



Dessian Newsletter March 2024

In this newsletter:

-
- *Introduction from Jorge Lopes (MD)*
 - *Product changes*
 - *Staff training*
 - *New Dessian video*
 - *Dates for the diary*
-

Introduction from Jorge



Greetings everyone! I hope this message finds you and your family in good health. Also, I hope you are having a good year in business, despite the many challenges we are facing.

As always, the year seems to be “flying by” and Spring is already upon us. I think it is fair to say that the market has been subdued in 2024. The “cost of living crisis” remains a factor and the wars in the Ukraine and the Middle East are still having an impact in the economy. Closer to home we have the increases in the National Minimum Wage across the UK and Ireland. Unfortunately, these factors are unlikely to change in the short term.

In 2024, we continue to see a trend that commenced in the latter part of last year. A number of small to medium-sized players have left the market in the last six months. A common factor seems to be that the companies impacted were either over leveraged or had poor credit management. In difficult times, the old saying “cash is king” seems to be more relevant than ever!

Earlier this month I had the opportunity to go to Germany and visit the Fensterbau Frontale. It was great to see the exhibition bursting with people and exhibitors putting excellent stands together for the visitors. Whilst seeing old colleagues and making new connections was important, the highlight of the event was seeing the trends that will guide the industry over the next 5 to 10 years. The direction of travel is clear to me: the future is in the intersection of attractive, sustainable and efficient products.

The winners will be the players that can offer aesthetically appealing, eco-friendly and affordable products. This is a fantastic challenge and opportunity for all of us.

Moving back to Northern Ireland, I can say we have had a busy 6 months at Dessian. Our focus has been primarily on efficiency gains and cost reduction. I am happy to report we made some

significant improvements in both areas, which will help us to manage the challenges we are going to face over the next few months.

Finally, our expectation is that the market will improve and that H2 2024 will be better than H2 2023 and H1 2024 - but this is not without its risks. We will have a general election in the UK in the Autumn at latest which often means an improved economic outlook. Whilst much uncertainty remains, I believe opportunities will always be available for businesses that focus on strong customer service and keep a tight grip on costs.

I would like to finish by saying, as always, "thank you for your business". We very much appreciate it. Happy Easter.

Onwards and upwards!

Jorge

Colour updates



Starting from April 8th, Dessian will implement the following colour adjustments:

Edge:

- **Grey and Grey on White** will be the new standard colours.
- **Oak and Oak on White** will no longer be standard colours but will remain available as a "special."

S706:

- **Agate Grey on White and Cream on White** will become standard colours.

Doors:

- A 52mm threshold will be introduced in **White, Grey, Grey on White, Black, and Black on White**.
- **Hardex Graphite** door handle option will be available (Balmoral Sprung Inline Lever Door Handle).



1 - Hardex Graphite handle

BSI Training



Congratulations to **Paula O'Reilly**, **William McGarry** and **Barbara Garcia** for their recent achievement in completing the Internal Quality Auditor Training Workshop. Their successful completion of this

training equips them to support the management of Dessian's quality processes, ensuring the maintenance of our British Kitemark standards.

BSI Award



Dessian's **BSI license** has been renewed for another 3 years until 2027. Dessian manufactures all of its products to these high levels of quality and durability, achieving BSI Kitemark Standards BS 7412 and PAS24 across its product range. Certificates are available to download from our website should you require them.

Please contact sarah@dessian.co.uk if you need login details.

New Dessian video



Check out the new Dessian video showing the production process from start to finish.

[dessian video](#) (scroll down home page)

We hope it shows:

- Our commitment to excellence with a recent significant investment in new machinery.
- Enhanced production capacity and accuracy through our new Schirmer Saw, 5-Head Haffner Welder and SV800 Corner cleaner.
- Reduced maintenance and increased reliability, lowering maintenance costs and downtime.

Dates for the diary



EASTER

Closed Good Friday 29th March - Easter Monday 1st April

MAY

Closed Monday 6th May (May Day)

JULY

Closed Friday 12th and Monday 15th July (NI holiday)

