



Sale of SIG Building Plastics and associated businesses to GAP (General All Purpose Plastics Ltd) including:

SIG Building Plastics, SIG Windows, SIG Sheet Materials, Gutters and Ladders, Drainage Online.

About the Deal

Why did SIG want to sell its Building Plastics division - and why did GAP want to buy it?

We all spotted a great opportunity to unite two extremely well-run, profitable companies with similar values and cultures. That's actually what makes us the right partner for each other. We're confident that together we'll be able to achieve much more than either of us could have achieved on our own. As a private-owned manufacturer and trade counter stockist and distributor of products, GAP has control over its entire supply chain and so is in the best possible position to manage its growth. Though it was growing at the rate of one new Depot each month, the owners felt it needed to expand more quickly. SIG Building Plastics has 65 Depots and distributes very similar products that are made by other manufacturers.

Who Are GAP?

GAP is a privately-owned vertically integrated manufacturer, stockist and distributor of high quality, low maintenance PVC-U building products, and as such controls the supply chain from end to end. In this way it differs from SIG Building Plastics.

They meet the needs of their 31,000 customers nationwide - including several of the UK's national and regional house builders, maintenance contractors and housing associations - through two large factories and their current network of 46 Depots; which they have recently been extending at the rate of one new depot per month.

Holding £5m of fast-moving stock across their Depot network and a further £2m at their Central Warehouse means they can usually meet their promise of having what customers' need - when they most need it.

In excess of a million items are picked each year from their Central Warehouse and make their way to their Depots every week. Nearly 75% of deliveries are made overnight to ensure stocks are ready for early morning customer collection or delivery.

Their large fleet is split between larger trunking units and local direct-to-site delivery units. It comprises 25 x 7.5t trucks, 45 x 3.5t trucks, 6 x HGVs and 3 x 18t trucks. Products are transported in boxed units rather than on flat beds to guarantee that they arrive in perfect condition and are ready for immediate use. The fleet is being expanded immediately to make sure the additional demand from the enlarged business will be met.



GAP's business focus is about getting back to basics through communication, understanding relationships, protecting the environment and playing a key role in supporting local business communities.

How can I learn more about GAP and how it does business?

Everything you need to know can be found at www.gap.uk.com. As ever though, you can't beat face-time, so we have a busy schedule of customer visits and meetings lined-up to make sure you get to know your relevant contacts and representatives as quickly as possible.

About Our Relationship With You As A Valued Supply Partner

How will this change in ownership impact me?

Both GAP and SIG Building Plastics' customers will benefit from the combined business in a number of different ways. The most obvious is access to 100+ local Depots across the UK. In addition, the much larger group will also be able to provide an extended product range.

What do I stand to gain from the deal? What are the benefits to me?

Confidence, cooperation and coverage – they all play a key role in the success of any customer / supplier relationship. Both companies take huge pride in our commitment to customer service. Working together the enlarged business brings a formidable new force to the building materials sector. You will benefit from having access to a truly national network of Depots stocked with market leading brands.

Will customers still be able to buy the same brands of products?

In the short term, nothing much will change and our customers will continue purchasing the same

Will inventory levels remain the same?

As a vertically-integrated organisation, the enlarged group will be able to seize full advantage of GAP's huge manufacturing capability and to its promise to have what you need on its Depot shelves – when you most need it. Inventory levels will increase significantly across the entire Network.

Will the order that SIG Building Plastics gave me still be honoured?

Yes. All orders issued by either organisation prior to the acquisition, will be honoured.

Will there be any staffing changes that might affect me?

GAP has acquired the SIG Building Plastics Depots, their teams and everyone in the sales and marketing functions. Initially, it will be business as usual for both businesses and your usual points of contact will be unaffected. As soon as the new team structure starts to emerge a revised group-wide organisational structure will be created and at that point, any changes to your day-to-day contacts will be clearly communicated.



Who do I call if I have a problem or concern?

The immediate goal of this new and exciting business is to reassure both customers and supply partners that the sale of SIG Building Plastics to GAP offers only upside in terms of service, support and product choice. Please continue to raise any issues with your usual go-to person; who will have been briefed to quickly escalate any problems that can't be resolved locally.

Will I be dealing with a new Head office?

On a day-to-day basis, you'll continue to deal with whichever SIG Building Plastics Depot or Sales person that you're accustomed to dealing with. However, if you need to contact GAP's support centre they will be based at the GAP campus at Partnership Way, Shadsworth Business Park, Blackburn, Lancashire BB1 2QP (01254 682 888)

About Integration

Will any SIG Building Plastics Depots close because of the deal?

One of the most appealing aspects of the deal to both parties is the way in which the two Depot networks complement each other. Most of the SIG Depots are located in regions that were on the GAP's expansion plan, and so there is very little overlap. At this early stage GAP does not feel there's any need to close any of the existing SIG Building Plastics Depots.

Will the SIG Building Plastics businesses suddenly be called GAP?

To start with, nothing will change and it will very much be business as usual. Over the coming weeks and months we'll begin the process of developing the 65 SIG branded Depots so that they look the same as the existing 46 GAP Depots.

Will the branding change straight away?

GAP has spent 23 years developing a strong and consistent brand across its 46 Depots around the UK to ensure that they look like and trade like a family. While GAP get to know and understand the business and customers of SIG over the coming months, they will be working out a rebranding timeframe.