

EYG continues to lead the way

While those around are losing their heads, as the saying suggests, the EYG Group continues to report good news.

In the first few weeks of 2009, the glazing, home improvement and conservatory specialist has announced a string of new contracts, primarily in its commercial division.

Some of these projects are taking place in the company's 'back yard' of Hull and East Yorkshire, but the company is involved in several large-scale and high profile developments in other parts of the country.

At the same time, EYG has launched a number of business development initiatives, including a new garage conversion division, which has got off to a flying start, a new showroom near Lincoln and a programme aimed at improving communications between customers, suppliers and head office.

Joint Managing Director, Nick Ward, said: "The UK glazing industry, like so many other sectors, is experiencing very difficult trading conditions and we have seen a number of companies already go to the wall as a result. EYG has been around for more than 30 years and remains a well resourced and financially stable business.

"We understand our sector and our customers' needs and we work hard to deliver on time and within budget. By



adopting these sound business rules, our sales figures, especially in the commercial sector, continue to buck the national trend.

"We may be just a per cent or so ahead of last year's figures but when you consider that the sector generally is falling as much as 30 per cent behind (according to official figures from Fensa), we should all be proud of our performance so far this year."

EYG launches 'Focus on Feedback' to help customers beat the crunch

The EYG Group is launching a new initiative designed to help its thousands of customers and suppliers combat the crunch!

The award winning glazing, home improvement and conservatory specialists want their past and present customers and suppliers to join their **FOCUS ON FEEDBACK** programme intended to improve the quality and frequency of information exchanged between the Group and its business partners.

Joint Managing Director Nick Ward said: "Just about every company operating in the UK manufacturing sector and, as a consequence, the many thousands of smaller supply firms, will be feeling the effects of the credit crunch and it is likely that only the well managed, lean and forward-thinking companies will come out unscathed. At the same time, our customers are also feeling the pinch and they need to know they are getting value for money.

"The EYG Group is bucking the trend. After taking some tough action, including a few redundancies, at the end of last year, we remain fighting fit and our performance ratings and sales figures are standing up very well in an extremely competitive market.

"The trick is not to become complacent. We must continue to manufacture and install the best possible solutions for our clients, especially those in the commercial sector, and to help us do that we are looking for greater feedback from our customers and our suppliers to see if there are any areas where we can make improvements to our products, services and delivery."

Nick said: "**FOCUS ON FEEDBACK** is certainly not just a lip service exercise. This is a serious attempt to sharpen up the communication lines between ourselves and our thousands of customers and suppliers, many of whom are based in the Hull area, so that we can all beat the credit crunch and retain prosperity and jobs in our home city."

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EYG COMMERCIAL has won a string of contracts in recent months and has every reason to be proud. Here are just some of those successes.

NOTTINGHAM

EYG has been awarded a £1.45m contract to supply windows, curtain walling and doors for a new student accommodation complex for the University of Nottingham.

The contract is one of the biggest to be secured by the group's commercial division in the current year and brings the total value of its recent successes to more than £3m.

EYG will undertake the Nottingham project through its Midlands subsidiary, Heatseal, although the design and site management will be carried out by a dedicated team based at the Group's headquarters in Wiltshire Road, Hull. Production workers locally will also benefit as the Hull PVCu and aluminium factories will supply the Nottingham site.

The contract was awarded to EYG by Ocon Construction Limited, design and build contractors and an off-shoot of the Opal Property Group, one of the UK's largest developers in the student accommodation sector.

EYG are supplying grey on white PVCu 'tilt and turn' windows, EYA aluminium curtain walling and commercial entrance doors over a period of 16 months. The company has previously worked with Ocon, supplying windows and doors more than 5,500 bed spaces on similar student developments in Leeds and Sheffield during the past three years.

Bernard Hastie, EYG's major accounts manager, said: "This is yet another feather in the cap of our commercial division. We already have a good working relationship with Ocon, achieved through similar successful projects, but we still had to submit a proposal that met all the client's quality, budget and time-scale requirements.

"The original specification for the Nottingham contract called for aluminium windows but we were able through our value engineering techniques to offer our specially developed grey on white PVCu to reduce costs and to help Ocon secure planning consent from the local authority."

LIVERPOOL

A team of glazing specialists from EYG is close to completing a £700,000-plus contract at Liverpool's John Lennon Airport to help create bedrooms as sound-proofed as a recording studio.

EYG was chosen by design and build contractor SCC Limited, the Stockport-based company specialising in prefabricated modular construction.

Their brief was to provide the glazing for the multi-million pound expansion of the airport, including a new hotel and a futuristic conference centre and where aircraft noise levels were a major factor.

EYG's specialist commercial glazing team has developed a reputation for pioneering the design, manufacture and installation of new systems that help to deal with such matters as excess noise and environmental issues.

At John Lennon Airport, the windows of the new high rise hotel have been acoustically designed to eradicate aircraft noise by using cutting edge technology and through EYG's association with scientists at Bath University.

In these competitive times when companies are constantly looking to save money and improve the environment of their buildings, we have to make sure we keep EYG at the forefront of design and technology as it affects the glazing industry.

EYG also undertook the design and installation of a complex elliptical curtain walling screen which forms the major feature of the development's frontage.

A spokesman for SCC said the brief had been achieved through constant dialogue between the contractor, the architect KKA Limited and design staff from EYG. The developers are Peel Holdings with Bovis Lend Lease acting as Peel's management contractor and the scheme has been taken forward from an original design by architects Leach Rhodes Walker.

HULL

In its home city of Hull, EYG Commercial has just completed a £300,000 contract on the city's flagship apartment building, Freedom Quay.

EYG were appointed to work alongside the main contractor, well known local firm Geo Houlton and Sons Ltd, on the prime waterfront scheme, which consists of 51 apartments built on four floors over ground floor retail outlets, plus a penthouse suite.

We designed, manufactured and installed a range of aluminium windows, commercial doors, shop fronts and fire-rated curtain walling as well as the bespoke glazing to the boatshed roofs, a key feature of the building's design. We also worked very closely with the Houltons team from the initial bid stage right through to contracts being awarded.

A key factor in winning this contract was our commitment to value engineering. This is one of the most important developments along Hull's fast-improving waterfront and everyone at EYG wanted to be part of the project.

The design concept was based on a non-uniform approach to the building's elevations, resulting in the glazing stepping in and out. Some sections cantilever out from the main structure to form glass features which are spectacular when the building is illuminated at night.

Keith Gilson, Houltons' Commercial Director, said: "As principal contractor on this year-long project, it was our responsibility to appoint a contractor we knew would fulfil the contract brief both in terms of quality of product and budget. Houltons have worked with EYG on a number of occasions previously and it was good to have two Hull-based businesses working together on such a landmark development for our home city."

IMMINGHAM

EYG has successfully completed a state-of-the-art glazing system on the new Oasis Academy at Immingham.

The contract, worth around £450,000, included the installation of the latest in windows, curtain walling and doors on one of the most important buildings in the Immingham area.

When finished, the academy will promote involvement with the local community and will have a positive effect on the area as a whole, providing long-term benefits for both adults and young people. As one of a number of similar learning centres in the UK, majoring on Information Technology and extending its opening hours, the Academy will help to set new standards in education.

EYG's major accounts manager, Bernard Hastie, said: "It's always good to be chosen to fulfil a contract on a building that is going to offer so much to local people. The Academy uses a balanced natural ventilation strategy, with air both entering and exhausting via the windows to give greater control over the air flow and temperatures.

"This is yet another example of how we have had to adapt existing products and design and manufacture new products to keep up with the ever increasing environmental demands of today's buildings."

EYG were chosen for this project by the main contractors, GB Building Solutions Ltd.

And elsewhere ...

EYG has been commissioned to supply windows and doors for six new holiday lodges at the KP golf and leisure complex, near Pocklington in East Yorkshire.

The main contractor for these initial six lodges in the Hall Construction group, also of Hull, and their commercial director Neil Symmonds said: "This is a prestigious and almost landmark development and we know EYG have the necessary expertise, products and track record to do the job."

EYG's commercial accounts manager Dennis Barnard said: "We already have an excellent track record in the sport and leisure sector and we see this as a real growth area over the next few years."

Other recent contracts include Bridge Haven, office and commercial space at priory Park, Hull (£120,000), Pocklington School (£28,000) and Hull Central Library (£19,000).

Other recent glazing projects carried out by EYG Commercial include:



Stylish apartments and commercial areas at Putney Bridge, London



Opal Leeds One was a 1,500-bedroom student accommodation complex



This beautiful frontage is the clubhouse of the Whittlebury Park Golf Club, near Silverstone



The new training centre and offices at RAF Coningsby, Lincolnshire



Flying start for EYG Group new garage conversion division

A new garage conversion division launched by the eyg group recorded six-figure sales in its first month.



Introduced to help home owners create much-needed extra space and add value to their property, sales in the new venture topped the £100,000 mark after just four weeks.

Frank Saunders, EYG's Marketing Director, said the results were well ahead of initial projections. He added: "The initiative was launched to coincide with the festive season break when families discuss budgets and home requirements for the year ahead. This year, because of the credit crunch, household costs are top of the agenda.

"We had received requests from existing EYG customers for new ideas on space creation in the home and we were quietly confident that the garage conversion package would be well received and add to our home improvement business in 2009 but we had not predicted such a flying start."

Frank said: "Conservatories remain popular but homeowners can now opt to convert their garage into an integral and more valuable part of the home for use as a study, office, playroom, dining room or an additional bedroom and in most cases planning permission is not required. It's a fact that habitable space is worth more than garage space."

And sales are also up ...

Group sales in the first quarter of the current financial year were higher than in the same period in 2008. Joint Managing Director Nick Ward said this was an exceptional performance, especially as the UK retail glazing and home improvement sector generally was showing a 30 per cent decline, according to official industry statistics.

He added: "EYG is a long established company and people buying windows, conservatories and home improvement packages need to know that the supplier, and therefore their warranties, will still be here in five years time."

In addition to sales to the public - home improvements, conservatories and now garage conversions - the company is a major provider to a wide range of commercial projects.

Mother of four wins £10,000 conservatory

Mum of four Jane Schofield literally jumped for joy when she heard she had won our 2008 Readers' Competition to win a £10,000 conservatory..

Jane's name was the first to be drawn from a pile of around 500 entries submitted during a 12-week competition in the Peterborough Evening Telegraph.

Along with her children Daniel (14), Matthew (12), Rebecca (10) and Thomas (eight), Jane, from Market Deeping, collected her prize documents from EYG's Director of Marketing, Frank Saunders.

Frank said: "This was one of the biggest responses we've had to a Readers' Competition anywhere in the UK. We wanted to emphasise to readers that in these difficult economic times, it is wise to consider adding a conservatory to a house rather than a bricks and mortar extension, which is generally much more costly".



EYG · Wiltshire Road · Dairycoates Industrial Estate · Kingston Upon Hull · HU4 6QQ
Freephone: 0800 181 888 Fax: 01482 565307 Email: info@eygroup.com