

# Glass marching east

The Glass Systems Group is expanding its customer base to include the East of England. Glass Systems already has customers in the area they supply on a regular basis, and managing director Alan Atkinson expects this number is set to increase. "Historically Glass Systems has not ventured into the eastern side of England," he said. 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. "Short term customers in East Anglia are being serviced from our existing factory in South Wales, but we have already made a significant investment in plant and machinery, and this business will switch to our new production facility in the area in the coming months. "The expansion is being spearheaded by ex-director of Uniglaze 2, Mervyn Raby, who joined Glass Systems last November. 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. "We established something similar with Glass Systems Direct, one of our group companies, five years ago, and the principle in East Anglia will be the same. "While a separate company, the new venture in East Anglia will benefit from the advantages, knowledge and expertise of our group."



## Software for Glass and Windows



**{Added|value}** Amount added to the value of a product or service (definition acc. to dictionary). For A+W, Added|value is the economic profit which is increased by the use A+W software throughout the company. The user gets a number of clearly measurable benefits: → optimized yield → reduced production costs → shorter throughput times → improved quality → more customer satisfaction. All in all, this adds up to an improvement of results of about 5%.

