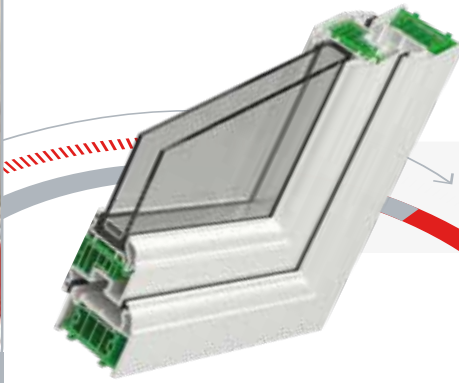


What We Do

The UK's leading MANUFACTURER, DISTRIBUTOR AND RECYCLER OF PVC BUILDING PRODUCTS



Manufacturing expertise

We manufacture both PVC rigid and foam products in our centrally located extrusion facilities.

Sustainable sourcing

We have two recycling facilities which puts recycling at the heart of our operation.

Distribution network

We distribute through our nationwide network.

Total amount of profile produced

45.5k tonnes

Recycled product used in our rigid PVC profile

12.4k tonnes

Number of branches

208

We operate our business through two divisions that reflect the principal routes to market for our products:

PROFILES DIVISION

The Profiles division manufactures extruded rigid PVC profiles and foam PVC products. We make rigid and foam products using virgin PVC compound, the largest component of which is resin. Our rigid products also include recycled PVC compound, produced at our market-leading recycling facilities.

Rigid PVC profiles are sold to third-party fabricators, who produce windows, trims, cavity closer systems, patio doors and conservatories for their customers.

There are broadly four types of fabricator:

- Trade frame - supply finished products to tradesmen or small retail outlets.
- New-build - supply and install the products they make for house builders.
- Commercial - supply and install products used in applications such as office space and education facilities.
- Retail - make products for sale via their own retail operation, which may be a large national business, or a small company servicing the local community. We are not particularly exposed to retail fabricators.

Fabricators have production facilities which are customised to the window or door system they make. As a result, fabricators predominately buy profiles from a single supplier, which in turn creates a stable and loyal customer base.

Foam PVC products are used for roofline and are supplied to customers through our nationwide branch network in the Building Plastics division (see opposite).

All of our manufacturing margin is recorded within the Profiles division, which therefore also benefits from expansion of the branch network.

The Profiles division also includes:

		
Manufacturer of composite and PVC entrance doors	Manufacturer of plastic injection moulded products/services	Recycler of PVC windows

BUILDING PLASTICS DIVISION

The Building Plastics division distributes a range of Eurocell manufactured and branded foam PVC roofline products and Vista doors, as well as third-party manufactured ancillary products. These include sealants, tools and rainwater products, as well as windows fabricated by third parties using products manufactured by the Profiles division.

Distribution is through our national network of over 200 branches to installers, small and independent builders, house builders and nationwide maintenance companies. The branches also sell roofline products to independent wholesalers.

The Building Plastics division also includes:



Supplier of locks and hardware



Ranges of window and door profile



Skypod pitched skylights



Conservatories and Equinox tiled roofs



Fascias, soffits and guttering



Aspect bi folding doors



Traded goods

SEE OUR DIVISIONAL REVIEWS ON PAGES 32 TO 35