



Lessons in Lignum

Andy Ball, Founder Director at The Joinery Network explains how from the seed of an idea five years ago, Lignum is now the go-to system for joinery companies to manufacture timber windows and doors profitably.

Five years ago, five industry experts got together to set up The Joinery Network with the singular goal of helping joinery manufacturers make fully certified, superior timber windows and doors profitably. Fast forward to 2024, The Joinery Network has 50 joinery companies as members manufacturing the Lignum timber window and door system.

This success has been against a backdrop of increased legislation, declining sales and a skill shortage in the industry. The model has proven that by providing easy access to a window and door system that is fully tested and compliant with Building Regulations, is easy to manufacture with simple training and has a low cost of entry, Lignum can quickly become a profitable income stream for joinery manufacturers of any size.

Increased interest in UK manufacturing

The increased level of interest in manufacturing timber windows and doors through The Joinery Network was evident at the Materials and Finishes (MAF) Show earlier in the year at the NEC. Founder Director and joinery consultant Owen Dare's daily demonstrations manufacturing the Lignum system attracted large crowds of joiners and, from this interest at the show, we are continuing to add new members.

At the MAF Show, we also brought together some of our key

partners in The Joinery Network to demonstrate the strength of the support we offer throughout the supply chain. This was followed by the network's annual Partners Conference in September, where 28 delegates from leading suppliers in timber, joinery and glazing discussed the next steps in developing the UK timber window and door sector. There is no shortage of ideas of how to grow market share and support joiners looking to manufacture timber windows and doors.

We started with the founder partners originally investing in developing and fully testing the Lignum system. We brought together the technical expertise of Owen Dare as product designer, with specialists Leitz Tooling UK, Winkhaus and Deventer to create a complete suite of products which now includes five window styles, a range of entrance doors, French doors and bifold door products.



The Joinery Network's Owen Dare demonstrating Lignum timber windows at the MAF Show 2024

Advice, training and licenses

The Joinery Network provides advice, comprehensive operative training and licenses to joinery companies to manufacture the fully compliant system. Lignum is approved by Secured by Design, and members have the option to add this prestigious accreditation. This year we have added the new GUTMANN-LIGNUM wood-aluminium window and door suite, developed in conjunction with leading aluminium specialist GUTMANN. The timber Lignum entrance door system is also available either fully finished or in kit form for customers.

The Lignum range was created for UK homes and designed to be low maintenance for both replacement and newbuild sectors. We achieve this through continuous product development working alongside our partners. Carefully designed profiles, smooth-cut Leitz tooling, advanced paint technology from Teknos (UK) and Remmers, plus superior weatherseals, all combine to provide highly durable exterior weather protection. The Joinery Network has recently added Accoya French Doors to the range, achieving stringent PAS24:2022 certification for Accoya wood.

We are also at the forefront of vacuum glazed windows and doors, bringing practical, cost-effective and sustainable energy efficiency to glazing projects. All the products in the Lignum range are supported with a marketing suite, so that new customers can hit the ground running.

Adding profit with timber windows & doors

Typically, joinery companies manufacturing the Lignum system are finding that there's a sea change in profitability for windows and doors. John Fanthorpe from JF Joinery reported that by moving to Lignum he was able to double production of windows and doors, with a significant increase in profit margin. John says: "Since we adopted the Lignum system our production times have decreased significantly, and we have more than doubled our revenue."



As well as the growing interest in timber windows and doors from joinery companies, interest from homeowners is increasing as well. The Joinery Network member Timbawood Ltd reported its busiest stand ever at the recent Homebuilding and Renovation Show at Excel, London. Timbawood's Managing Director Ian Selby told us: "There was huge interest in our historic and contemporary product ranges, with strong enquiries for vacuum glazing. Visitors to our stand were searching for climate change solutions and motivated by the sustainability of our timber windows and doors."

It's impressive to see what The Joinery Network, working with our members and partners have achieved together in the first five years. And the next five? We are looking forward to growing the number of UK manufacturers of Lignum superior, fully certified timber windows and doors to stay ahead of demand. ♦

More at www.thejoinerynetwork.co.uk