



NEWS NEWS NEWS

In the past quarter sales and interest south of the border have been significant and certainly demonstrate a positive sign of growth and development. The construction industry as a whole has been hit hard during the recession but a life line was announced by Deputy Prime Minister, Nick Clegg during the Liberal Democrat Party Conference. Clegg has announced plans to devolve actual financial powers and legislation to allow English councils to finance more of their own essential infrastructure. This is a positive sign for the thousands of construction companies who were hit hard by the news that government capital and infrastructure projects would be abandoned. This also gives many Ravensby Glass customers hope at a time when we need it the most. It may take a while before the industry feels the benefit but I am very optimistic.

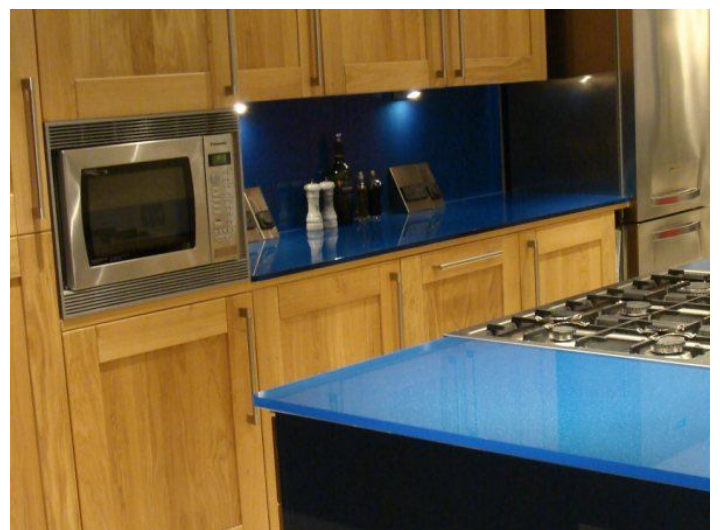
I am also very pleased to announce our latest purchase, the KLEENGLASS paint spraying machine. Our Production Director, Kevin Small, has led the purchase of this new machine, which will help process and manufacture painted panels at a quality and speed that is second to none. The machine is due for installation in October and I am confident that our team will hit the ground running. The purchase of KLEENGLASS reinforces to our customer that at Ravensby we pride ourselves in offering the best service to all our customers and procuring this machine indicates that we want to be at the forefront of our industry's technological advancements.

Kindest regards,

Gordon Dickson (MD)

ADD A SPLASH OF COLOUR

Remove the tiles, forget the wallpaper and add a colourful and stylish splashback!





CERTIFIED PRODUCT
Manufactured under a BS EN ISO 9002 Quality System
accepted by BSI.



BS EN 1279-2-3
KM 25420

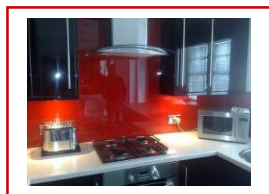


BS EN 12160-1
KM 54502

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Registered in Scotland No. 100482

THE BRIGHTER SHADE OF STYLE

Splashbacks make for the stylish, quirky and unique addition to any home, office environment, restaurant, bar and even airports. Recently, there has been an architectural push to use splashbacks as a predominant feature in the building environment. Ravensby Glass 'Colourite' product helps eliminate the need for tiling which means no more discoloured, cracked tiles and mouldy grout. Glass surface is the cleanest and most hygienic available, and when painted with one of our over 300 available colours the effect is stunning and will add that little bit of glamour and designer feel to a property.



We strive to produce the best quality product possible and with that our production staff are continuously developing their skills to meet customer demands and enquiries. Our in-house state of the art machinery ensures each Colourlite pane is accurately processed including cut outs for sockets, hobs, and notches. We process the Colourlite glass using laser guided drills, CNC cutting machines, toughening furnace, and soon our KLEENGLASS automatic paint system.

KLEENGLASS is a creation of the Cefla Finishing Group who have manufactured a spray machine that combines productivity, high flexibility and reliability with limited man handling and wastage. The installation of this machine within Ravensby Glass will allow for a quicker turnover of painted panels, 100% accuracy on paint coverage as well as consistency and increased productivity.



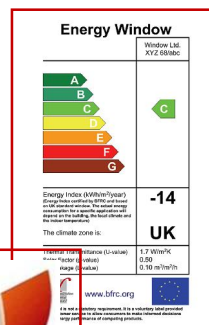
N.B. All glass is 6mm thick or above, toughened in compliance with BS EN12150 standards with the additional feature of polished edges.

GIVING 'U' CONFIDENCE

Following the British Fenestration Rating Council (BFRC) instruction in July 2009 that all spacer suppliers are required to submit proof of product performance to EN675 Ravensby Glass is proud to announce that BFRC have confirmed the new approved thermal conductivity figures for Edgetech Super Spacer.

- Super Spacer Standard – 0.122 W/mK
- Super Spacer TriSeal / T-Spacer Premium – 0.13 W/mK
- Super Spacer TriSeal / T-Spacer Premium Plus – 0.125 W/mK

Ravensby manufacture all warm edge units from "Standard Superspacer" therefore not only are we significantly out performing all aluminium spacer bar units we are also offering the highest performing thermal conductive Edgetech spacer units, achieving 'U' Values as low as 0.5 W/mK by offering our customer the option of Superspacer triple glazing with argon or krypton gas filled cavities. Please contact a member of our office team for further information on the best product make up for you.





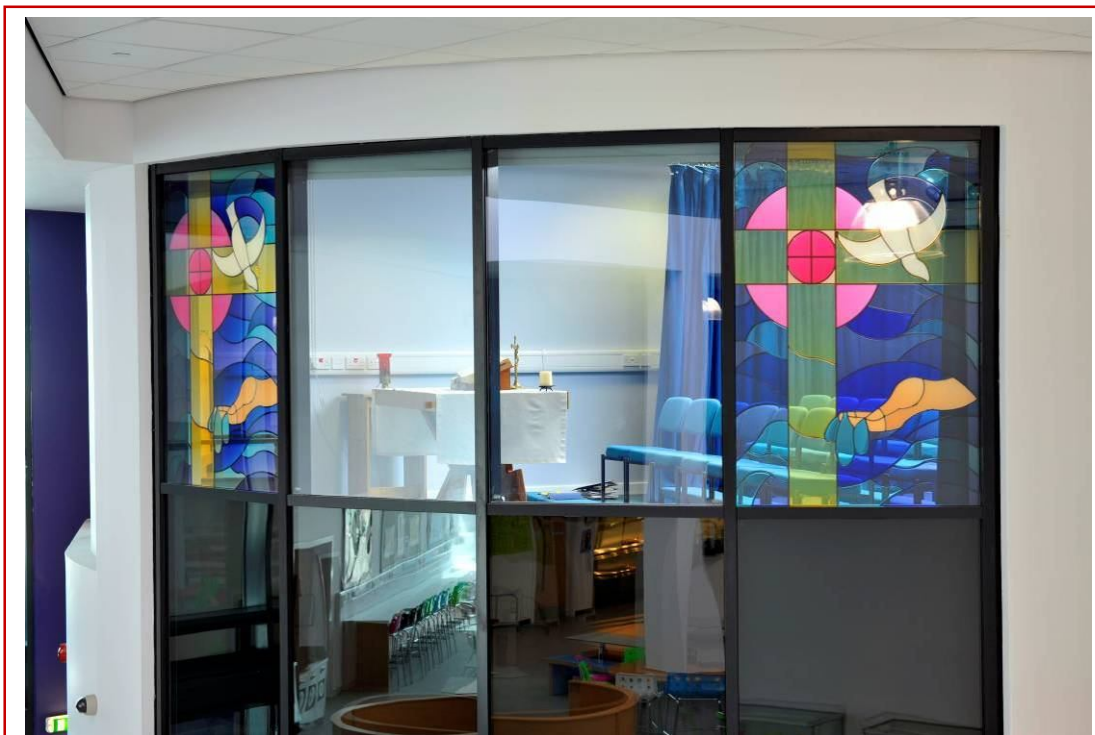
LOCAL SCHOOL PUPILS SEE THEIR ART ON GLASS

Ravensby Glass was ascertained the task of turning local school pupils from Perth and Kinross art projects into stained glass windows to be displayed in their school. The project was part of the Council's Investment in Learning Programme (IIL), which is providing six new community campuses throughout the region. The pupils involved in the IIL scheme received a warm welcome at the factory in June to see the whole transition from taking the unique drawing to developing it into impressive and individual designs.

While the pupils were at the factory they were able to see the journey each glass pane takes from the initial cutting of the glass to developing the image on the CAD system to finally seeing the resin design applied on the glass. Each drawing was replicated to exact scale to match the original design.

Perth and Kinross Council have worked closely with the local schools, communities and Laing O'Rourke on the art project, which also includes floor logos and memorabilia. The creation of the project was to allow the pupils to incorporate some features from the former school buildings and the local community into the new campuses. At Ravensby Glass we are overwhelmed by the strong response and interest the students showed on their visit.

Operations Manager, Scott Duncan said: "when approached by the council to see if we could replicate the designs we saw it as a challenge that we wanted to succeed in. The windows represent a strong meaning of past, present and future of the school and the local community. At Ravensby Glass we have been delighted by the positive feedback received from both the Council and the individual school campuses."



Ravensby Glass Co Ltd

Sealed Unit Manufacturers and Glass Tougheners



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NEWS FROM THE NORTH



Scotland's fenestration market continues to experience difficulties through government cut backs and a suppressed domestic market. However all is not doom and gloom!! Ravensby has identified several "niche" areas of the market where demand is outstripping supply. Yes it's true!

Over the coming few weeks we will be launching "**Ravensby Heritage**" a narrow sightline unit with an overall thickness of 11 or 12mm manufactured specifically for the historic and conservation building sector. It will be manufactured using our "Standard Superspacer", a high performing Low 'E' glass, and gas filled. All resulting in low 'U' values with low edge thermal conductivity.

I will be visiting all our customers in the near future with a sample of the "**Ravensby Heritage**" product to explain the benefits of the unit when glazed into windows within Historic and Conservation Buildings.

Additionally as demand grows and through market place recommendation our Colourlite product continues to prosper. Should you wish to view a sample of the high quality paint finish we currently supply and will enhance shortly with our new paint line please do contact me.

Scottish Area Sales Representative, Julie Petty, telephone on 07776185567 or email juliepetty@ravensbyglass.co.uk.



NEWS FROM THE SOUTH



I believe from my Scottish colleagues at Ravensby that the commercial fenestration sector in England is significantly more buoyant than North of the Border. Ravensby's sales in the last quarter in England corroborate this buoyancy!!!

We have been supplying a wide spectrum of glass products to a number of now established customers throughout England and Wales for the last 18 months. Projects have included schools, hospitals, MOD buildings, universities and colleges, supermarkets, hotels and many more.



The Scotland to England supply "barrier" has firmly been broken down and our English customers now trust Ravensby to supply high performance glass products to projects coast to coast across England and Wales, from Carlisle in the North to the Channel Isles in the South, Anglesey in the West to Scunthorpe in the East.

In addition to high performance glass we have supplied many of our alternative products to various projects in England and Wales including Colourlite painted glass, integral blind units, Pyrobel fire glass, triple glazing.

I hope the forthcoming quarter is as prosperous for all my customers as the previous! Please don't hesitate to contact me; English and Welsh Area Sales Representative, Andrew Maran on 07833051747 or email

andrewmaran@ravensbyglass.co.uk.

CONTACT

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