



HÖRMANN

The Finishing Touch

Hörmann, the leading manufacturer of garage doors, has developed 24 new Duragrain finishes which will instantly transform any garage and give it a new lease of life.

Duragrain is an innovative printed finish, which is compatible with the hugely popular sectional door offering from Hörmann. The finish uses a protective exterior paint to provide an ultra scratch-resistant surface finish, helping the door to remain in good quality for many years. Plus the inclusion of a UV-resistant layer means that the colour won't fade during sun exposure.

The new finishes include a wide range of wood effect options, including a stylishly dark Terra Walnut and a soft Whitewashed Oak – which is perfect for anyone trying to master the popular Scandi style. Or for those who don't want a wood finish, 'Concrete', 'Rusty Steel' or 'Mocca' are just some of the other options available and will give a contemporary look to the exterior of any property.

For a complete garage refresh, Hörmann can also create lintel and frame fascia in a colour that matches the finish.

For further information on Hörmann UK's range of products, contact Henrietta Painter or Katy Peacock at HROC LTD on 0121 454 9707 or email hormann@hroc.co.uk

DEDICATED TRADE LINE 01933 448855



TRADE NEWSLETTER

AUTUMN 2019 ISSUE 3



The importance of a long-standing family business ... in a modern age

At a time when there is trouble on the High Street due to the rise of internet sales, alongside the ever-growing trend toward poor or non-existent service, you can see the impact that a long-standing family business can have, as a result of offering a more personal service to their client base.

A family business that has survived several recessions, major changes in markets and sourcing materials through thick and thin times, will grow strong. This is because they care; about their customers, products and services.



Last July at the Garage Door Centre we took delivery of an addition to our fleet of vehicles from Thrapston Garage; a family business just like ours, that has been trading for 50 years. They understand and listen to our needs and always find the right vehicles for us, whether this is cars or commercial vans. Thrapston Garage do all the work, so we don't have to!

The difference is, they care. With any major purchase these days isn't it worth making sure you get it right by dealing with a company who provides the knowledge and experience to do so rather than just making a sale to chalk up on their figures?

Specialist in Garage Doors since 1986

Site Surveys – Installations – After Sales

Fully Qualified Installers for all site work

Standard or bespoke made doors

Matching entrance and side doors

Showroom with over 60 models on display

Not only is it important to ensure that the right garage door is selected to be fit for purpose and provide the user with ease of operation and security, it is now more important than ever to make sure that the door is fully compliant and safe with a recognised and tested specification.



Call 01933 229135

The Team! Who looks after You?

Alice Dove	07818 452440
Daniel Orrill	07825 867887
James Vyse	07770 758677
Jessica Dove	07818 452439
John Parrott	07798 918566
Jon Ager	07900 576521
Jerome Smith	07384 465734

FIND US

6-8 Meadow Close
Ise Valley Trading Estate
Finedon Road
Wellingborough
Northamptonshire
NN8 4BH

OPENING TIMES

Monday to Friday
08.30 - 17.30
Saturday
09.00 - 16.00



Call 01933 229135

"Nathan Dove takes delivery of a new Ford Focus from Sean Porter of Thrapston Garage"

In this edition you will see the achievement of John Parrott, one of our consultants, who ran the ultramarathon, known as "The Wall"! Worth a read...

And finally, during this season we will see the exit from the EU, or will we? Under the guidance of Boris. Remember, our manufacturers have stockpiled, so we are prepared. The whole sales team will be visiting Lithuania this October to find out more about our manufacturer, Ryterna and take a factory tour. They create side hinged, sectional, and side sliding garage doors as well as entrance doors. Their bespoke service is ideal for us. Here is an example of one of their recent finishes. We look forward to seeing how it is produced.

Alice Dove, Sales Director



Showroom News



Our local manufacturer, Woodrite, have provided a beautiful example of the York range, Bierton side hinged garage door for us. This one is manufactured out of cedarwood, factory finished in a light oak stain and comes complete with a 70mm x 90mm cedar clad frame. The windows are 4mm toughened glass.

Do come in if you are passing and take a moment to come and look at it, grab a sample and have a cup of tea.



www.thegarage-doorcentre.co.uk

TRADE ENQUIRIES 01933 448855



SAFETY SCHEMES IN PROCUREMENT



Profile on Dynamic Door Solutions

While Dynamic Doors Solutions Limited continues to grow its market share, offering a personal service has remained a key value at the heart of the business.

Hollie Sheldon, Managing Director said "Whilst working within the partnership programme we have enjoyed tendering and working on an array of different projects, with Steve Sheldon as Technical Director.

Being able to add a little finesse and going the extra mile when completing the garage doors is our favourite part. Being able to use our vast knowledge to source innovative products to achieve a finish that meets the customer's expectations is what gives us a buzz".

Dynamic Door Solutions work with several manufacturers including Hörmann, Aluroll and SWS UK. As an independent business with connections with a variety of manufacturers they ensure that they can provide customers with the exact products they require. Tailoring the product to the customer's requirements; whether this be on budget or specific manufacturer.

Elite Partners and Partner Installers with us for over two years!



Becky Baxter - Sales Manager

Our Sister Company



Meet the Team from AGD Systems

Otherwise known as the Electric Gate Centre, this is the root of our group of companies! Back in 1987 this was the company that opened its doors first, all other companies followed.

Today, AGD are the automatic gate experts!

As specialists, they have a team of experts in house who are proud to boast that if there is anything they do not know about electric gates and entry systems, it is not worth knowing!



With three teams of fully qualified installers, specialist service and repair engineers on the road each day ready to respond to the customer's needs, this company is built on a strong foundation.



Showroom and the Team:

Units 29-31
Stewarts Road
Wellingborough
NN8 4RJ

Meet the Team from AGD Systems
From left to right: Brian Dove, Lee Turner, Rachael Gordon, Antony Eastment

Telephone: 01933 229123
enquiries@agdsystems.co.uk

Stock Door Corner

Come and collect to save even more money. Build the opening to suit the door so you can get yourself a really good bargain. Many of these doors are still unwrapped stock.

Talk to one of our consultants first to ensure that the door will fit the opening and we will allocate it to you. **First come first served!**

SWS Vertico *Image Shown here is an example only! This is a neat and tidy ex showroom around the corner style of door. Exterior Golden Oak laminate and interior is brown powder coat, complete with motor and two handsets.

This is a knock down price!



ONLY £520 inc VAT

2220mm Wide
2235mm High



DEDICATED TRADE LINE 01933 448855

Call us on the dedicated trade phone-line and reserve something for yourself or your customer.

PHONE IN DEAL | TRADE ONLY OFFER

Call your trade account manager now and quote "Autumn Newsletter 2019" to get 20% extra off the next garage door operator you buy with your next purchase of a garage door.

NB: Only one redemption of this offer may be made per edition and per client. May not be used in conjunction with any other offer however your dedicated trade price will not be affected.

Sold as Seen!

2 Number Woodrite, Kenilworth Up and Over Panels in Idigbo Factory finished in Natural Oak. An incredible opportunity to buy the highest quality of timber at below cost price, and you should take this chance to get a matching pair!



ONLY £2000 inc VAT

3140mm Wide
2210mm High

Hörmann Side Door LPU40 M Rib. LH hinged *Image Shown here is an example only! Light Ivory. Again priced for a quick sale.



ONLY £325 inc VAT

825mm Wide
2105mm High

One of our longest serving team members, John Parrott



John has been a surveyor and sales consultant both for domestic and trade buyers with the Garage Door Centre for 14 years. John started working at the Warwick showroom as a surveyor, repairs and installation engineer. He gradually moved into sales whilst working there, then joined the Wellingborough division in 2012.

At home John loves "outdoors stuff" to include CanX which is the sport where a dog runs with the handler, attached to a bungee. This is Una, she is 6 and a German Shepherd crossed with a Husky. The season has just started and runs mainly through the winter months to avoid the heat. Events are held all over the country, giving John and his family a chance to stay on location and soak up the atmosphere and the beer! John runs as an individual and is a registered member of CanX. John's youngest daughter Kayleigh, aged 14 also runs with her Husky, Indie.

John taking part in the Glen Nevis River Race, Summer 2012.

Other activities John does regularly are that he helps his local Cub Scouts as a leader which involves running the weekly meetings, arranging camps and outings, all with approximately twenty 8-10 year olds!

This year John took part in the longest run of his life! It was 69 miles and ran from Carlisle to Newcastle-upon-Tyne following Hadrian's Wall. This is an event known as "The Wall" and is meant to be completed within 26 hours. John and his friend Dave Litchfield set themselves a target of completing this within 20 hours, and eventually it took them 20 hours and 58 minutes! No mean feat!

John had plenty of moral support from his wife Sonia and Dave's wife Dawn.

Next on the agenda is the Great North run, coming in September, which John and Dave plan to do together, now that they are this fit!



All About Accoya

Accoya® is made by a process called acetylation that adds nothing into the wood that does not already occur within it.



The manufacturers of Accoya® state "Guaranteed for 50 years above ground and 25 years in ground or freshwater" – impressive! Woodrite and their stain partner Teknos are consequently very confident in their warranty of up to 10-year on the door's finish! There's plenty more to say about Accoya®

- Properties that match or exceed tropical hardwoods and treated woods
- Impressive dimensional stability
- Finishes last up to two times longer – painted or stained
- Easier to coat and less preparation required
- Sourced from sustainable timber

Battling the Crimewave

It seems unfortunate that the levels of forced entry burglaries into both commercial and domestic premises are still on the rise.

There has been an upturn over the last 12 months which is concerning; compounded by the knowledge that we have specified for and sold more security grilles and shutters per month than in any previous month before this year. It is a steep incline.

We have security rated garage doors, entrance doors and pedestrian doors with 'Secured by Design' certification, LPS1175, PAS 24 and European standards such as RC2, all available alongside our security shutters, grilles and bar systems, designed to stop entry into your home or business premises.



Carefully specified, these security products can be discreet but very effective indeed and are available in almost any colour required.

You or your clients can see and try out all of these products in our Wellingborough showroom.

01933 448850



Before and After Feature ...

Taking it from single to double.

Having removed two basic steel up and over doors, with frames, and removed the non supporting column separating them, we replaced them with a Cardeck 40mm insulated sectional garage door in anthracite, with an electric operator.

Installed behind the opening for extra width and height and trimming the sides of the exposed cavity to neaten the installation. We are impressed with the vertical lifting, minimal headroom take-up and increased security.



Time for a face-lift?

Replacing the old timber set of side hinged garage doors, with a maintenance-free Ryterna 40mm thick insulated set of steel hinged doors complete with 60mm steel frame and threshold; we have increased the security and appearance of this building in one go. This installation has an upgraded vertical steel handle set, to improve the overall style.



We know you will agree that the kerb appeal has dramatically improved!



www.thegaragedoorcentre.co.uk

Call: 01933 229135 Email: enquiries@thegaragedoorcentre.co.uk

