

## EYG opens new regional base in Lincolnshire



EYG joint managing director Nick Ward with the Spalding Flower Queen Katie Morton (right) and her deputy Tamsin White.

The EYG Group has opened a new regional installation centre at Spalding in Lincolnshire, serving the East Midlands and South Lincolnshire region.

The move, which represents a total investment of around £500,000, is part of an on-going expansion programme set to continue throughout 2008.

EYG has converted a former car showroom in Commercial Road, Spalding, into a showroom for the public where visitors can inspect a selection of conservatories and choose from a wide selection of doors. Sales staff are on hand to answer any questions while, in the background, our telesales team are busy spreading the EYG message throughout the region.

Around 30 new jobs will be created at Spalding - 10 on site and the rest in the field - bringing the total of full-time staff employed by EYG to around 360.

Spalding joins our existing centres at Scarborough, Nottingham and Cardiff and we have not ruled out plans for further centres in the next year or so. Joint managing director Nick Ward said: "Our main areas of operation are Yorkshire, the North East, Lincolnshire, East Midlands, Derbyshire, Nottinghamshire, London and South Wales and as our share of the market in these regions continues to grow we have to increase our local presence to guarantee a top class service delivery."

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EYG helps to give North Yorkshire schools new light... and celebrates 'full house' in Sheffield.

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Further investment at our Hull headquarters.

# Good news all round for Spalding

As Nick said: "We don't just sell conservatories and home improvement packages. We are now one of the leading providers of total glazing solutions to the commercial sector, working on major projects including housing developments, inner city apartments, student accommodation, office blocks, showrooms and schools.

"Opening a base in Spalding will not only enable us to improve our delivery to the East Midlands and Lincolnshire region, it will help us to expand our business further south."



Tamsin and Katie admire one of our showroom conservatories.



Mel Cook, a member of our Spalding telesales team, gets the full treatment from face painter Helen Clarke, of Sparkle Entertainment.



Natalie Whitbourn our receptionist at Spalding.

# EYG helps to give North Yorkshire schools new light

**School days for tens of thousands of youngsters in North Yorkshire should be a little brighter from now on as a two-year programme of improvement works by EYG comes to an end.**

The company has been working in partnership initially with North Yorkshire County Council and more recently with their management consultants Jacobs UK Ltd to refurbish windows, curtain walling and doors at 19 schools in Ripon, Harrogate, Knaresborough, Whitby, Scarborough, Filey, Malton and Selby.

The work, which began in 2006, has been worth in excess of £780,000 and represents one of our largest projects in the education sector.

EYG's commercial manager Cliff Leach said: "Most people are aware of the EYG name because of the company's excellent track record in domestic glazing and conservatories, but this two-year programme demonstrates that we also have a considerable role to play in working within the public sector."

EYG was invited by NYCC in February 2006 to submit an interest in a partnering arrangement for the window replacement programme and became one of several companies to be appointed in a work-share arrangement. Later that year, the Council appointed Jacobs UK to administer the project from its regional office at Northallerton.



Cliff Leach said: "The original agreement was for one year but this was subsequently extended to cover the financial year to March 2008. During that time, we refurbished either UPVC or aluminium windows, aluminium curtain walling and/or new aluminium doors to 19 schools throughout the North Yorkshire region."

Roger Chapman, Divisional Director Maintenance for the Jacobs UK North Yorkshire team, said: "EYG have provided a speedy and efficient service throughout the duration of the partnership from initial brief to installation and many schools have benefited both from their service and the investment made by NYCC."

## EYG celebrates a 'full house' of university contracts

**EYG Commercial, part of the Hull-based EYG Group, has been successful in winning all four glazing phases amounting to a total contract value of £6.35m on the UK's biggest student accommodation development.**

The announcement represents the biggest single success achieved by the group's commercial division and confirms EYG's position as one of the UK's fastest growing glazing specialists.

EYG's joint managing director Nick Ward described the news as 'a magnificent achievement at a time when the general construction sector is finding life tough. To win some of the work on this prestigious development was important but for us

to win all four glazing contracts has been a huge boost for our team'.

The work is being undertaken on the £160m project to build and manage a new student village for the University of Sheffield. EYG have been selected as the glazing supplier by Bovis Lend Lease, the construction partner on the development.

Located close to the University's campus, a total of 38 separate blocks will provide a high standard of student accommodation to match Sheffield's state-of-the-art research and teaching facilities. Together with the refurbishment of existing premises, the new 'village' will cater for up to 4,200 students.

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The first phase of construction is due to be handed over in September, this year, with the construction project due to be completed in the autumn of 2009.

Bernard Hastie, of EYG's commercial division, said EYG's task involves the design, fabrication and installation of the aluminium windows, all curtain walling and manual and automatic entrance doors.

He added: "Our window design was crucial to the effective management of the ventilation strategy and the Technal FXi 46 Centre Pivot was selected as the ideal design solution. The centre pivot afforded an equal split between incoming and exhaust air and when coupled with the high performance solar glass DGUs the window not only met but exceeded the design specification.

"The curtain walling design had to meet stringent aesthetic requirements from the local planning authority which we were able to satisfy through our own system and by adding

aerofoil horizontal caps with low profile vertical capping and integrated concealed vents."

All the main entrance doors have been produced from EYG's own suites and incorporate electronic strike release locking linked to the entry systems.

At a time when there is uncertainty in the construction industry, EYG's continuing success in the commercial sector is partly due to the company's track record. Having been in business for almost 40 years, the company is regarded as a market leader in providing cost-effective and innovative glazing solutions.

As Nick Ward said: "Our financial stability and our design and installation expertise are essential factors in the client's decision-making process on such large contracts."

## Further investment at our Hull headquarters

**A further £300,000 investment in new machinery and vehicles has been committed to our Hull headquarters as part of our ongoing programme of expansion for 2008 .**

Joint managing director, Nick Ward, said 2008 promised to be a defining year for many in the glazing industry, with EYG planning to increase its share of the domestic and commercial glazing markets.

He added: "In the first few weeks of the year, we saw several well established glazing companies based in other parts of the country go to the wall, but it's our intention to make this a landmark 12 months for EYG.

"Last year, we achieved a new record in conservatory sales and our work in the commercial and public sectors grew substantially.

We can only achieve such success if we continue to invest in the best people, equipment and vehicles. The £300,000 pumped into Hull has helped provide a new heavy goods vehicle and two trailers, additional factory-based machinery, two new vans and improved software for our administration department.

"To help us with this programme of expansion we've also appointed the Hessle-based PR and media specialists, The Public Relations Company, to coordinate our regional and national PR and media campaigns."

TPRC is headed by former Hull Daily Mail and Yorkshire Post journalist Mike Stathers who welcomes any ideas for articles for use in 'VIEWPOINT'. Mike can be contacted on (01482) 647575 or by email at [mike@tprc.co.uk](mailto:mike@tprc.co.uk).



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