



Wirral-based manufacturer achieves success for its product range through continued investment in research and development

# Vista Panels range fully accredited



**V**ista Group plc is one of the UK's largest manufacturers of PVC-U door panels and composite doors. With a weekly capacity of over 2,500 panels and 500

composites, the Wirral-based company has quietly gone about improving its products through research and development, backed up by continuous testing. Vista's current range of panels and composite doors is probably the most highly engineered in the industry.

Take Vista's 'Welcome' collection of composite doors. They have been independently tested to achieve both Secure by Design and PAS 23/24 accreditation. The company has gone further and also holds accreditations from LAPFAG, BBA and ENISO9001:2000. It is one of only three companies in England to hold all of these awards at the same time and it also holds the EN1279 accreditation on all double glazed units manufactured in-house.

## Independently tested

The company has always believed that quality and service are vitally important to its business philosophy and independent test evidence reinforces this commitment. Vista's 'Welcome' collection of GRP composite doors remains competitively priced through

production efficiencies and working closely with suppliers rather than utilising cheaper components. They're fitted with a 5 point lock, 3 x 3 way adjustable hinges and a triple seal outer frame. The result is a door truly fit for purpose, fully accredited and with a full 10 year guarantee.

Vista's Managing Director, Keith Sadler believes that maintaining the highest possible standards of manufacturing is the right course of action. He says: "Some of the accreditations we now hold were difficult to achieve. They took considerable time, effort and financial resources. In particular, our PAS 23/24 and BBA accreditations have given me the most satisfaction. The BBA accreditation is for both white and woodgrain panels and tests for resistance to solar heat gain, colourfastness, thermal shock and soft and hard body impact. I would stress that these are independent tests on the actual product. I note that many companies claim their products are equal to these standards but have not submitted them for the same rigorous testing. For me, that speaks volumes."

## Public sector contracts

Fully tested and accredited doors offer several advantages to Vista's customer base, not least of which is peace of mind. Non-accredited low cost doors may seem attractive in the short term but they can prove extremely costly in the long term when they can suffer problems of stress, failure, discolouration and warping. It is evident that some of the newly incorporated smaller companies who sell purely on price will be unable to honour 10 year guarantees and will be incapable of providing that peace of mind.

Vista's investment in composite door design and performance over several years and its many accreditations has allowed

the company to compete for and win a number of major contracts in the public sector. Since the Decent Homes initiative was launched in 1997, over £21 billion has been invested in the refurbishment of windows, doors, kitchens and bathrooms. Hundreds of council estates have been taken over by Registered Social Landlords (RSLs) and Arms Length Management Associations (ALMOs) to facilitate the work required.

Vista is currently working in partnership with a number of agencies on social housing contracts. One example is Wirral Partnership Homes where Vista is now in its third year of a five year partnering agreement to supply and install composite doors. Since the project began in April 2005, over 4,000 doors have been surveyed, manufactured and installed.

## Keeping ahead of the field

Keith Sadler says: "We have, and are, working on a number of social housing contracts and I firmly believe that our accreditations and flexibility have shone through. With our long history of dealing with this sector we are well placed to set up and run contracts requiring little or no help from the contract partner."

In order to keep ahead of the field, Vista has been working closely with Liverpool's John Moores University since last year. They are involved in a KTP (knowledge transfer partnership), the purpose of which is to exchange views and ideas that will help facilitate continuous improvements throughout the whole company. All of Vista's core activities are being examined from sales to administration and manufacturing to production processes. Keith Sadler says: "John Moores and its graduates have some radical ideas not normally associated with this market and we are embracing the change in culture. I believe many companies have a blinkered approach to the way they operate and my objective is to make Vista a leader rather than a follower."



## CONTACT INFORMATION

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