to a Yale Platinum 3-Star Cylinder (sold separately). Suitable for both left and right-handed doors, the sprung lever ensures a smooth return to 90°, eliminating any risk of handle sag for a consistently refined look and feel.

Engineered with fabricators in mind, the solution is designed for quick and reliable fitting. The handle exceeds industry requirements, with over



1,000 hours of salt spray testing – far beyond BS EN 1670 Grade 5. It also meets BS EN 1906:2012 testing for durability, strength, and performance, offers 100kg axial strength, 30Nm rotational force, and comes with a 25-year guarantee.

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“

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”

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carl f groupco expands smart locking portfolio with tedee solutions

carlfgroupco.co.uk

Independent hardware supplier Carl F Groupco has further strengthened its smart product offering with the addition of Tedee smart locking solutions, giving customers more ways to meet growing demand for keyless security.

Owen Coop, CEO of Carl F Groupco, said: "Our aim is always to ensure our range reflects current market trends in this dynamic industry. Smart locking solutions are a major growth area at

the moment, and by adding Tedee products to our portfolio we are giving customers more opportunities to capitalise on this demand." The Tedee PRO Smart Lock Bundle with Modular Cylinder offers seamless keyless entry and complete control over door access. The bundle includes the Tedee PRO Smart Lock, an elegant solution that offers ultra-quiet operation, fast locking, auto-lock/unlock and full app control all with bank-level security encryption. It also includes the Modular Cylinder, an adjustable, high-security cylinder that is compatible with most European door types and ensures perfect alignment and smooth smart lock performance.

Owen commented: "The Tedee PRO Bundle offers effortless smart access and strong security all in one elegant package. It's perfect for a wide range of applications including modern homes, commercial properties and Airbnbs."

The Tedee GO2 provides an impressive retrofit smart lock solution, sliding over an existing European



cylinder and securing with just three screws. Installation takes only minutes, bringing keyless convenience within easy reach.

Owen added: "The Tedee GO2 is an exceptionally simple yet effective smart locking solution for anyone wanting to experience the benefits of keyless operation."

The Tedee products join other leading smart locking solutions in the Carl F Groupco range, including options from Yale, FUHR and Kenrick.

Owen noted: "Our experienced inhouse team are always on hand to discuss our smart locking range and help our customers choose the solution that's right for them. As an independent hardware supplier, we're uniquely positioned to offer impartial advice and tailored support."

With the addition of Tedee's cutting-edge technology, Carl F Groupco further cements its position as a forward-thinking hardware supplier and trusted smart security partner.

letter to the editor

At HSA Glass, we take pride in crafting premium double-glazed units to exacting standards.

Based in the West Midlands, serving Telford, Shrewsbury, and the surrounding areas, our team brings together over 150 years of collective expertise in the industry. This depth of experience ensures that every unit we produce meets the highest levels of precision and quality—getting it right the first time, every time.

We proudly cater not only to UPVC companies but also to high-end joinery firms who demand flawless results. With our state-of-the-art laminating cutting

table and a comprehensive stock of 6.8 clear laminated glass and 6.4 soft-coat laminated glass, we can deliver an exceptionally fast turnaround—sometimes in as little as 15 minutes. In addition, we offer a tailored cut-to-size laminated service, giving our customers maximum flexibility to meet their project needs.

Celebrating 3 Incredible Years – September 2025

This month, we are delighted to mark three years of HSA Glass. Starting a new business is never easy, but through hard work, dedication, and an unwavering commitment to quality, the journey has been nothing short of remarkable.

From day one, our vision was clear: to grow quickly but never compromise on the high standards we hold as a team. Week by week, month by month, we've honored that promise. We've expanded when

needed, invested in the best machinery, and today stand proud with over 150 years of combined industry experience within our team.

Our success has also been made possible thanks to the invaluable support of our suppliers and partners. A special thank you goes to Ultra Toughened for their continued reliability, and to Lutley Windows Ltd, whose partnership has been instrumental in our growth. Without your trust and ongoing support, none of this would have been possible.

We're also proud to say that HSA Glass is now the largest manufacturer of triple-glazed units in the West Midlands, and we are quickly becoming one of the region's leading suppliers of double-glazed units too.

On behalf of everyone at HSA Glass—thank you for being part of our journey. Here's to the next chapter. Best regards, Matthew Price

future products invests in haffner sba-4 profile machining centre

haffnerltd.com

Trade fabricator Future Products has further strengthened its manufacturing output with the purchase of a new SBA-4 Profile Machining Centre from Haffner.

Stuart Bower, MD at Future Products, said: "The SBA-4 represents the latest step in our ongoing commitment to manufacturing advancement. This cutting-edge machine will allow us to expand our capabilities and further improve efficiency, enabling us to produce an additional 25–30 door frames per hour."

Impressively, the machine was installed at Future Products' 67,000 sq. ft state-of-the-art Nottinghamshire facility in less than six weeks. Stuart



added: "The service from Haffner was excellent from start to finish. The whole process from order to installation was quick and efficient and the machine is already delivering on our investment."

The SBA-4 has evolved through many years of working experience and is the ideal solution for cutting and machining PVC-U profiles. Its heavy-duty design and top-quality construction ensure years of trouble-free processing, while the robust Beckhoff control system offers intuitive programming and seamless operation.

Matt Thomas, MD at Haffner, commented: "The SBA-4 Profile Machining Centre is a powerhouse of a machine that gives the Future Products team what they need to boost productivity and enhance their manufacturing output."

With over 40 years of experience, Future Products manufactures composite doors alongside PVC-U windows, doors, patios and conservatories for the trade. The company has built a strong reputation for exceptional product quality and outstanding customer service, supporting trade customers, builders and installers nationwide. The addition of the SBA-4 to its manufacturing set-up equips the team to continue to maintain its consistently high standards and service.

Stuart concluded: "We take great pride in our heritage, our skilled team and our dedication to embracing innovation. The SBA-4 is a perfect example of how we continue to invest in advanced machine technology to deliver excellence for our customers."



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GET IN TOUCH

ak touch secure demonstrates its impressive security credentials

kenricks.co.uk

The AK Touch Secure™ smart lock from Kenrick has once again underlined its outstanding security credentials, achieving Secured by Design accreditation and IASME IoT Cyber Assurance Level Two, the highest level available under the Secure Connected Device scheme.

Andy Meakin, Sales and Marketing Manager at Kenrick, said: "Consumers rightly want to be confident that their smart home technologies are secure and safe from attack. With these new accreditations, they can be assured that the AK Touch Secure meets the most demanding security criteria."

The Police Preferred Specification from Secured by Design confirms that

the smart lock has been tested to rigorous security standards and certified by an independent body accredited by the United Kingdom Accreditation Service (UKAS). The Secure Connected Device accreditation, overseen by Secured by Design and cybersecurity certification company IASME, recognises products that meet high levels of cybersecurity.

Achieving IASME IoT Cyber Assurance Level Two demonstrates that the AK Touch Secure not only complies with but exceeds current government required standards. Andy added: "By investing IASME IoT Cyber Assurance Level Two testing we can continue to enhance the AK Touch Secure™ and provide the strong protection our brand is known for."

With these latest accreditations, the AK Touch Secure is fast becoming one of the industry's go-to smart door locking solutions. Compatible with any door handle fitted with a Kenrick 3 Star Locking Cylinder, it can be installed in minutes without major modifications. The lock can be operated via touch-sensitive technology, a secure keypad, or voice control with Google Home or Alexa, with the reassurance of a manual key override. Its dedicated app offers remote locking and unlocking, real-time



status checks, access logs and the option to grant temporary timed access – ideal for Airbnb hosts or contractors.

As the number of cyberattacks on Internet of Things (IoT) devices continues to rise with attacks doubling to 1.51 billion globally between 2020 and 2021¹ robustly accredited solutions such as the AK Touch Secure

are more important than ever. By choosing the smart lock, installers and homeowners can be confident they are investing in a smart lock designed to withstand both digital and physical threats.

¹ Source: Kaspersky

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