

# 10-year celebration for FIS Windows Ltd

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Ipswich windows, doors and conservatories company FIS Windows is celebrating 10 years in business, serving the local community.

A special party night, with music and entertainment, is being planned at an Ipswich restaurant, for customers and other people in the business community whose support has helped the business succeed and grow.

Director Pas Iachetta said: "We wanted to say 'thank you' to all the people who helped us get here. It really will be a celebration."

Now FIS Windows is supplying and fitting windows for individual homeowners, and also increasingly for the

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Duncan Foster, chairman

construction trade and for commerce and industry projects.

Tracy Garwood, who is responsible for marketing and social media, said: "We have a lot of customers in Ipswich, Felixstowe and now across East Anglia, spreading out from our Ipswich base."

Pas explained: "We want to give people a good deal; top-quality installations at an affordable price."

"They come with a 10-year guarantee and if there is any problem we sort it out. It is a good policy. A lot of people come back to us when they have moved house. We are always happy to give customers advice and a no-commitment quotation."

"There is no pressure sales from us. That is not what we do."

"We have never pressurised anybody."



■ Above, the FIS Windows team - Sean Stocks, Andy Chittock, Wayne Parsons, Tim Perez, John Vickers, Luke D'Zundza, Craig Smith and Mike Shaw. Left, directors Pas Iachetta and Duncan Foster.



Chairman Duncan Foster explained: "FIS was born 10 years ago when three lifelong friends sat down and discussed the idea after playing a game of football."

"We learnt a lot in the early years, but continued to focus on getting things right and keeping our customers happy, with a view to building the business organically, mainly from word of mouth and recommendations along with a careful budget of local advertising."

"I am happy to say that we have built a great team working with us

who understand what is required to keep our customers happy. The business is going from strength to strength as we pick up bigger contracts, but we still treat the customer who has one window the same as someone who has 300. We believe we have the right products, the right service and the right people to deliver absolute satisfaction."

"I really enjoy working with everyone at FIS, and we have become a real family."

"Well done to everyone for helping us achieve this milestone, and I look

forward to working with you for the next 10 years and beyond."

"I would also like to thank all our customers over the last 10 years for their positive feedback and reviews, along with the odd cup of tea for the fitters. The company would not be where it is without you, so if you have used FIS at any time, I would like to thank you for your custom and support."

Replacement doors and windows look good and add value to any private home, Pas said. They are more efficient and made homes more



economic to run, he explained. While new conservatories added useful living space as well as making a home more saleable, if the owner was looking to move on.

It is not just private homes for FIS Windows, however.

They have installed new double-glazed windows for rental homes, owned and provided by local landlords for their tenants.

Another area of development is major refurbishment schemes, often for landmark buildings.

In Ipswich, for example, custom-built windows have been designed and installed in buildings in Queen Street and Electric House, where commercial spaces are being converted into new luxury apartments in the heart of the town centre.

Commercial property is also a growing area of business.

Windows and bi-fold doors are also fitted to exciting commercial buildings - from car showrooms to restaurants - when they are upgraded.

FIS Windows has also supported a number of local charity appeals. "It is part of being part of the community," added Pas. "We always try and help where we can."

→ FIS Windows Ltd is at 17 Holywells Road, Ipswich. Telephone 01473 251757 or visit [www.fiswindows.co.uk](http://www.fiswindows.co.uk)

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