



Speed Frame Company Profile – Raising the Standard

In just under ten years, Speed Frame PVCu has developed from a small South Yorkshire based fabricator of PVCu windows, doors and conservatories to be the standard bearer of the industry, both in the UK and increasingly overseas.

Now firmly established as the largest PVCu Window, Door and Conservatory manufacturer in the UK, Speed Frame is proud of its high quality innovative products and the workforce that produces them.

Ian Harrison, who introduced to a sceptical window industry an innovative product range and a trail blazing five-day delivery service unrivalled by all its predecessors, founded the company in 1994. His product range, coupled with such outstanding service and delivery catapulted Speed Frame to the top of the industry and enabled the company to grow successively year on year, to its present turnover in excess of £30m and confirmed the company's present status as the standard bearer of the PVCu industry. This success has been reflected in Speed Frame showing in the league of top 100 fastest growing companies over successive years since 1999.

After 29 years in the business, Ian has an unrivalled depth of knowledge and industry experience and knows the market sector in which Speed Frame operates inside out. Very much a hands on operator and the 'ideas man' behind Speed Frame's phenomenal success, Ian remains closely involved in all aspects of the day-to-day running of the company. In the year 2000 he was chosen by KPMG as a nominee for the prestigious Entrepreneur of the Year.

Speed Frame now services three mainstream markets, which are the residential construction sector, the replacement window and door sector and the conservatory sector for both new build and replacements. The constant development of the three product ranges and the continuous investment in state of the art manufacturing equipment has positioned Speed Frame as the premier supplier to its chosen markets.

Recent innovations have seen the installation on the Speed Frame site of the most modern sealed unit production facility in Europe. Now fully operational, this factory can produce some 20,000 sealed units every week. This installation alone has seen an investment in excess of seven million pounds already, with a further five million to follow.

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It is this sort of investment and development that has enabled Speed Frame to keep prices competitive, while always improving and developing products and keeping deliveries on time. Speed Frame's great claim to fame is to have never been late with a delivery in the ten years since the company began trading.

The great advantage Speed Frame has over many competitors is rather than having just one unique selling point, the company has several. If companies must have deliveries on time, then Speed Frame is the obvious choice, since delivery times are the backbone of the company and what has made the Speed Frame brand a byword among those who simply must have the order on the day they specify.

For those looking for quality as the most important feature, then Speed Frame does not disappoint. The company has been at the forefront of new product development, from the revolutionary five-chamber profile system, developed in conjunction with Kömmerling, to the Caledonian collection of windows, designed and developed exclusively for their Scottish customers to comply with regulations specific to the Scottish market.

Finally, for those who must look at the bottom line, Speed Frame remains competitive. Since everything is manufactured in house and in such huge quantities, Speed Frame can pass on the savings made to its customers – a hat trick of special features and a winning combination that sees the company poised to dominate the industry for many years to come.

Speed Frame can also boast the largest production capacity for the most advanced composite door available in the current UK market: producing some 2,000 doors per week or over 8,000 doors a month. All come complete with Speed Frame's famous 5-10 working day delivery that competitors still find hard to match, let alone compete with.

As you would expect with such a prestigious company, Speed Frame holds every accreditation, licence and award possible on all the products they produce. It goes without saying they hold kite marks, are BBA accredited and are proud to be Secured by Design licence holders.

As well as supplying the United Kingdom market for its products, Speed Frame also distributes to customers in Portugal through a distribution depot in the Algarve. The success of this venture in recent years has seen this arm of the business extended to cover the whole of the Iberian peninsula.

All of these changes have happened in only ten years and while the company now employs over 400 staff, Speed Frame expects that to grow to well over 600 in the next two years, making the company one

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of the region's largest employers and all at a time when the manufacturing industry in the UK has been perceived to be struggling with tough market conditions and a perceived lack of government support.

None of this could have been achieved and future plans will come to nothing without the continued enthusiasm and co-operation of everyone who works for the company. Speed Frame is committed to seeking continuous improvement in every aspect of its business and aims to be the biggest and best employer in the PVCu industry not just in its UK markets but overseas as well.

While the new range of composite doors are changing the face of the established door market, Speed Frame has not forgotten the core areas of the business. A new Caledonian range of windows has been produced for the Scottish market to ensure that builders north of the boarder can comply with part J regulations and despite fitting the best shootbolt ever made, Speed Frame has already installed the new Triple S locking system in its windows – the next generation of security.

The conservatory market is also proving to be strong in the UK. Speed Frame can offer a range of 18 colours; all with a wood grain effect finish tied to a bespoke service that is the envy of the industry. As this market develops in Iberia, Speed Frame will be set fair to extend its operations throughout new markets in Europe.

The Speed Frame philosophy has been centred on a famous phrase reworded, or 'ask not what your customers can do for you, ask what you can do for your customers.' In this way, the company has been at the forefront of 'Partnering' initiatives with a number of customers and local authorities. Partnering is now very much a buzzword on everyone's lips, but Speed Frame has been doing it for years, most recently with Merseyside based Fusion 21.

Speed Frame has also never forgotten its other customers and believes strongly in supporting customers who "invest in the industry," so 'white van man need not apply. Speed Frame offers all clients the same levels of service and standards that go far beyond just product, delivery and price, but embrace such things as sales and marketing support and advice and assistance with special projects.

The Speed Frame portfolio makes impressive reading and in a competitive world, why settle for less when Speed Frame can offer it all – the last words in the business. The company's key divisions enjoy a symbiotic relationship, which has been designed deliberately so they compliment one another and work in harmony together where necessary. This is of enormous benefit to installers, builders, contractors and specifiers, who can be sure that whatever they need, whenever they need it, Speed Frame can deliver. It is this triangular relationship at the heart of the business that delivers such strength,

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endurance and reliability: quite simply the best customer focused products and support service in the industry.

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Notes to Editors

Speed Frame is the UK's most technically advanced window and conservatory manufacturer. Established in 1994, founder Ian Harrison introduced to the industry a product range and five day delivery service unrivalled by all its predecessors. In recent years, the business has expanded to cover the whole of the Iberian peninsular and continues to introduce innovative new products to the market.

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