



CASE STUDY

Cotswold Architectural Products Limited

FROM SUSTAINABILITY CONFUSION TO A 24 MONTH
GROWTH PARTNERSHIP



OVERVIEW

Cotswold Architectural Products is a UK based architectural hardware business supplying window and door manufacturers across construction, trade and tender led supply chains. With UK operations and an owned manufacturing facility in India, the company is working to strengthen its sustainability evidence, carbon reporting and customer readiness.

BACKGROUND



Cotswold Architectural Products is a UK based business with around 40 people, operating from a rented UK warehouse and office, with an owned manufacturing facility in India.

The company supplies architectural products mainly through distributors and directly to UPVC window manufacturers. Its products are used across consumer and business markets, including tender led construction and new build housing supply chains.

Cotswold had worked with The Systems Link for a number of years and already held ISO 9001. The business was also considering ISO 14001, but needed to understand its carbon position before moving further forward.

THE TRIGGER

Cotswold was starting to receive more sustainability questions from customers and supply chain partners.

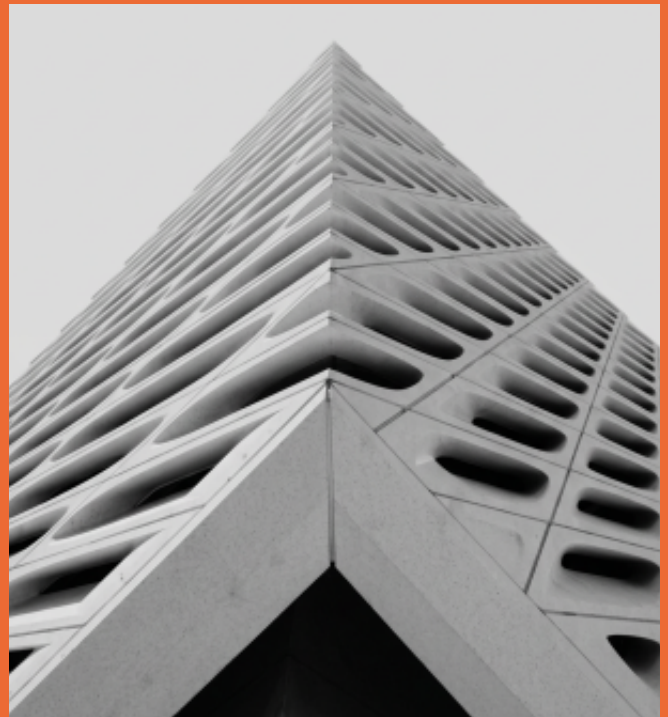
These were not simple ISO questions. They were questions about carbon, evidence, policy, supply chain transparency and future readiness.

The Systems Link recognised that Cotswold needed specialist sustainability support and introduced Ltt Consulting.



THE CHALLENGE

- What customers were really asking.
- What evidence was needed.
- How to respond with confidence.
- How carbon accounting could support ISO 14001 readiness.
- How sustainability could become commercially useful.



WHAT WE DID

Ltt Consulting held an initial 90 minute discovery call with Cotswold at no cost. Following the call, Ltt prepared a first stage proposal. Once instructed, Ltt held a further 90 minute working session to go through the client's questions, explain what they meant, and agree what information was needed. Ltt also commissioned competitor research to understand how others in the sector were positioning sustainability. An initial report was delivered within two weeks.

The Work Delivered

The first phase was an 8 week sprint looking back at the 2025 to 2026 reporting period.

This included:

- A carbon baseline assessment.
- An internal sales document to help the business answer customer questions.
- Policy and website wording for senior leadership sign off.
- A clearer structure for future sustainability activity.

The Shift

At the review call, Tim openly acknowledged that before the sprint he had been only "10% behind the project" and had not understood the return on investment.

By the end of the process, his position had changed. He understood the commercial value, could see how the work supported customer conversations, and wanted to promote Ltt within his industry.



THE CURRENT POSITION



The project has now moved into deeper Scope 3 work.

Ltt has held conversations with Cotswold's India team and with its global logistics partners. Data has started to come through, and the project has moved into the more detailed carbon calculation stage.

PARTNERSHIP MODEL

The Systems Link identified the client need through its ISO and management system relationship.

Ltt Consulting translated sustainability into commercial action, evidence and client friendly language.

Vizibli supports the structured data, reporting and future carbon accounting approach.



WHY THIS MATTERS

This project shows how ISO, carbon accounting and commercial sustainability support can work together.

The client did not just need a carbon report.

They needed confidence, clarity and a way to turn sustainability pressure into commercial readiness.

WANT TO EXPLORE A PARTNERSHIP?

If your clients are facing sustainability questions, tender pressure or ISO 14001 readiness challenges, Ltt Consulting can help turn that pressure into commercial clarity.

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