

PEARL WINDOW SYSTEMS HAVE ALWAYS CONTINUED TO GROW AND INVEST. 2018 IS NO DIFFERENT!

MD of Pearl Window Systems, Jeff Walsh, talks to Glass News' Editor, Chris Champion, about the plans for further investment in 2018 and the company's continual progress in improving manufacturing processes both for speed and quality.

With 2018 upon us it brings up the 20 year Anniversary for Pearl Window Systems, a company that has grown and invested for the future through some of the hardest economic times. That it has become one of the recognised super fabricators of the window industry is testament to the hard work and determination of Managing Director, Jeff Walsh, and his team. It is also interesting to note that the growth to a £12.5 million turnover company over the past 20 years and a projected development of £18 to £20 million with its latest aggressive burst of development which has been production led as opposed to sales led. That may seem strange to say but this is not a company with sales teams running all over the country and sales have been down to Bryn Williams, the long-time New Business Manager, and Jeff himself, with almost 160 years of management experience



in the leadership team. The concentration has been on production, headed up by Operations Manager Anthony Holliday, and over time, improving the production to being the closest the industry can get to as an automated line.

"We are committed to procedures at Pearl." Says Jeff Walsh, "We are constantly looking at how we can improve the flow of production, cutting out double handling and devising a system to prevent that 'difficult' job from holding up the line. We

have looked at how the automotive industry operates, even to how a vehicle is removed from the line if there is a problem rather than hold up production of others. This is how we handle it at Pearl and we have constant reports coming back from the line to ensure we remain on target throughout each day. That is crucial for our customers as they need their orders on time and in full."

Throughout the talk with Jeff Walsh there are regular 'pings' from his mobile 'phone reporting on the progress on the manufacturing line and, indeed, technology plays a large part in Pearl's efficiencies. Monitoring of every procedure and reporting back through computer screens and 'phones is completely normal. Everything is governed by barcoding so that individual orders or even individual frames can be tracked through the factory. Technology will continue to be an important driver for the company and, apart from control through order processing which programmes the cutting centres, the hourly checking on specific products and them moving through the manufacturing process, the tracking of components and the ability to refer back to them in the future, is key. In the case of units produced every member of staff is logged and traceable via their own barcoded number, this allows performance to be tracked, but more importantly allows for complete accountability for the individual who has worked on the customers' products.

