

# News Release

November 2008

# FENSA

## FENSA installers get B&Q trade discount to help them with the credit crunch

FENSA is pleased to announce that it has formed a partnership with B&Q to provide trade discounts to FENSA Registered Businesses. This joint initiative forms part of FENSA's overall efforts aimed at enhancing its registration benefits to make life easier for companies by helping them to save money whilst maintaining quality.

The downturn in the economy requires business to trim operational costs without reducing the value of the products used. This partnership will see B&Q's trade discount card being co-branded with FENSA, to offer FENSA registered businesses a huge variety of cardholder benefits, which include monthly product discounts of up to 25%, plus additional volume discounts. FENSA registered businesses can opt to have their rebate cheques paid either in the business name or to installers privately

All FENSA Registered Businesses will be issued with their personalised trade discount card for free. This co-branded trade discount card does not need to be activated and companies do not need to set up a trade account with B&Q. FENSA has already arranged on behalf of its registered businesses, to enable the card to be simply presented to B&Q's stores.

Jon Vanstone, Director of Registered Businesses, FENSA said 'We are very excited about this opportunity to bring B&Q trade discounts to all FENSA Registered Businesses. Since autumn 2008, FENSA has been running its Partner Programme, which brings money saving deals with companies that have been negotiated for FENSA registered businesses. This is made possible by FENSA utilising its volume purchasing power to negotiate the best deal based on its 9,000 plus registered businesses who together, undertake over 90% of replacement window installations in England and Wales.'

As Mike Cartwright Business to Business Manager at B&Q, commented 'We are continually looking to enhance the value of the B&Q brand, and to make B&Q's products and services more accessible to the wider trade audience. With both the B&Q and FENSA brands being highly recognised and demanded by both consumers and trade, teaming up with FENSA makes logical business sense for both parties.'

For further information on B&Q, please go to [www.diy.com](http://www.diy.com). For details on FENSA or to register with FENSA, please telephone 020 7645 3700 or go to [www.fensa.org.uk](http://www.fensa.org.uk). - ends -



Jon Vanstone  
Director of Registered  
Businesses, FENSA

**For further information contact:** Sheit Lan Man, Marketing, FENSA Tel: 020 7645 3715

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FENSA - The industry standard for replacement windows and doors - trusted by consumers and local authorities

- Over 9000 Registered Businesses
- Over 6 million homeowner certificates sent
- Over 24% of households in England and Wales have used a FENSA registered installer

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### Further Information:

#### FENSA

- FENSA stands for the Fenestration Self-Assessment Scheme. It has been set up by the Glass and Glazing Federation (GGF) and other industry bodies as a Competent Persons Scheme for the installation of replacement windows and doors.
- FENSA is the widely trusted, Government-authorised scheme which enables companies that install replacement windows and doors to self certify compliance under the Building Regulations.
- FENSA Registered Businesses undertake over 90% of installations within England and Wales.
- FENSA has over 9000 Registered Businesses.
- FENSA has sent over 6 million homeowner certificates
- Over 24% of households in England and Wales have used a FENSA registered installer.
- FENSA Registered Businesses need to meet certain eligibility criteria which include:
  - Making a commitment to comply with all laws statutory regulations and Building Regulations in force.
  - Providing the consumer with a warranty or guarantee conforming to the requirements laid down by FENSA from time to time and covering the cost of completing rectification work in respect of defect
  - "Offering" an independent insurance policy conforming to requirements laid down from time to time by FENSA to customers to cover their guarantee should they for whatever reason cease to trade. In addition where deposits are taken it is a compulsory requirement that indemnity insurance is put in place at the time that the deposit is taken from the consumer.
  - Making a commitment to comply with statutory health and safety, and waste disposal, requirements.
  - Maintaining adequate employer's liability and public liability insurance

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