



Artwork

Direct Mail

Enhanced Benefits

Marketing Support

PR

Technical Support

Nationwide Delivery

Kitemarks

Website

Premium Brands

Independent Network

INSTALLER PARTNER

Online Ordering

Secured by Design

Approved Installers

10 year Guarantee

HR Support

Quality Processes

Brochures

Account Management

Sales Tools

Social Media

Work with Glazerite

See the difference

Choice :: Confidence :: Support
FOR A GREAT INSTALLER PARTNERSHIP

GLAZERITE
UK Group Limited

Building a business we can all be proud of

As the largest fabricator and supplier of VEKA UK Group products to trade, we have gained a reputation to be proud of. This hasn't come lightly in such a competitive industry, but through a commitment to deliver on our core values. By adding value we have found our position at the forefront of the industry.

From the early days in 1999 John Hewitt and Jason Thompson had a clear vision for their new venture. This was to excel in service and product quality, which they felt was missing from the existing suppliers of trade windows and doors.

This vision is still intrinsic in the values of the business today. Facing some of the toughest years in the industry, the business has grown from strength to strength. This has been achieved by delivering on our core values:

Choice in products

Providing the most comprehensive range of VEKA and Halo products along with many other leading brands including Solidor, Residence 9, Warmcore, Imagine and Palladio. From our sites in Wellingborough, Bolton, Bristol and Peterborough we offer one of the broadest product ranges in the industry whilst guaranteeing excellent lead times. Our portfolio includes a wide range of uPVC windows and doors, including vertical sliding sash, fully reversible, tilt and turn systems, swing and slide doors, tilt and slide, in-line patio, bi-folding doors, composite doors, flood doors and conservatories.

Confidence in performance

The expectation to receive a quality product that lasts is essentially a standard requirement today. When working with Glazerite you can be assured that all products are manufactured to required standards and kitemarks. The confidence we have in our products is further demonstrated by our comprehensive 10 year guarantee, including all hardware.

In an industry where security is a prerequisite our products meet all the required minimum standards. For added peace of mind in refurbishment projects or to meet building regulations in new builds we can also upgrade many of our products to Secured by Design.

Support for our partners

From specification help and support for each project through to nationwide delivery to any site, we offer an unrivalled level of service at every point. Our installers have all the confidence they need to sell our products and assure customers of their investment. All Glazerite installers have access to the expertise and experience of our team across a wide range of business disciplines including Human Resources, IT, Accounting and Marketing.

By building successful partnerships with our suppliers and customers, we'll all benefit...giving us the strength and capabilities to grow within our market.

Supply partners we can rely upon

Building lasting supply partnerships with high end brands is an essential part of our offering. With a host of guarantees and additional benefits with many of these market leading products, our installers find this gives them the edge when talking to customers.

A profile supplier that's a cut above the rest

The VEKA UK Group have pioneered the design and manufacture of window and door systems in the UK for over 30 years. By continually investing in their products, VEKA profile systems are now one of the most technically advanced on the market. With a 10 year guarantee on all products, once fitted they will last for many years to come. As part of the VEKA Group, they have a worldwide reputation for delivery of high quality and innovative products to the glazing industry.

In the UK they have taken a leading role in reshaping the industry into one that consumers can have confidence in and want to do business with. Network VEKA was founded by a few fabricators and installers who realised that they would earn the trust of homeowners if they could uphold the strict high standards of quality, training and guarantees that the organisation is now well known for. Network VEKA has now evolved into the Independent Network, with a strong plan and vision to grow the brand and raise the profile in the mind of consumers.

With an extensive product portfolio

In addition to the vast range available through VEKA we work with a host of well known brands to give you one of the most comprehensive product ranges in the industry:

SOLIDOR

Timber core composite doors

WARMCORE

Aluminium bi-folding doors and windows

RESIDENCE 9

Flush sash window system

FAB & FIX

Suited range of colour
Co-ordinated hardware

MACO

Market leading locking systems

IMAGINE

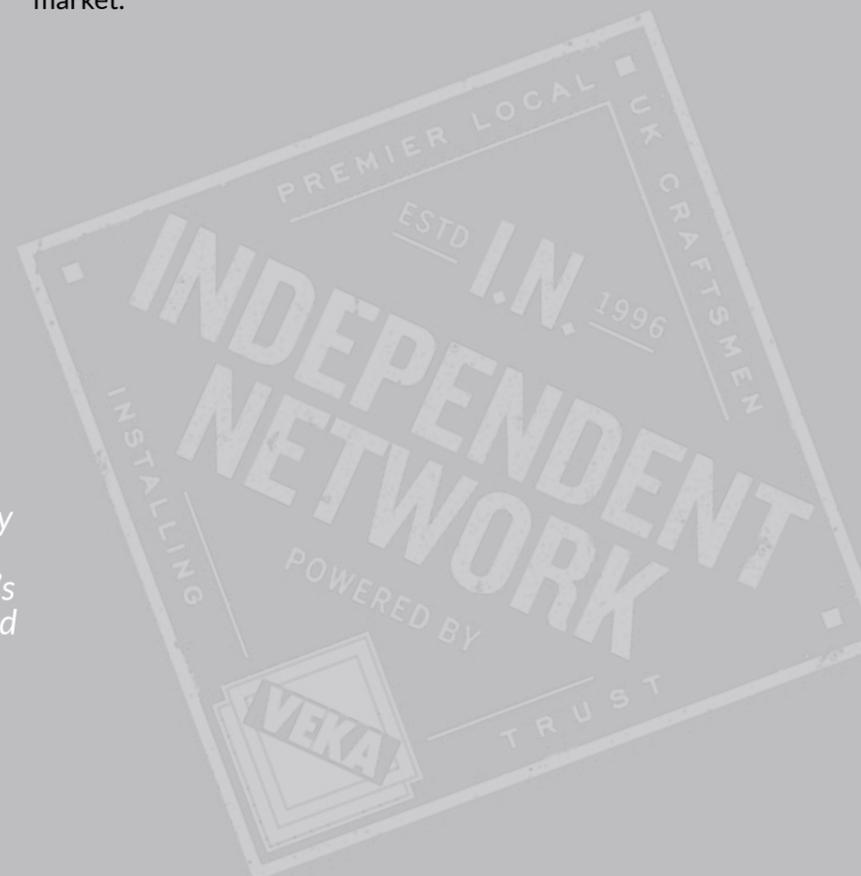
Range of door systems from VEKA

ULTION

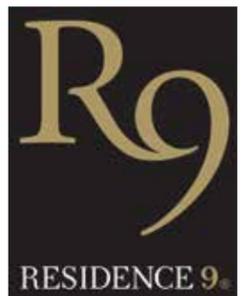
3-Star sold secure diamond accredited cylinder

PALLADIO

Unique monocoque composite door



“Independent network, is the new identity of Network VEKA, a seal of approval to help homeowners easily identify the UK's premier independent craftsmen endorsed by the world's largest system company, committed to their 20 years heritage of installing trust for homeowners.”



Choice in the products we supply

With one of the most comprehensive product ranges in the industry at your disposal, you are perfectly positioned to offer a solution to suit every customer's needs.

Choice in systems

With access to 7 profile systems, including M70, FS70, Rustique, System 10, Infinity, Residence and WarmCore. From Bevelled or Sculptured to uPVC or Aluminium, our installers are perfectly positioned to supply to all required specifications.

Many of our frames are custom built to exacting customer requirements, so for those awkward non standard jobs, you don't have to miss out.

All products can be complemented and designed to complete customer requirements with our suite of hardware to meet all tastes and needs. Ensuring your customers have all the choice they need for their new purchase.

Premium brands from industry leaders

We only choose to work with the best brands in the industry. You can be confident of the quality of our products which will last for years to come.

- SOLIDOR
- WARMCORE
- RESIDENCE 9
- FAB & FIX
- MACO
- IMAGINE
- ULTION
- PALLADIO

A great portfolio with some great enhanced benefits your customers will recognise.

Reliable nationwide delivery

Occupying over 120,000 square foot of modern production and administration facilities throughout our sites in the Midlands, East, South West and North West. We are perfectly set up to manufacture and technically support each and every customer.

Through our fleet of well-maintained vehicles, we make over 120 deliveries each day, offering a national delivery, wherever you're based in the UK.

With over 900 colour combinations for VEKA and Halo you'll find a perfect match for all tastes. You can even choose a different colour for the outside of the frame to the interior, to match their decor.

Bevelled or sculptured

A++ energy ratings achievable

30 foil options as standard

Confidence in performance for years to come

Our products are manufactured to a wide range of standards to suit every installation, with optional upgrades where needed.

Quality built in to our business

From manufacturing right through to administrative areas quality is ingrained in everything we do. We operate to ISO 9001 across the group, with aligned processes and procedures throughout all areas.

Our barcode scanning system gives us full traceability of a product through its entire life from production right through to delivery.

With a 10 year guarantee across all products, you can have confidence in the fact that we are not just saying the right things, we are doing them and ensuring that our products will continue to perform in the future.

Accreditations

As standard our products are manufactured to BS7412 and accredited by Bluesky certification.

BS7412 Licence no: PGPW-001
PAS 24 Doors Licence no: PESD-001
PAS 24 Windows Licence no: PESW-001

Many of our products can be upgraded easily to PAS 24 for the ultimate security specification.



Energy ratings

All VEKA windows manufactured by Glazerite, in either FS70 or M70 achieve the minimum requirement of 1.6 or less, even with full metal reinforcing where required to meet current building regulations.

When buying glazed windows from Glazerite, we supply certification and marketing literature for WER (Window Energy Rating) and DSER (DoorSet Energy Rating) for A++, A+, A, B or C.

Alternatively by joining the Assure Ratings Register you will be able to produce your own WER & DSER A++, to C personalised certificates. You will receive your own calculator by choosing this route you can also use your own supplier of sealed units (if required).



Secured by Design

Our products can be manufactured to Secured by Design. This is a well recognised mark with homeowners and gives them the confidence that we can meet the highest security standards required by the police and guaranteeing compliance with Document Q.

Simply specify Secured by Design on orders for the following products:

- Casement and tilt and turn windows
- Vertical sliding sash windows
- Single doors - Part M compliant
- Composite doors - Part M compliant
- French doors - Part M compliant
- Bi-folding doors - Part M compliant
- Patio doors



Confidence to differentiate your business

Our quality suppliers provide a raft of enhanced benefits to help you differentiate from the competition and close the sale.

Ultion £1000 guarantee

Millions of doors in the UK can be opened quietly in under 10 seconds with normal tools. Even the most secure multi-point hook mechanisms are disabled when the cylinder lock is snapped.

This is why our doors are fitted with Ultion, which has been rigorously tested, nothing beats ultion, not even the finest 3 star locks. Making it the UK's best and most secure lock.

If an intruder snaps Ultion and breaks into your home, Ultion will pay you £1000 (free registration).

MACO SecurePlus

Security is probably the key priority for homeowners in buying new windows and doors, offering the MACO SecurePlus scheme to customers gives a wealth of guarantees and assurances for peace of mind.

Our products are supplied with MACO hardware, as a Glazerite customer you can sign up to become a member and offer your customers some great additional benefits. Broadly speaking signing up to the scheme means you have a great after sale package to offer the customer for complete reassurance. Not everyone has access to the scheme, so it could be one of the factors that helps you to win a job.

ERA Guarantee

ERA have been designing and manufacturing the door and window hardware that secures Britain's homes for over 175 years. With all that knowledge and experience built into their innovative products, ERA has become the expert's choice for high quality, reliable security solutions.

The confidence in their product performance is demonstrated through one of the most comprehensive home security guarantees, with benefits worth up to £5,000 if the components fail. The ERA five star guarantee applies to our Vertical sliding sash windows, Imagine doors & WarmCore doors.

Planitherm Installer Network

Planitherm is Europe's best selling range of high performance low-emissivity glass (low-E), incorporating the very latest advancements in thermally insulating glass coating technology.

The installer network is open to Glazerite customers, purchasing glazed products and offers a number of benefits which can be used with your customers during the sales process. Energy efficiency is a key priority for most homeowners today and this is a great feature to relate to in your sales process. Planitherm promote the brand and awareness of energy efficiency heavily to homeowners.



Support for our partners... Be part of a bigger company

Running a business is tough, but with the backing of a major industry player you can really take your business into a new league. We work with our partners to build a marketing plan that will grow their business for a healthy future. From technical assistance and support in specification to delivering quotes and orders through our online ordering system, we can give you the help, support and tools to win those jobs.

ONLINE ORDERING

Our online ordering systems can be used to quote your customers and place your orders with us. Using the online ordering system brings many benefits:

Improved efficiencies

Saving time and resources from duplicating paperwork.

Reduced errors

Using the system reducing manual writing errors.

Tailored for your business

Any discounting and pricing structures and all your business information can be included in the system.

Branded paperwork

Your logos and branding can be applied to any paperwork reaching your customers, quotes, confirmations, invoices.

TECHNICAL SUPPORT

In an industry where legislation, standards and regulations are constantly under review it's important to get the right information. Our sales team are always on hand to respond to any queries to give the appropriate advice.

More often than not, our customers are faced with challenging installations and this requires our team of experts to deliver an effective solution. We are with our partners every step of the way from specification to installation.

The added reassurance of our 10 year guarantee gives the ultimate confidence that we are here to support you and your customers for the future.

BUSINESS SUPPORT

Resourcing and advice for some business functions can prove costly. As a Glazerite partner you'll have access to the following areas of our business who can provide you with help and support:

- Human Resources
- Sales
- Marketing
- IT
- Accounts

With all the business fundamentals in hand, you can concentrate on the areas you need to for your business.

All of this support comes with a wealth of industry experience, you can be confident that the advice and support you receive will be right for your business.

MARKETING SUPPORT

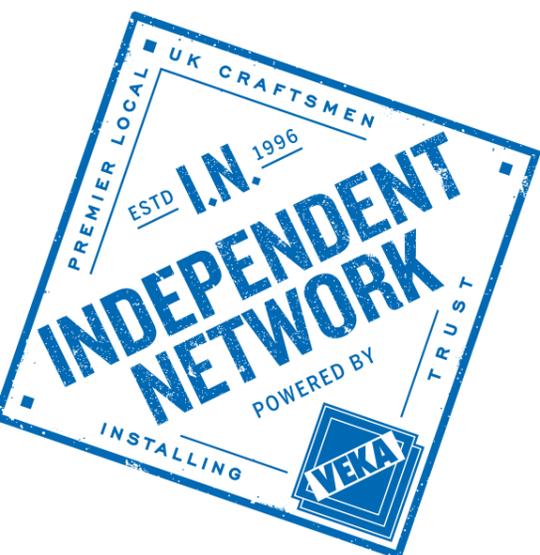
We pride ourselves on working with our installers to offer a comprehensive marketing support package which will help build their business. The level of support given is dependent upon the needs of your business, but the following tools are readily available and can be implemented for your business fairly easily.

Mobile friendly website

All businesses need to have an online presence to survive nowadays. Even if most of your business comes through word of mouth, much of this is fuelled by what is found online. We can build you a mobile friendly website with your branding and content. If you already have a website we can help you to develop the content.

Getting social

Social media also plays a big part in businesses now and we can work with you to define the appropriate channels for your customers and build relevant content.



The Independent Network has replaced the long standing Network VEKA. With 20 years in the industry it's certainly given the opportunity to form a set of fundamentals to raise the standards for installers. Members of the network do things differently, great quality products, no hard sell and a clean and efficient installation from a local installer.

All the customer needs... with a significant marketing investment to promote the brand, this is a great time to become a member.



Talking to your customers

Traditional marketing materials are still important to customers. We have a range of retail focused brochures to assist you in talking to your customers.

We also have a sales presenter tool which can be built and branded for your business. You can use this to talk through your products and services with your customers.

Our History

1999

Glazerite founded by John Hewitt and Jason Thompson based in a 1000sq ft factory in Wellingborough, Northamptonshire.

2002

Joined Network VEKA and expanded premises, manufacturing 250 frames per week.

2004

Moved to larger premises with an investment of £700k in plant and machinery, manufacturing 375 frames per week.

2006

Launched on-line quoting and ordering, a comprehensive 10 year guarantee including sealed units and hardware, with a further investment of £1million in plant and machinery.

2008

Accredited with ISO9001 & BS7412, achieved BFRC 'A' Rated Window and manufacturing over 1000 frames per week.

2009

Launched the Composite Door range and Glazerite Windows South West opens in Avonmouth, manufacturing 1200 frames per week.

2010

Moved to current headquarters, £750k invested in plant and machinery. Achieved Secured by Design and Glazerite Windows North West Opens in Bolton with an investment of £500k in an automated manufacturing facility.

2011

VEKA Infinity launched and first recycled windows installed into a domestic property, awarded the Think 3e Green Footprint in recognition of control and use of recycled materials in the process of window manufacturing. Launched in partnership with MACO the MACO Secure Plus scheme to provide installers with added value. Manufacturing 1800 frames per week.

2012

Became VEKA plc's largest UK trade fabricator manufacturing 2200 frames per week with an annual turnover of £15million.

2013

Glazerite exhibits at its first trade show - FITShow.

2014

Broke £100million in sales. Accredited with Secured by Design on Composite and French Doors with Part M threshold.

2015

Glazerite made the stock exchange top 1000 companies to inspire 'Britain' list.

2016

Acquisition of City Beads Ltd and capacity increase to 3800 frames per week.

The Glazerite UK Group Ltd Formed.

2017

New specials division for manufacture of Vertical Sliders, Imagine Bi-fold, Patio, Warmcore Windows and Doors and Residence 9.

Joint venture with Flood Angel to offer flood doors to Glazerite installers with exclusive partnership.

All details and information contained within this publication were correct at the time of production.

The Glazerite UK Group Ltd reserves the right to amend without prior notice.

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