



The Insight Data Fabricator and Installer Market Report



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Insight Report

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The Insight Fabricator and Installer Report exists to provide a clear and concise snapshot of window, door and conservatory companies in England, Scotland, Wales and Northern Ireland. The conclusions are based on data collected by the Insight Research team during telephone research calls made to over 14,000 companies on the Insight database.

Elements of the report are supplemented by financial information taken from the latest publicly available set of company accounts, provided to us by a credit reference agency.



As of July 2012 the database consisted of 14,293 window, door and conservatory fabricators and installers.

This report also includes **The Insight 50**, which highlights the 25 largest PVC-U fabricators by turnover and the 25 strongest by net worth.

Snapshot of the Industry



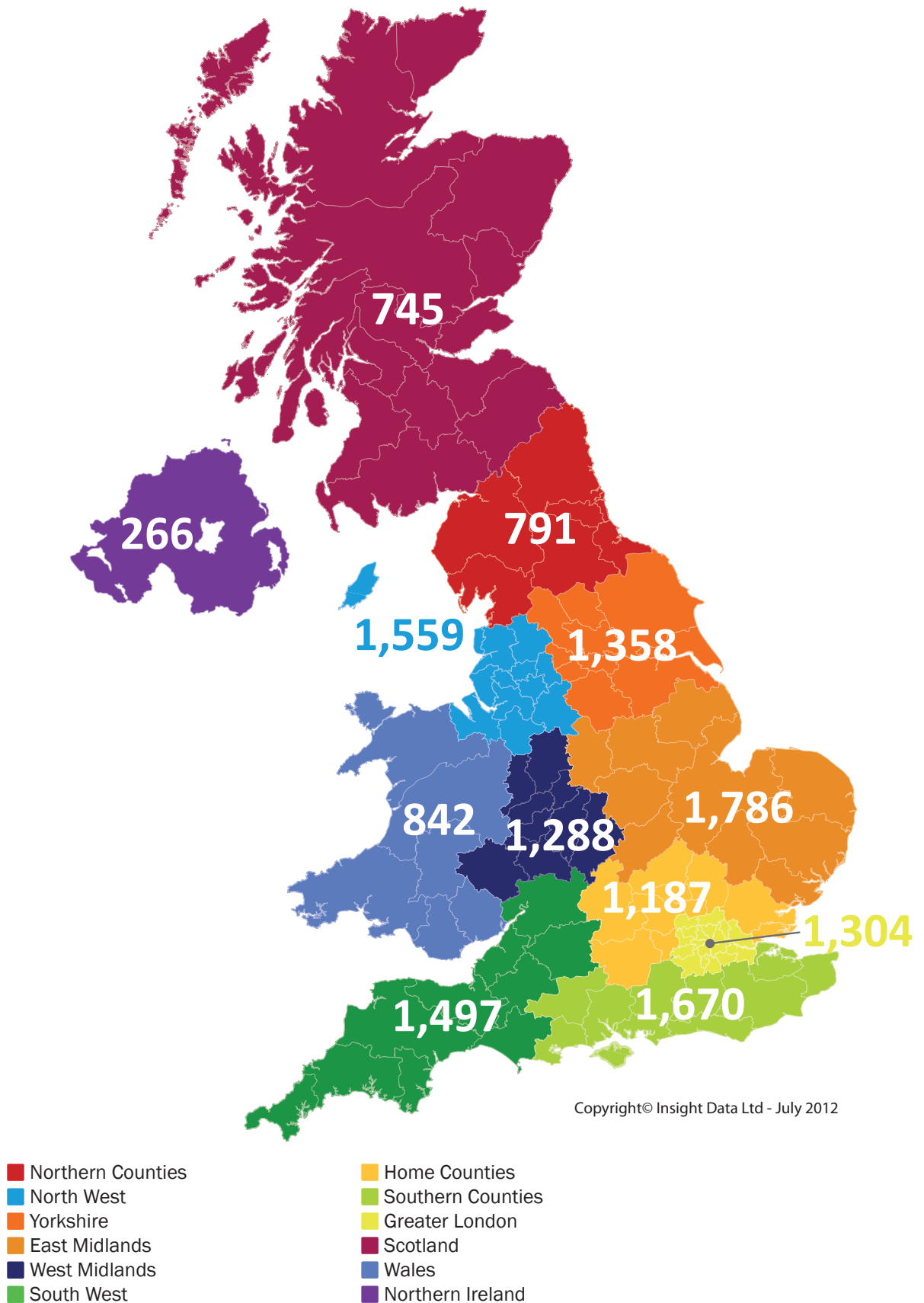
Below is a UK wide representation of the UK Fenestration industry consisting of fabricators and installers of windows, doors and conservatories. The East Midland region has the largest number of companies, but the South East has the largest number of companies per square mile.

The most noticeable factor on the database is the rate of change. The number of companies who have changed details such as address, senior management, contact details, products or operations has accelerated over the last 12 months.



In addition to the rate of change, there is an average of 50 companies per month being removed from the database (retired, ceased trading, liquidation), while approximately 60 new companies per month are being added.

Fabricators & Installers by Region



Fabricators

The number of companies who manufacture windows and doors (all materials) has dropped from 4,560 to 4,209 (7.7%) in the last 12 months, with PVC-U seeing the greatest drop. However this headline figure masks variations in material types, with the number of aluminium fabricators actually rising, particularly among PVC-U fabricators who are introducing aluminium as a second material.

The drop in PVC-U/aluminium conservatory roof fabricators has dropped significantly over the last year from 381 to 322 (15.5%).

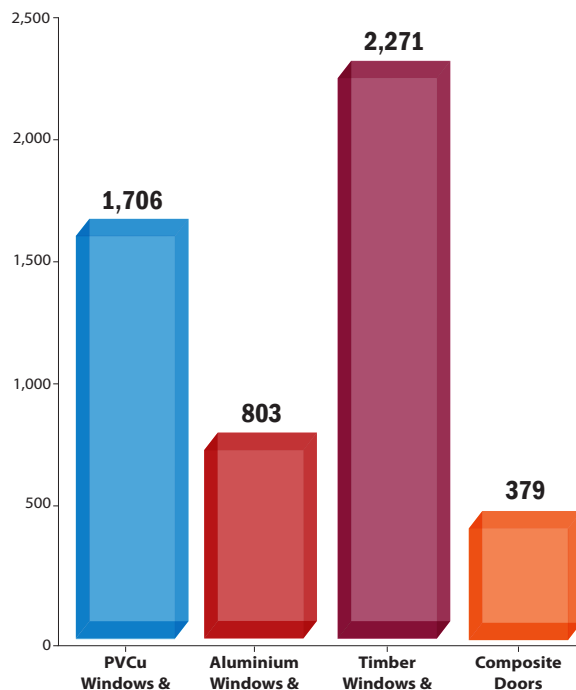
Composite doors continue to be a growth market with the number of fabricators manufacturing this product (full fabrication or using pre-fabricated slabs) increasing from 354 to 379.

There are more timber window and door fabricators than PVC-U or aluminium fabricators. However, these companies tend to be smaller, with the majority of timber fabricators being joinery shops producing bespoke products. There are exceptions, such as Jeld-Wen, who manufacture large volumes with a UK recorded turnover in excess of £100 million.

The chart (*right*) shows the split between materials. There are 4,209 fabricators manufacturing windows and doors, however many companies manufacture

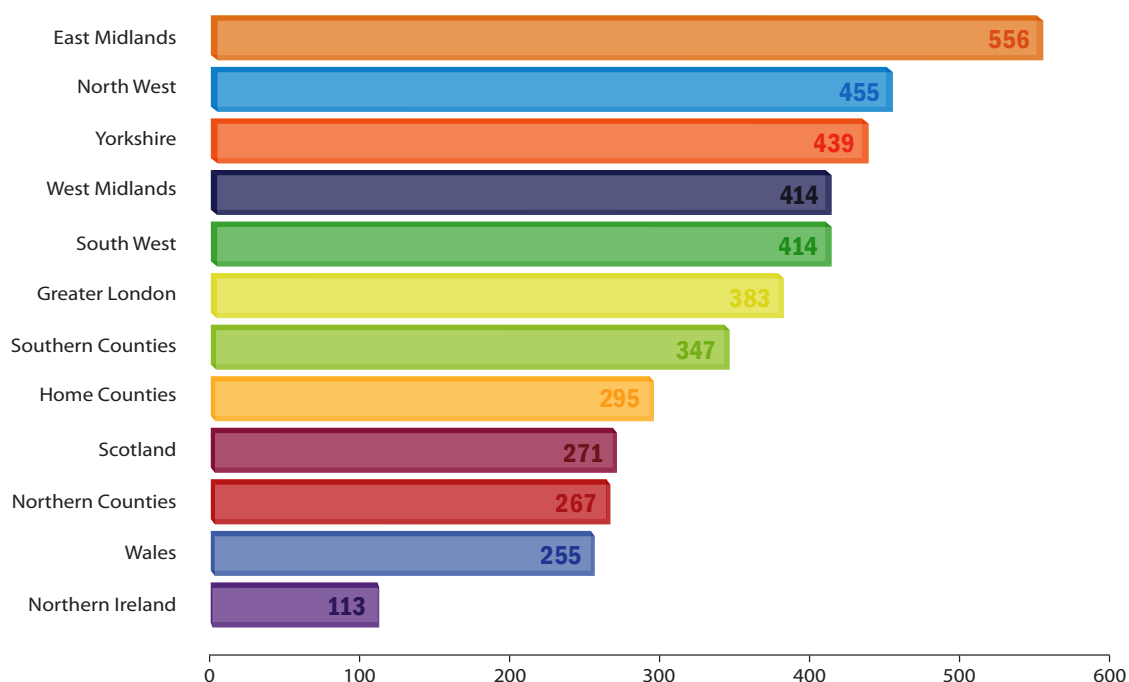
more than one material, hence the figures below appear larger when added together.

UK Window and Door Fabricators



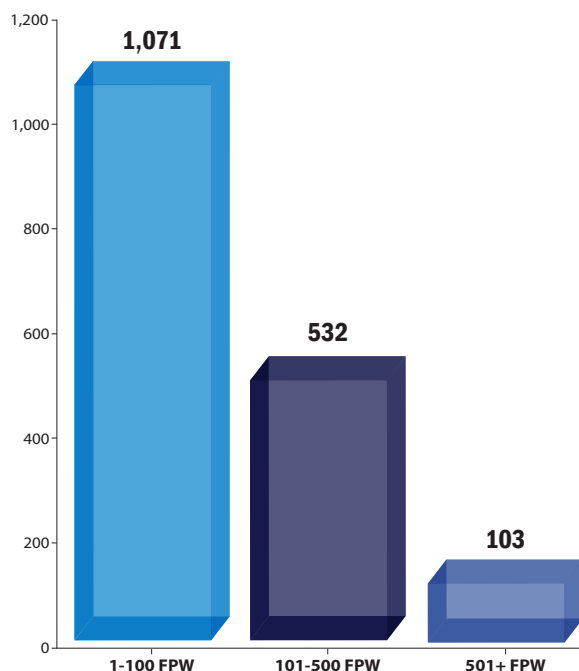
Window/Door fabricators (all materials) by region

East Midlands currently has the greatest number of window and door fabricators with Northern Ireland having the least.



PVC-U Window/Door Fabricators

The number of PVC-U fabricators continues to decline year-on-year. Smaller companies in particular are struggling in the trade and commercial sector, while larger fabricators are gaining economies of scale. The chart below shows the number of current fabricators (July 2012) grouped by volume (1 to 100 frames per week, 101 to 500, and 501 or more).



Installers

Installers are companies who install windows, doors or conservatories. There are 12,127 installers active in the UK, of which 3,375 also fabricate products. The rest buy-in products from a fabricator.

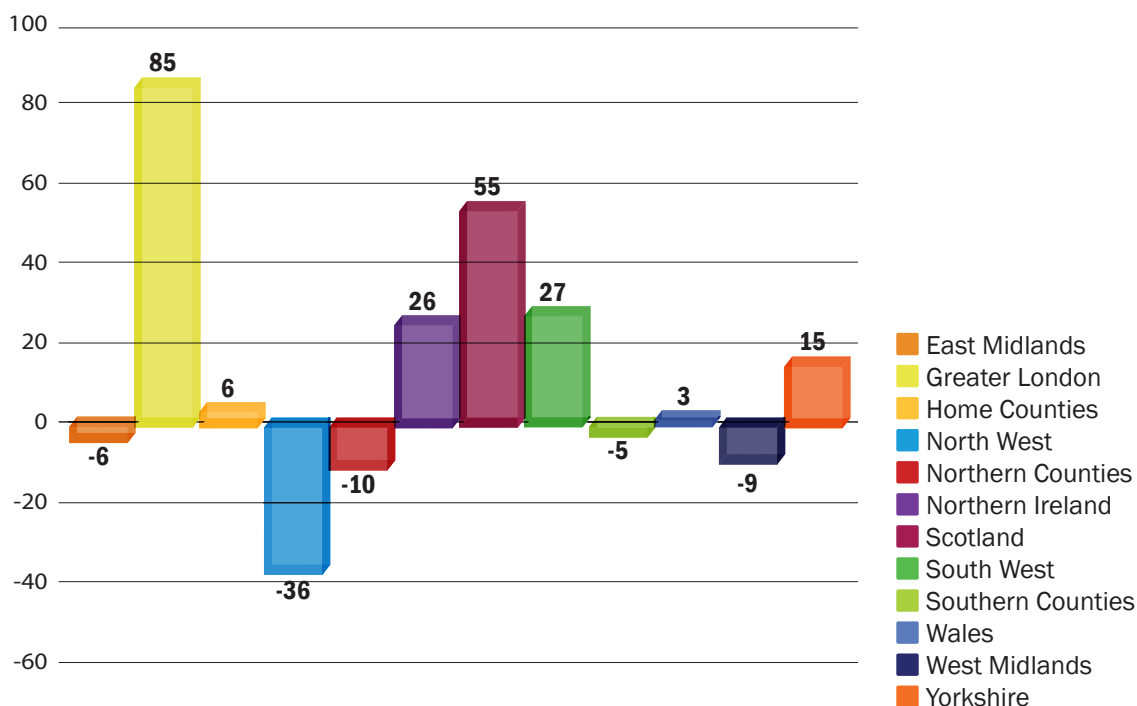
In addition to the 12,127 installers identified in this report, there are a large number of businesses who install windows/doors but are not considered 'double glazing companies' by Insight Data. These businesses include house-builders, main contractors, developers, and a growing number of small builders/local tradesmen active in the building and home improvement sector.

The number of installers has remained stable, with a marginal increase of 1% over the last 12 months. Many installers are now diversifying and offering additional home improvement products such as garage conversions, kitchens, solar and driveways.

Regional developments

The graph below shows the net increase or decrease in window and door installers across the UK, with Greater London seeing the greatest increase and the North West seeing the largest drop in the number of installers.

Net movement of installers regionally across the UK



Conclusions

The Insight Report provides a snapshot of the industry. It is not designed as an in-depth analysis or forecast of volumes.

However, several trends are emerging from the Insight database.

As indicated in the introduction, the rate of change within the industry is increasing; in fact over 1,200 changes are now recorded every month by the Insight research team. Over a six month period 50% of the companies on the database have experienced some change within the business.

What is clear from the Insight research is the increase in niche products, particularly bi-folding doors, composite doors and vertical sliding sash windows.

Fabricators

With a decrease in the number of companies fabricating, and 65% of PVC-U fabricators manufacturing 100 frames per week or less, there is a risk that many will cease PVC-U manufacture altogether.

Aluminium is having a revival, and not just in the commercial sector. The number of domestic/retail installers now offering this alongside PVC-U has increased sharply. This translates into the number of companies manufacturing aluminium, which is increasing. PVC-U fabricators are now offering

aluminium to improve revenue and margins, but with the number of companies who manufacture and install aluminium snowballing, the risk is that further competition will drive down prices and potentially erode PVC-U sales.

Installers

The number of installers has remained fairly static, although there is a clear trend towards diversification. Installers are now offering a much wider range of home improvement products.

Installers face a threat from other sectors. There is a growing number of general home improvement companies and local builders who are now actively promoting windows and doors in addition to their traditional product lines.

In fact, double glazing installers and many local builders are converging in what we call 'morphing'. Double glazing companies are offering garage conversions; kitchen companies are offering windows and doors. Thus the number of companies selling windows and doors will increase in the years ahead.

Innovation

After several years without major product development, the industry is responding to continued difficult trading by investing in Research and Development. Several innovative window and door products have emerged and this looks set to continue.

Insight Top 50 PVC-U Fabricators

The Insight 50 is focused on PVC-U fabricators in the UK. The report assesses information collated from the Insight fabricator and installer database cross-referenced with financial data provided by a credit reference agency.

The report shows the top 25 fabricators by turnover, and the top 25 fabricators by net worth. Where the company has not disclosed sufficient financial information on their annual returns, they are excluded from the report.

The financial data is the publicly available company accounts that represent the latest filed records available to Insight Data as of 30th August 2012.

Market Sectors

Turnover is not necessarily an indication of performance; a domestic/retail fabricator will have a significantly higher turnover to a trade fabricator producing the same volume of frames.

In addition, some companies offer a wider range of products and services but a financial breakdown of these is not available.

There is no clear market sector that is most profitable; the report demonstrates a spread of companies across retail, trade, commercial and new-build markets.

Note: The figures below identify turnover and net worth, but neither reflect a company's profitability.

PVC-U Fabricators ranked by turnover

Rank	Company Name	City	Region	Turnover (£)
1	Anglian Windows Ltd	Norwich	East Midlands	207,989,000
2	Everest Limited	Potters Bar	Greater London	167,740,000
3	Style Group UK Limited	Barnsley	Yorkshire	98,572,164
4	Camden Group Ltd	Antrim	Northern Ireland	39,569,734
5	A & B Glass Company Limited	Sudbury	East Midlands	39,229,345
6	Masco UK Window Group Ltd	Treorchy	Wales	37,532,000
7	Crystal Windows & Doors Limited	Romford	Greater London	26,309,645
8	Sidey Limited	Perth	Scotland	20,522,035
9	Premier Trade Frames Limited	Caerphilly	Wales	19,270,785
10	Nationwide Windows Ltd	Rugby	West Midlands	18,591,099
11	Total Glass Limited	Liverpool	North West	18,495,995
12	YWC Group Limited	Rotherham	Yorkshire	18,135,201
13	Polyframe (Trade) Limited	Halifax	Yorkshire	17,756,564
14	Sovereign Group Limited	Nelson	North West	16,803,147
15	Warmseal Windows (Newcastle) Limited	Newcastle Upon Tyne	Northern Counties	16,059,478
16	C R Smith Glaziers (Dunfermline) Ltd	Dunfermline	Scotland	15,745,670
17	Graham Holmes Astraseal Limited	Wellingborough	East Midlands	15,472,658
18	Affordable Window Systems Limited	Blackpool	North West	15,306,040
19	Customade (UK) Limited	Gloucester	South West	14,673,570
20	CWG Choices Ltd	Corby	East Midlands	14,543,590
21	CMS Enviro Systems Ltd	Cumbernauld	Scotland	14,285,945
22	Tradelink Direct Ltd	Bury St Edmonds	East Midlands	14,126,835
23	John Fredericks Plastics Limited	Huddersfield	Yorkshire	13,509,000
24	Consort Limited	Sutton In Ashfield	East Midlands	12,725,178
25	SEHBAC Limited	Ipswich	East Midlands	12,637,146

PVC-U Fabricators ranked by net worth

Rank	Company Name	City	Region	Net Worth (£)
1	Anglian Windows Ltd	Norwich	East Midlands	61,110,000
2	Style Group UK Limited	Barnsley	Yorkshire	14,342,161
3	Masco UK Window Group Ltd	Treorchy	Wales	10,035,000
4	Crystal Windows & Doors Limited	Romford	Greater London	9,872,714
5	Camden Group Ltd	Antrim	Northern Ireland	8,617,733
6	A & B Glass Company Limited	Sudbury	East Midlands	7,556,422
7	Graham Holmes Astraseal Limited	Wellingborough	East Midlands	7,230,900
8	Tradelink Direct Ltd	Bury St Edmonds	East Midlands	6,339,850
9	Sekura Trade Frames Limited	Tyne & Wear	Northern Counties	5,623,495
10	Cambrian Windows Limited	Pembroke	Wales	5,022,152
11	Solar Windows Ltd	Caerphilly	Wales	4,995,106
12	Premier Trade Frames Limited	Caerphilly	Wales	4,964,580
13	Nova Group Ltd	Altrincham	North West	4,816,401
14	Roundbrand Ltd	Doncaster	Yorkshire	3,985,094
15	McMullan & O'Donnell Limited	Dungannon	Northern Ireland	3,743,990
16	Dunraven Manufacturing Ltd	Bridgend	Wales	3,513,910
17	Consort Limited	Sutton In Ashfield	East Midlands	3,261,812
18	Dempsey Dyer Ltd	Pontefract	Yorkshire	3,144,644
19	Piper Double Glazing Windows Limited	Ramsgate	Southern Counties	3,132,969
20	CWG Choices Ltd	Corby	East Midlands	3,062,744
21	Sash UK Ltd	Barnsley	Yorkshire	2,656,390
22	YWC Group Limited	Rotherham	Yorkshire	2,450,975
23	H Jarvis Limited	Redcar	Northern Counties	2,365,017
24	East Yorkshire Aluminium & Glass Limited	Hull	Yorkshire	2,251,432
25	Swift Frame Limited	Norwich	East Midlands	2,222,943

This report was produced by Insight Data Ltd.

Insight Data is the specialist provider of business prospect data for the fenestration and building industry. The company employs 23 staff and the managing director, Andrew Scott, has 25 years of experience in the glazing industry.

The company is registered as a data controller with the Information Commissioners Office, is a full member of the internationally recognised Direct Marketing Association (DMA), the UK based GGF (Glass and Glazing Federation), and is twice winners of the Government backed Enterprise Agency Business of the Year Awards.



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