



Jeff Walsh
Managing Director,
Pearl Window
Systems Ltd

2018 has been another year to remain focused on costs and efficiencies, procedures constantly being reviewed in order to maintain and manage your costs as effectively as possible.

2019 will be even more of a challenge, whilst we all want to manage the best possible facilities and provide for our employees and their families, the way things are heading is nothing but a strain on manufacturing. This is putting the livelihoods of our friends, families and employees at risk. In my opinion we would be better remaining to ensure stability moving forward.

New build will remain strong as we still struggle to build the required number of new homes. The retail sector will be volatile as the market share will become increasingly tighter. Now is the time for some change and perhaps another period of survival of the fittest. The major difference for us all between now and the last recession is the serious pressure of pricing structures and exchange rates, whilst trying to fight for market share with tight margins in manufacturing, our view is one of economies of scale, to grow our facilities and embrace change and efficiency.