

# The Insight Data Fabricator & Installer

## 2013 Market Report

The comprehensive market report on the UK window, door and conservatory industry

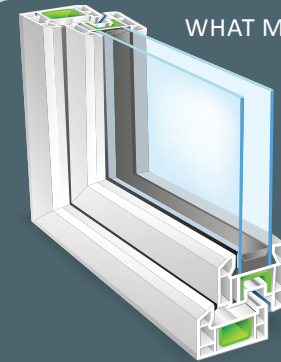


The number of window, door and conservatory companies has **RISEN** in the last 12 months

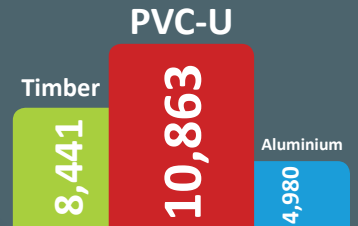
**4,278\*** Window & Door Fabricators    **12,498\*** Window & Door Installers

15,137 FABRICATORS & INSTALLERS

\*Note: the figures combined equate to more than the total number of installers because some companies fabricate AND install.

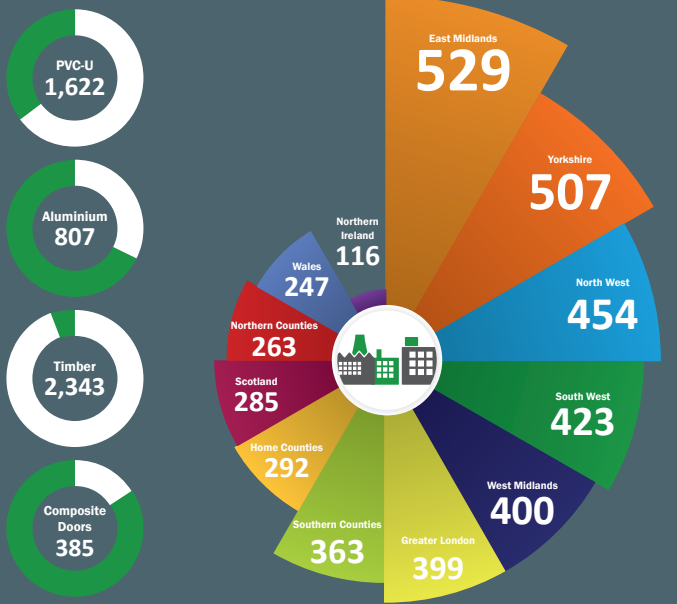


WHAT MATERIALS DO INSTALLERS OFFER?  
(NUMBER OF INSTALLERS PER MATERIAL)

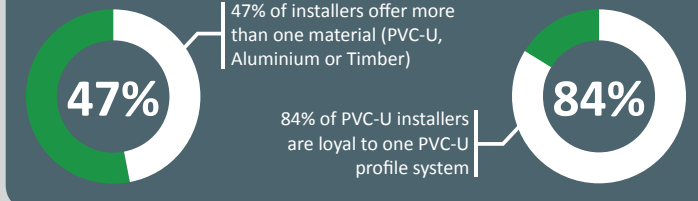
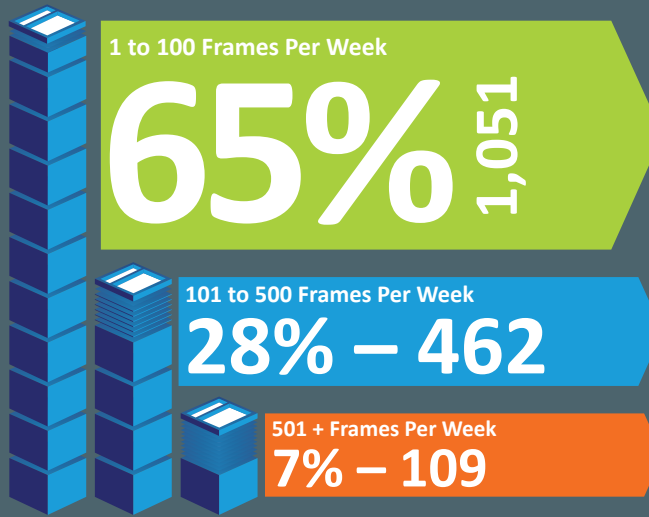


Note: the figures combined equate to more than the total number of installers because some installers offer more than one material.

### NUMBER OF FABRICATORS PER REGION



### NUMBER OF FABRICATORS IN EACH VOLUME BRACKET



### THE BIG 3 FABRICATORS

**ANGLIAN**  
Turnover UP to £280m. Steady profit for 4 years.



**EVEREST**  
Turnover DOWN to £145m. £19m losses.



**SAFESTYLE**  
Turnover UP to £110m. Highest net profit. (8.64% pre-tax profit)



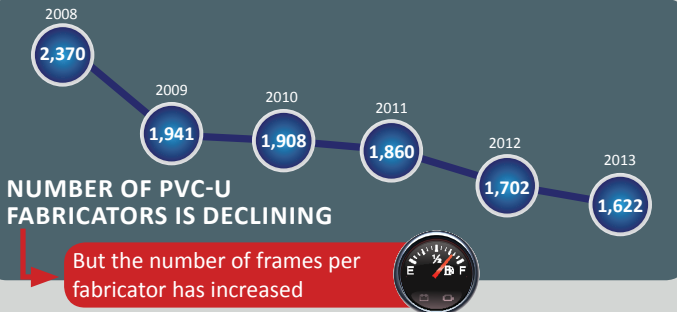
### Routes to MARKET

Trade counters/depos are one of the fastest growing sectors

3 new depots opening every week

### Threat or opportunity?

**20,651**  
local builders now supply windows, doors and conservatories



### Fabricators are moving to ADDED VALUE PRODUCTS

