



**VEKA**   
TRADE EXTRUSION

**CASE STUDY**

**TRADE EXTRUSION**



**Ian Smith**

Sales Manager -  
Specialist Products



[ismith@veka.com](mailto:ismith@veka.com)



**07721 822006**

# TRADE EXTRUSION



**Headquartered in Germany and family owned since 1969, VEKA has subsidiaries in over 40 countries across the world, and is the world's largest manufacturer of extruded PVCu products.**

VEKA plc is the UK arm of the company which was incorporated in 1986, in Burnley, Lancashire.



Our German heritage is backed by British craftsmanship; quality is embedded deep within our ethos.



Our ongoing commitment to product development ensures that we continue to evolve.



Our 32 high capacity, high speed extrusion lines run 24 hours a day, 7 days a week.



Our on-site, multi-component mixing plant is able to produce customer specific compound formulations.



We have a substantial stock holding capacity and offer national delivery on our own fleet. Our 2022 average OTIF was 98.5%.



# THE PROBLEM

# THE SOLUTION



Duralock supplies high-quality fencing solutions and equestrian barriers to 41 countries and the main horse racing tracks in the UK including Aintree and Cheltenham.



Over a period of five or six years, Duralock worked with several suppliers, but were unable to find the right fit.



Faced with ongoing issues with disruption to supply, Duralock recognised VEKA's extrusion expertise and decided to have a conversation.

Discussions proved successful, and together we agreed a plan.



## Step One

A dedicated project team made arrangements to begin extrusion using existing Duralock tools.



## Step Two

Secondary operations such as drilling, routing and gluing commenced.



## Step Three

Owing to the success of the partnership, decisions are now being made to future-proof business and ensure security of supply for the future. This includes new tooling and recycling solutions.



“ VEKA's outstanding reputation combined with its unrivalled technical expertise made this collaboration the perfect match. “We are absolutely delighted to be working with a company like VEKA, not just from an extrusion point of view, but a research and development point of view also.”

**Jonathan McGovern,**  
Chief Executive, Duralock ”



[www.duralock.com](http://www.duralock.com)



# OUR JOINT COMMITMENT TO SUSTAINABILITY



**Every UK business has a commitment to get to Net Zero by 2050, and VEKA is committed to supporting you on your own journey.**

The development of co-extrusion tools means that our products now include recycled content. End of life products are also recycled back in to the supply chain, in conjunction with VEKA Recycling.



**VEKA  
Recycling**



The work VEKA is doing around reprocessing and recycling material is incredible, and that for us is key. For the markets we work in, we need to be best in class for using reprocessed material, and our commitment to sustainability. We have big aspirations for our business, not just in the UK, but internationally as well. Working closely with VEKA is a huge positive; it's revolutionary for our company."

**Jonathan McGovern,**  
Chief Executive, Duralock

