

FIT and raring to show



Lister trade Frames of Stoke on Trent is said to be making steady progress with its FIT Show plans.

"The industry has needed a showcase for some time and the FIT Show is certainly generating a buzz.

That's why we didn't think twice about getting involved," said marketing manager, Daniel Shaw. "A trade show is an invaluable way of getting in front of key decision makers and meeting new prospects."

However Lister's will be looking to use the FIT Show to establish new trading partnerships rather than simply showing off its wares.

"We have a long and proud tradition of working closely with our customers and that's what has stood us in such good stead over the years," remarked Daniel. "We do have an enormous range of products using different materials to show to the installers but Lister's are about much more than just products. The FIT Show will give us the opportunity to really talk to new prospects and show them how much we differ from most other fabricators and how we share our success with our trade partners."

Height safety videos

The Access Industry Forum (AIF), as part of its commitment to ensuring safe work at height, has released five new videos for the popular Video Toolbox Talks (VTT) series. Given by a range of the Forum's member organisations, the talks offer expert advice on using a wide variety of work at height equipment.

Toolbox Talks run for around 10 minutes and include an online test to ensure that viewers have understood their content. These tests have been useful for

authenticating knowledge, as a 'pass' can be printed out when they are successfully completed.

The new videos were created to address topical issues in key areas, outlining subjects in need of improvement and responding to calls for information from within the industry.

Neil Tomlinson, director of the AIF, said: "These talks come from industry-specific experts, with every member organisation well versed in the issues relating to their fields. Previous Toolbox Talks have proven particularly effective in allowing



contractors and clients to keep up to date with the latest industry developments, and these videos are useful to anyone who works at height."

Toolbox Talks can be viewed at: www.accessindustryforum.org.uk/vtt.htm

Marching east



The Glass Systems Group, one of the UK's largest independent sealed unit manufacturers, is said to be successfully expanding its customer base to include the east of England. Glass Systems already has 30 customers in the area it supplies to on a regular basis, and managing director, Alan Atkinson, anticipates this number is set to increase.

He commented: "Historically Glass Systems has not ventured into the eastern side of England. However following the sad demise of major sealed unit manufacturer, Uniglaze 2, a gap has been left in the market which prompted us take the next step of our expansion."

Ex-director of Uniglaze 2, Mervyn Raby, who joined Glass Systems last November, is spearheading the expansion. Mervyn will ensure the transition into this new area and the establishment of the new facility runs smoothly and will continue to oversee existing customers as well as helping support new ones.

Alan concluded: "In difficult economic times we continue to invest in, and expand our business. We have seen major expansion and growth at Climate, our conservatory roof division, and Glass Systems Direct, over the last 18 months and the establishment of a new facility to cover the eastern side of England is the next logical step.

"The move into these new areas will allow an increasing customer base to benefit from the quality, level of service and attention to detail that Glass Systems' existing customers have come to expect over the last 25 years."

China exhibit

Bystronic glass will exhibit its entry model for industrial insulating glass production at this year's China Glass trade fair (24-27 May) in Beijing. The comfort'line is said to offer high quality manufacturing for gas-filled insulating glass units at an excellent cost/performance ratio.

During the live demonstrations, visitors to the trade fair will be able to reassure themselves that working with the line is reliable, quick and precise while also gaining an ideal entry into the field of industrial insulating glass production.

Bystronic glass will also provide an overview of the product range in the specialist field of architectural glass as well as the pre-processing of automotive glass and will provide insights into the technologies.

Streamlining sales



Phoenix Door Panels has amalgamated its PVC-U door panels and composite door administration functions under one roof at its Somersham headquarters to improve communications with its growing customer base.

Composite door customer services will remain at its composite manufacturing facility in nearby Bluntisham. This will be

headed up by Natalie Evans. Natalie will be liaising with customers on any product queries which may arise after delivery and she will also co-ordinate the two Phoenix service engineers.

Haydon Statham, national sales manager at Phoenix Door Panels, said February's move was prompted by the company's sustained growth in both markets and reinforces its position as one of the UK's largest composite door and PVC-U panel manufacturers specialising in the domestic replacement door market.

He commented: "Our decision to streamline our sales and order processing functions in one place was driven by our continuing growth in line with the latest industry research forecasts for a rising composite door market. It gives us the ability to respond faster to customer requirements, further enhancing our already excellent customer service."