

# What makes us unique?

Steel windows have been around for a long time but the industry has been very slow to move into the modern era and to utilise the technology available to them, most of our competitors still manufacture using the same processes, machinery and techniques that were being employed over 50 years ago. At Fabco Sanctuary we use state of the art specialist machinery designed and manufactured for us, we use different processes and different techniques to bring you the most advanced product possible.

At Fabco Sanctuary we like the challenge, when others say it can't be done we want to say it can.

## How we different?

Detailed below are just some of the things that we do differently and why:

- CNC machining:** All our products are cut and machined on specialised machinery that means we can achieve much higher degrees of accuracy and flexibility which allows us to work within much smaller tolerances, this results in much higher levels of performance and longevity.
- Welding:** All our products are TIG welded, no other manufacturer uses this process, TIG welding is not only stronger but more precise and therefore there is little need for surface grinding, this results not only in a stronger product but also a better finish as grinding marks are not visible through the paint finish.
- Window hinges:** Hinges are the weakest point and suffer the most wear of any part of a steel window, in addition this is the weakest point if anyone was trying to break in through a steel window, most of our competitors use thin pressed sheet metal hinges welded to the surface of the frame, our hinges are laser cut from 6mm plate steel, they are then machined into and through the frame and welded from the back, this results in a significantly stronger and more secure hinge that also has a much greater life expectancy, in addition to this it is far more visually appealing.
- Toughened glass:** As standard all double-glazed units supplied by us are made with toughened glass, many of our competitors will only supply toughened glass where required by regulation, we feel that for security and the limited additional cost that it is more beneficial that all the glass be toughened.

- Insulation:** All our double-glazed units are filled with Krypton gas, this gives much higher levels of performance and insulation than the industry standard Argon.
- 8mm sightline:** As standard we offer an 8mm sightline on our double-glazed units, many competitors use the standard 10 or 12mm which then overlaps the metalwork which in turn gives an unsightly finish to the perimeter of the glazing.
- W20 windows:** All our standard W20 windows achieve and are certified with a B energy rating, only a few in the industry can achieve this and even fewer if any offer it as standard.
- Silicone glazing:** As standard our glazing is finished with a silicone bead, we do offer various other bead finishes but not only does using silicone increase the thermal performance but also by fully encapsulating the perimeter of the double-glazed unit increases the weatherproofing of the window and extends the life of the glazing unit.
- W20 doors/screens:** All our standard W20 doors achieve and are certified with a B energy rating, we believe at this time no other manufacturer meets this level.
- SMW windows:** The slimmest steel window profile available, our standard SMW windows achieve and are certified with a C energy rating, we believe at this time no other manufacturer meets this level.
- Furniture:** All our products are quoted with Frank Allart door and window furniture as standard, we believe this to be the highest quality furniture available in the industry, most of our competitors will offer a much cheaper inferior option as standard and then charge a premium once you make your selections.
- Sizes:** Many competitors have standard sizes and charge a premium if you require anything non-standard, we do not have standard sizes, everything we make is made specifically for our clients, our machinery capabilities mean there is no additional time required for bespoke works in comparison to standard works.
- Installation:** Our competitors use sub-contractors for their installation teams (sometimes this is hidden from the client), we do not, all our installation teams are fully employed by us, this results in us having overall control of a project from start to finish and that our recommendations and processes for installation are followed, the customer is also more at ease knowing that they are dealing with just one company.
- Manufactured in the UK:** You can come and see your goods being made at our factory, there are a few who claim they manufacture in the UK but they manufacture in another country.

**The future:**

We are continuously working to develop new solutions, new products and new processes, the next eighteen months will see new ranges, a new factory, new specialist machinery, so if we don't offer a solution now, chances are we will do soon.

**Cost:**

Surely a higher quality, better performing product must be more expensive? You would think so but this is not the case for many reasons.

Our plant & machinery is much faster than our competitors therefore reduced labour times allows us to manufacture at a much lower cost.

By manufacturing at a higher quality level means we waste little time and money fixing problems that would have resulted from providing poor quality products.

Most of our competitors sell through agents or pay commission to their salesman, our clients are buying straight from the factory and are not paying any mark up or commission.

Our price is consistent and there is one price/rate for everyone, we do not provide a quotation based on how busy we are or how much we think we can get from a client.

We may get beaten from time to time on price but very rarely on a comparative specification, sometimes our installation is more expensive but to us it is a specialised profession, we will always help and assist our clients to carry out or manage their own installation or find a sub-contractor if they prefer. Remember most of our competitors will be paying someone else to do the installation anyway