

## The industry's most productive marketing initiative is here!

# CHAPARENS

Working with and for companies in the glazing supply chain for mutual benefit

Producing the best solutions for compliance with Building Regulations...

## **Link Vent 4000**

One of Glazpart's award winning range of trickle vents



New product of the year -Link Vent 4000 Window component of the year



Window component of the year 2022





Welcome to the Glazpartners supplement, an exclusive publication that highlights the new Glazpartners programme and covers our promotional activity since we launched the initiative in the spring of this year.

s the Glazpartners programme has progressed and gathered momentum in the last six months, we've seen over 40 companies across the glazing supply chain sign up to participate in the marketing initiative. Since launch, one of the most frequently asked questions the Glazpart team faces is, "What is the Glazpartners programme?"

The simple answer: it is Glazpart's free customer loyalty programme which has an array of mutual promotional benefits. However, in reality, it is a bit more complex and even more beneficial for our customers.

The Glazpartners programme allows Glazpart and its customers (companies who value the partnership of working together for mutual benefit) to develop and deliver products to meet the business needs of both companies. Whilst encouraging compliance to best practice and building regulations.

This involves collaboration, discussing issues and challenges and finding the best product solutions to meet not just the building regulations, but also to make life easier for manufacturing, fabricating, transporting, installing finished products and to ensure that homeowners are not just satisfied but delighted.

The Glazpartners concept arose from the challenges our industries face. As we emerged from the pandemic, lockdowns, the leaving of the EU we've seen increasing energy costs and a changing political and economic landscape. As we've endured the last three years, the impact has been considerable, from incoming regulations to materials shortages through to meeting homeowners demands in an increasingly competitive market.

From the difficult times, the Glazpart team all arrived at the conclusion that, working together is now more important than ever to help customers work through the challenges and ensure that product availability and new innovations will always deliver real value to companies aiming to stay ahead of the game.

Being ahead of the curve is one of Glazpart's great strengths. We were well aware of the incoming changes to



Dean Bradley, Sales Director, Glazpart

building regulations in 2022. Years before the legislation changes in Approved Document F for ventilation, we collaborated with our internal technical experts and many of our customers, to find a solution to background ventilation that would ensure not only compliance but also be trade and homeowner friendly.

The result was the introduction of the Link Vent. It has proved a hugely successful product because of its smart design, functionality (easy to install and control), flexibility (available in thousands of colours/finishes) and its availability.

In June 2022, when the changes in building regulations were about to be enacted, Glazpart introduced an additional product to the range with the launch of the Link Vent 4000 for windows and doors for smaller rooms such as bathrooms, kitchens and utility rooms.

Last year, the Link Vent won an award for "Window Component of the Year" at the National Fenestration Awards. No small feat given that Glazpart hadn't come close to winning any awards for 15 years. This year we're already up for three awards and are hoping for even more recognition for both the Link Vent and Glazpartners programme.

#### **Meeting demand**

In 2021, as we followed the government consultations and saw the direction of travel for building regulations, we anticipated the Link Vent orders would increase considerably, so we specified new state of the art machinery to increase capacity. Last year the new plant was delivered to our factory and HQ in Banbury and our capacity has subsequently significantly increased. The Link Vent is now being produced in its thousands each day and we hold healthy stock levels as the orders continue to increase.

Towards the end of last year, we devised the Glazpartners' programme as more and more companies approached us to help them find solutions and to be their one stop injection moulding partner.

We officially launched Glazpartners in May 2023, and have constantly promoted the programme and our customers (Glazpartners) on our website, at events, awards, in the trade media and in social media. In this supplement you will read more of our promotional activity. It's one of main benefits of being a Glazpartner.

If you are interested in becoming a
Glazpartner simply contact your account
manager or visit the Glazpart website
contact page: www.glazpart.com/contactus







### Abacus Agents

>> SINCE 1991, ABACUS AGENTS HAS supplied the Glass and Window trade with a customer base ranging from Sealed Unit Manufacturers, UPVC Aluminium and Timber Window Manufacturers, Installers and Specialist Construction Companies

With a Head Office in Dundee and a Glasgow Branch, Abacus' Agents are perfectly positioned to supply the Scottish and Northern England markets with Glazpart's Link Vent range.

With smart design, easy fitting, and functionality as well as a huge choice (1000s) of colours and decorative finishes it's easy to see why companies are ordering the Link Vent from Abacus Agents.

Karen Haxton, Operations Director commented, "We are pleased to stock and distribute Glazpart's trickle vents and in particular the Link Vent range as more than meets our customers' satisfaction. Not only are products fully compliant, it also is the best designed trickle vents for windows and doors. In addition, the vast selection of colours and finishes and the healthy stock levels Glazpart hold, means we can supply any window or door profile."

### **Emplas**

>> FOR OVER 40 YEARS, EMPLAS HAS grown to become one of the UK's largest and best fabricators of energy efficient and low maintenance windows & doors.

A leading player in the UK, Emplas remains a family run business and works with some of the industry's leading suppliers including Profile 22, Saint-Gobain and ALUK to bring cutting edge innovation to energy efficient door & window fabrication that meets the highest industry standards.

For the last four years, Glazpart has supplied the Link Vent range to Emplas and with the change to Building Regulations (Approved Document F) in June 2022, compliance was easy and seamless.

Kush Patel, Managing Director, Emplas commented, "Our relationship with Glazpart is going from strength to strength. We use the Link Vent range not only to ensure compliance with the new regulations but also because of its smart design, colour choice and easy installation which makes it perfect for our windows and doors."

## The Window Company (Contracts)

>> BASED IN CHELMSFORD, THE WINDOW Company (Contracts) is a multiple award-winner, supplying and installing windows, doors and curtain walling systems in PVC-U, Timber and Aluminium primarily to the social housing and commercial new build

Glazpart, has supplied trickle vents to The Window Company (Contracts) for over ten years. In June 2022, the relationship between the two companies grew even stronger when the Building Regulations (Approved Document F – ventilation) changed.

David Thornton, Chair of The Window Company (Contracts) commented, "We have been applying Glazpart products for many years, so when the regulations came into force last year, it was a very easy process to comply. Every window and door we install now includes the Link Vent. Of all the trickle vents we've ever installed in our windows and doors, the Link Vent is the one that has been the best received by homeowners. It simply ticks every box, aesthetically pleasing, vast colour range, and a smart design that redirects the airflow two ways. It's an absolute winner."

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www.ababcusagents.co.uk

www.emplas.co.uk

www.thewinco.co.uk







### **Polyframe**

>> WITH OVER 25 YEARS OF EXPERIENCE and two state of the art factories, Polyframe is a leading independent fabricator of PVCu windows, doors and conservatories supplying installers throughout the UK and Ireland.

Given its focus on cultivating strong partnerships, it was no surprise, that when the building regulations (Approved Document F – ventilation) changed in June 2022, that Polyframe worked closely with component supplier Glazpart, to install the best trickle ventilation solution for their windows and doors, namely the Link Vent.

Daniel Nutt Head of Customer
Support at Polyframe commented, "As
well as our high-quality products, we
pride ourselves on our strong support
for customers and value the advantages of having first class suppliers
such as Glazpart. We use Glazpart's
Link Vent range for several reasons,
including its compliance with the
building regulations, its compact smart
design and the vast range of colours
and finishes that provides homeowners
with a great choice."

#### **REHAU**

>>> AS ONE THE WORLD'S LEADING systems houses, manufacturing polymer window and door profiles, the REHAU brand is recognised worldwide as an A-list choice for discerning manufacturers, contractors, architects, developers, installers and homeowners.

As well as high-quality profiles, REHAU offers a wide range of window and door solutions including Glazpart's Link Vent range for fabricators, installers and consumers.

Malcolm Taylor, Commercial Product Manager explained the importance of finding a reliable partner, "We looked at several companies for trickle vent supply but chose Glazpart because they are a well renowned brand for both quality and reliability. The sector was facing a bit of crisis when the legislation around ventilation changed last year, so we needed the best solution to supply our fabricators and Glazpart's Link Vent ticked all the boxes. It's easy to install, has a wide range of colours that are matched to our profiles. We now supply the full Link Vent range to our network of fabricators."

### Carl F Groupco

strong customer and supplier relationships. Its long-standing relationships with Europe's most innovative manufacturers. For over five years, Glazpart has supplied Carl F Groupco with trickle vents and with the recent changes to regulations, both companies ensured installers and fabricators UK-wide could get the best possible solution – namely the Link Vent.

John Crittenden, Managing Director, Carl F Groupco commented, "With the changes to building regulations in 2022, it is essential that we stock and distribute the Link Vent range to meet the demands of our customers. The Link Vent offers doesn't just comply with the regulations, it also is one of the most versatile and well-designed trickle vents for windows and doors. We are pleased to have it in our range as it meets both our customers and homeowners' expectations."

www.polyframetrade.com

www.rehau.com/uk-en

www.carlfgroupco.co.uk



autosafe 833



automatic locking via magnets immediately on closing the door with key opening autotronic 834



automatic locking via magnets on closing with key, panic or access control opening multitronic 881



motor driven locking on closing the door with key, panic or access control opening

#### Get in touch and speak to one of our experts today:

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## AND THE WINNER IS...

Following award winning success in 2022, Glazpart will be involved in multiple awards this year in three different sectors – fenestration, construction and plastics.

Iready Glazpart has been nominated by the National Fenestration Awards (NFA) 2023 judging panel for three awards including New Product of the Year' and 'Window Component of the Year' categories, with Dean Bradley, Glazpart Sales Director nominated for the 'Director of the Year' category.

The NFA winners are announced at a Gala event in November but you can vote for Glazpart via the NFA website:
www.fenestrationawards.co.uk/vote

The G-Awards is firmly established as a prestigious forum for recognising and rewarding excellence in the glass and glazing industry. This year's event takes place on Friday 24 November at London's Park Lane Hilton and Glazpart has entered two categories submitting entries for the Link Vent 4000 for 'Product Innovation of the Year' and for 'Component Supplier of the Year'. In the entries, Glazpart has highlighted the success of both the Glazpartners programme and the Link Vent 4000.

Since its launch in June 2022, Glazpart's Link Vent 4000 continues to be ready and available to help companies comply with the changes to the building regulations. Glazpartners from manufacturers, fabricators to installers have found the Link Vent not only to be the best solution for compliance but also easy to install and with the additional benefit of being homeowner friendly – due to its smart design, easy control and vast spectrum of colours/finishes making it easy to blend in with any window colour or design.

Beyond the fenestration sector,
Glazpart has also entered the Link Vent



4000 in product innovation of the year categories with The Plastics Industry Awards and also British Plastics Federation (BPF), Plastics Innovation Awards (PIA). Winners will be announced in November at the respective gala dinners in London.

To further raise the profile of Glazpartners and the Link Vent, Glazpart will also enter the annual Construction Marketing Awards (CMAs), a celebration of marketing talent across the construction and built environment supply chain.

The CMAs reach the broader construction sector of architects, specifiers, construction manufacturers and contractors. With the Gala Dinner held at London Hilton Bankside on 5 December the finalists are shortlisted in October.

#### **GGP Installer Awards 2024**

In addition to entering awards,
Glazpart's participation in awards, also
extends to sponsoring The Glass and
Glazing Products (GGP magazine) Installer
Awards. For 2024, Glazpart is sponsoring
the Installation of the Year – residential
under £20,000

For this award, the judges will be looking for an example of a residential property that has been significantly improved with the addition of new windows and doors, including PVC-U, timber and metal products. Installers will be required to



show proof the project was completed on time and under £20,000.

It promises to be a popular category, and entries are free. For the "Best installation" categories, projects must have been completed from 1 May 2022 to 1 November 2023. The deadline for entering the awards is Friday 10 November 2023. Glazpart encourages all installers to enter GGP's Installer Awards by visiting the website: www.ggpinstallerawards.com

The winners will be announced at a luncheon event at Manchester's Midland Hotel on 14 March 2024.

As part of its promotional plans,
Glazpart will continue to enter and
participate in awards, but with finalists
and winners yet to be announced it is a
case of fingers crossed, but rest assured
any success, promotion and coverage will
not only reflect on Glazpart but also on
Glazpartners.

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## A SUPPORTIVE PARTNERSHIP

>> WITH OVER 25 YEARS OF EXPERIENCE AND two state of the art factories, Polyframe is a leading independent fabricator of PVCu windows, doors and conservatories supplying installers throughout the UK and Ireland.

With heavy investment to ensure that they can supply a comprehensive range of products required for window, door and conservatory installers, Polyframe's strategy is on building customer relationships and supporting them, to be the best they can be. This is supportive approach is clearly in evidence with Polyframe's positive customer focused initiatives such as a suite of marketing materials, an online installer directory, a recycling programme titled "Clearer Green" as well as technical and legislative support.

Given their focus on cultivating strong partnerships, it is no surprise, that when the building regulations (Approved Document F – ventilation) changed in June 2022, that Polyframe worked closely

with component supplier Glazpart, to install the best trickle ventilation solution for their windows and doors, namely the Link Vent.

The 'Link Vent' range sizes include 5000, 4000 and 2500 EQA. Equivalent Area (EQA) is the measure of the vents' airflow performance.

The vents are designed to fully comply with building regulations, Approved document FI (means of ventilation).

The Link Vent follows a clever design that is simple and user-friendly for both opening and closing - the innovative closing action allows the closure plate to be positioned so that it reduces draughts by directing air away from occupants.

The Link Vent 4000 and 5000 closure plate is split to allow for partial (50%) opening and greater ease of opening of the ventilator.

The Link Vent also has rounded ends of the vent and it is available in either screw or clip in fixing types - the design



eliminates the need for end caps whilst the clip fix design (Pawl's) allows for a fast, easy vent installation.

With smart design, easy fitting, and functionality as well as a huge choice of 1000s of colours and decorative finishes, it's easy to see why Polyframe decided to use the Link Vent for their range of PVCu and aluminium windows and doors.

Daniel Nutt, Head of Customer Support at Polyframe commented, "We value the advantages of having first class suppliers such as Glazpart. The Link Vent range not only helps us comply with the building regulations, but its compact smart design and the vast range of colours and finishes, provides homeowners with a great choice."

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## PROMOTING GLAZPARTNERS AT EVENTS

ne of the main Glazpartners benefits is the promotion of their brands and products at industry events. Here are some highlights from the Glazpart events calendar.

#### FIT Show 2023

In May this year at Birmingham NEC, Glazpart exhibited to thousands of visitors as at FIT Show 2023 proved the perfect platform to officially launch the Glazpartners programme.

At FIT Show, Glazpart exhibited an unrivalled window and door display from the UK's best window and door fabricators, systems houses and manufacturers. In addition to the product presentation, Glazpart also included every Glazpartner's logo on large promotional banners.

Dean Bradley, Sales Director of Glazpart explained, "It was great to see some of the highest profile brands from all parts of the industry being promoted as Glazpartners on the Glazpart stand at FIT Show. We asked our Glazpartners to contribute a specifically designed window or door with our award-winning Link Vent installed, for our display area and were delighted to have 35 products on display highlighting the best in the industry."

At FIT Show, many Glazpartners visited the stand to be photographed with their products and other companies not yet Glazpartners visited the stand, expressing an interest in joining the industry's latest marketing initiative that promotes working together for mutual benefit.

#### The Glazing Summit

For three successive years Glazpart has been a sponsor at the Glazing Summit and in 2023, Glazpartners will feature for the first time on the Glazpart stand and within promotional materials.

Taking place on Thursday, October 12 at Edgbaston Stadium, Birmingham, Dean Bradley will share his expertise as a panellist along with some of the leading



companies in the industry discussing the biggest issues facing fenestration.

In last year's Glazing Summit, Glazpart took part in two debates – one on the regulation minefield including the changes to Approved Document F and ventilation and the other on the supply chain and the challenges post-Brexit in getting the essential materials to manufacture and fabricate

These issues are still impacting the industry, though Glazpart's Link Vent range has proved the go-to-solution for the industry's supply chain, as companies comply with the changes to Building Regulations.

Dean Bradley added, "More and more companies are installing the Link Vent as it clearly helps them comply and is homeowner and trade friendly. Thankfully when the regulations changed last year, Glazpart were ready not only with advice and solutions but also physical product. We invested in the machinery to increase our capacity and to ensure we always have stock readily available, so no work is delayed."

The Glazing Summit is one of the industry's major events and with Glazpart's participation and brand firmly aligned, the event is an ideal platform to promote Glazpartners. As part of the mutual promotion this year, every Glazpartner's brand will be displayed on the Glazpart exhibition area with this Glazpartners supplement also being distributed to all visitors.

Andrew Scott, Glazing Summit Founder commented, "Glazpart are huge supporters of the Glazing Summit and I am delighted they are sponsors again for





our 2023 event. It promises to be another packed day of debates and networking opportunities."

#### Interplas 2023

In between Glazing industry specific shows, Glazpart is also exhibiting at Interplas 2023 – which takes place at Birmingham NEC on 26th to 28th September and will feature over 500 exhibitors showcasing the latest innovations in plastics manufacturing processes, technologies, materials, products and services

With an expected visiting audience of over 12,000 trade professionals, Glazpart will not only display its array of products for multiple sectors but also promote the Glazpartners programme, highlighting the benefits and showing how collaborating with customers on product solutions can overcome the many challenges facing businesses.

From regulations to availability to finding trustworthy suppliers may be challenging for many, which is why exhibitions and events are a great stage for Glazpart to share key market intelligence, insights, innovation, solutions and technology.

#### 2025 – A Special Year

In 2025, Glazpart starts celebrating its 40th anniversary and is already planning its events programme to highlight Glazpartners, the programme and related products. With space booked at FIT Show 2025, there will be an even bigger and better product display plus more branding and PR around what promises to be a memorable year for Glazpart and Glazpartners.

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## **CELEBRATING 25 YEARS**

idlands based Rapid Frame - Home of The Formula One Range - is celebrating 25 years of trading this year.

Formula One was launched by Martin Corcoran in 1998 after an extensive career in the fenestration industry.

Martin has said "After 25 years in business, our ethos remains the same - quality manufacturing with quality products makes for a number one business which will continue to grow. We employ a fantastic team with years of industry experience. Our business is

not just about the product but about the people too".

The Formula One Brand was introduced in 2003 having realised that a lot of fabricators sold on profile systems alone. Martin decided to offer something different and created The Formula One Range, registering as a trademark in 2003. This set us apart from other fabricators.

Whilst our Formula One Range was designed originally for our trade customers to sell something unique to their customers, we have leveraged the same brand for homeowners nationwide. Our

trade customers do not conflict with our retailers as we control the brand very carefully. They all share our values of quality, good practice, sustainability, and total customer satisfaction.

All our frames are manufactured using high impact, high performance PVCu. A fully sculptured profile delivers exceptionally clean and slim sightlines and the flexibility and subtlety for use in retail, new build, and commercial sectors. Superior profile with superior components fabricated into customer-specified window and door orders entirely in-house.



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- Manufactured in accordance with ISO
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#### **Tradelink**

>> TRADELINK DIRECT IS A WORLD CLASS manufacturer with over 30 years of experience in supplying a wide range of high-quality windows, doors, sealed units and conservatories to installers throughout the UK.

A shining example of manufacturing excellence, Tradelink continuously looks to improve the overall product quality and excellent customer service. It was no surprise, when the building regulations (Approved Document F – ventilation) changed in June 2022, that Tradelink made sure the team was ahead of the game by ordering the best solution for trickle ventilation, namely the Link Vent from Glazpart.

Kelly Buttriss, Head of Operational Delivery at Tradelink commented, "We are delighted we chose Glazpart's Link Vent range, not only to comply with the new regulations but also because of its smart design and wide range of colours and finishes. It's also an easy product to install; it works for all our window and door profiles across our extensive range."

#### **CWG Choices**

>> CWG CHOICES IS THE LARGEST
manufacturer and supplier of windows
and doors to the UK trade, manufacturing thousands of PVCU, aluminium,
timber and alu-clad window and door
frames each week for domestic and
commercial installations

With the market demands, consumer choices increasing and regulatory changes, CWG Choices have to ensure it has the widest possible product selection available for UK installers.

To achieve their goals, CWG Choices have formed strong relationships with component suppliers. One such supplier is Glazpart – who manufacture and supply the award-winning Link Vent range.

Dave Briggs, CWG Choices
Production Manager, commented,
"With our mass production of windows
and doors for the industry, we have
to make sure we choose the right
suppliers. It's critical to ensuring we
deliver our products to market. The
Glazpart Link-vent range covers all our
needs. It's perfectly designed, compact,
functional and versatile. In addition, it
compliments practically every type of
window we manufacture with a wide
array of colours and finishes to meet
the consumers' needs."

#### **Astraseal**

>> FOR OVER 40 YEARS ASTRASEAL HAS been one of the UK's largest PVC-u and aluminium window, door and conservatory manufacturers UK.

Serving different client bases,
Astraseal operate under three brands
– Astraseal Trade (supplying installers
and builders); Astraseal Commercial
(supplying and installing commercial
properties) and Windor (supplying
and installing direct to homeowners).
They manufacture from three stateof-the-art manufacturing facilities in
Wellingborough Headquarters and
carry full industry accreditation.

Colin Stanley, Astraseal Operations
Director commented, "We have been
ordering from Glazpart for a couple
of years, so when the regulations
changed and came into force last
year, it was a very easy decision to
upgrade our trickle vent solution to
the Link Vent range in order to be fully
compliant. With our window and doors
being installed with the Link Vent, we
are applying a solution that works
for installers and homeowners. It is a
pleasure to partner with Glazpart, who
can always fulfil our requirements."

www.tradelinkdirect.com

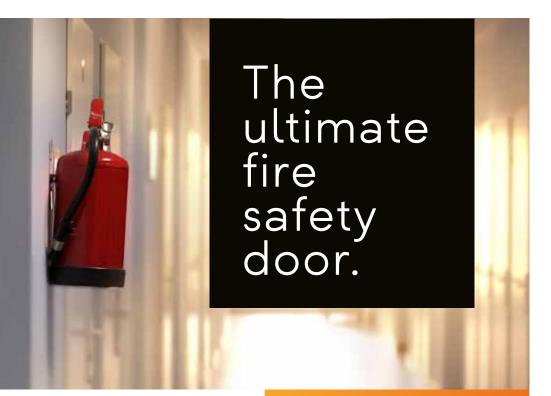
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#### SWC Trade Frames

>> SWC TRADE FRAMES IS A LARGE regional fabricator that produces over 1500 frames per week of premium quality PVCu & aluminium windows, doors, and specialist products such as lantern roofs, shaped frames and composite doors.

From its 80,000 square foot premises in Scarborough, SWC Trade Frames supplies the trade and have earned a strong reputation for quality, customer support and commitment throughout the glazing supply chain.

For several years, Glazpart has supplied SWC Trade Frames with the Link Vent range.

Mark Catchpole, Sales Director at SWC Trade Frames commented, "We value and support our customers immensely, but suppliers such as Glazpart are just as important. We were in a great position when the regulations around home ventilation changed last year because we were already installing Glazpart's Link Vent on our profiles and therefore fully compliant. The Link Vent's smart design and wide range of colours has been well received by our customers and homeowners alike."

#### **A&B Glass**

>> A&B GLASS FOR OVER 40 YEARS HAS manufactured, supplied and installed high quality windows and doors (and related products), to become one of the few companies that provides a complete glazing service across the south of England.

Manufacturing over 1600 frames per week, A&B were one of the early adopters the Link Vent.

For over seven years, Glazpart has supplied the Link Vent range to A&B Glass so the changes to Building Regulations (Approved Document F), made compliance fairly straightforward.

Shaun Croft, Sales Manager of A&B Glass commented, "Having a strong relationship with Glazpart and other suppliers has been key to our success. The Link Vent range not only meets our responsibility to comply with regulations, but has a smart design, is easy to install and has a wide range of colours and finishes to ensure we can offer homeowners a broad selection."

#### **Window Ware**

>> WINDOW WARE IS ONE THE UK'S largest distributors of door and window components. Offering a wide range of over 5000 products and delivering to companies of all sizes across the country, they work hard to help keep fabricator production lines moving and trade counter shelves stocked.

With stock availability being a must for all in the supply chain, it takes the support of leading supply partners and manufacturers like Glazpart to ensure the dependable deliveries and excellent service which have become Window Ware's hallmark.

Glazpart has supplied Window Ware with highly specified trickle vents, including the Link Vent range for over five years.

Richard Bryant, Window Ware's
Commercial Director commented, "The
Link Vent range is a strong addition
to our product portfolio. It offers our
fabricators exactly the kind of versatility
they need in terms of colours and
finishes, so that they can meet their
consumers' need for choice and keep
up with market trends."

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## Link Vent 4000

One of Glazpart's award winning range of trickle vents



For more information and to find your local stockist visit: **glazpart.com/trickle-ventilation** | 01295 264533 or call to speak with one of the team.



Learn how to become one of our Glazpartners visit glazpart.com/partners