

ClaytonGlass 

Clayton Integration Partnership

Helping you to do what you do best

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Our Clayton Integration Partnership Scheme is aimed at window fabricators who may be considering streamlining their business to concentrate on main product manufacturing, or even diversify into other manufacturing. The Clayton Integration partnership can free you to concentrate on what you do best

Main benefits of the Clayton Integration Partnership :

- No obligation and free impartial cost benefit analysis / report to quantify the potential savings verified and validated by independent accountant.
- We can buy uplift your glass machinery and stock of raw materials
- No more accreditation costs and other hidden costs of making your own
- Reduce insurance premiums by demonstrating reduced high risk activities
- Improved resilience – multi sites / automated machines
- Price stability for long term pricing
- Shorter lead times on toughened products
- Integration of orders with your fabrication software through our online portal
- Technical support for barrier loadings, acoustic, fire and u-value / g-value simulations
- Better buying power – biggest glass buyer in UK
- Opportunity cost to utilise factory space for value added activities
- Access to all glass manufacturers products
- Free cash / working capital up with reduced stock levels

CASE STUDY



West Port Timber windows and doors have always supplied our products fully glazed to our customers. Over 15 years ago we used to make our own double glazed units, which at the time was a good decision but as the glass supply market changed and customers began specifying many different types of double glazed units, we knew we had important decisions to make regarding glass.

The issues we faced in meeting the demands of the customer was we either invested more into our glass factory which would take up space in the factory units and a considerable amount of capital or find a partner that we could rely on to give the service we needed to meet every changing demands of the customer. Clayton Glass not only met our needs but have been prepared to invest in glass specifications, trolleys and training for our own staff.

Taking the right decision to close our glass factory was not easy but looking back today it was the right decision for the business. Which freed up the floor space and gave West Port the capital to invest in door machinery and expand our window and door customers.

Today we have a highly efficient glass supply with Clayton Glass the system is fully computerised, the glazing products are made in advance and delivered on our own purpose made trolleys that fit into our production lines. Any breakages are replaced quickly and we return all the unused/broken glass for Clayton to dispose of correctly.

Clayton have been an integral supplier to West Port for the past 15 years and will continue to be an integral partner that we can rely on particularly when we need support or issues need to be problem solved.

Sean Parnaby

Managing Director

West Port Timber Windows & Doors



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