



HÖRMANN

Hörmann UK celebrates 40 years of first class sales and service

2019 marks an important milestone for leading door manufacturer, Hörmann UK, as the company celebrates its 40th anniversary with a series of special events and customer incentives.

Throughout 2019, Hörmann UK will be hosting trips for both its employees and customers to its headquarters in Steinhagen, Germany, whilst also hosting a "40 years of Hörmann UK" Gala Event following the Homebuilding & Renovating Show in March at the NEC. Also, to say thank you to its customers for their continued support, the 40th domestic garage door order each month will be given away free of charge throughout 2019.

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.

Wolfgang Gorner, Managing Director of Hörmann UK, said:

Each year as a business we continue to go from strength-to-strength. Marking 40 years of successful operation is testament to the hard work and commitment of every single one of our employees and distributors.

DEDICATED
TRADE LINE 01933 448855



Call 01933 229135

The Team! Which one is yours?

Daniel Orrill	07825 867887
Darren Mountford	07917 157118
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
Sunday
Closed



Call 01933 229135



TRADE NEWSLETTER

Welcome to the Spring edition of the New Garage Door Centre Newsletter!

It is with great excitement that we bring you, our trade clients, this first edition of the new Garage Door Centre seasonal newsletter. As I type this I can see the last glimmers of daylight still gracing our skies at 5.30pm when the staff start to go home, it is exciting

that Spring is finally on the way and we can get back to normal surveying and installing mode!

You are always welcome to pop in to our showroom, for all sorts of help and a very

important cup of tea on a cold day, but we also expect to be here for your customers. You can rely on us to help them to pick what they want and try out the working models. Either send them in or come with them, we understand that there simply aren't enough hours in the day for you to do this especially when the daylight hours are short. One of the key things that sets us apart is knowledgeable and non-pushy staff.



Meet some of our Consultant Surveyors

From left to right: James Stokes, James Weaver, Daniel Orrill, Alice Dove, Darren Mountford, Jessica Dove, James Vyse

Inside there are quick guides, an introduction to our sister company Samson Industrial, a quick small sample of our many stock doors and other pieces. Future editions will show you some measuring advice and innovative doors that may be sought after by the higher end clients and much more. It's surprising really how much content is in our world of Garage Doors and Entrance doors, and when you couple that with being a longstanding family business with nearly 80 staff members then we have a lot to share!

I hope it makes interesting reading and if you ever want to know any more, or contribute, you can always pick up the phone and ask us, or email us; we are happy to help. We would be delighted to feature any input you send us.

Alice Dove, Sales Director



SPRING 2019 ISSUE 1



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.



Operations Department



www.thegaragedoorcentre.co.uk

TRADE ENQUIRIES 01933 448855



SAFETY
SCHEMES IN
PROCUREMENT



Spitfire Bespoke Homes

Profile of a Trade Client

We are pleased to have been supporting Spitfire Bespoke Homes, of Coleshill, West Midlands in their property development for at least 5 years. They build homes across the country, from Leamington Spa to Broadway in Worcestershire, across to Clevedon near Bristol and in Cheltenham. Spitfire are in almost weekly communication with us and have specified for a selection of garage door types varying from their recent acquisition of some Garador Carltons, which is a vertical design in steel, which they chose in a bespoke RAL colour shown opposite.

One of their more preferred choices is the genuine timber vertical design, either made by Woodrite or Garador.

You can tell from this that the homes Spitfire are creating are both high value and high status!

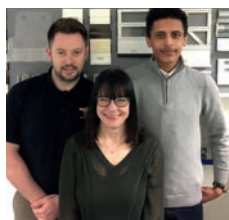
Account manager for Spitfire is John Parrott, who has built a great relationship with their QS, John Nunney. John Parrott has been with us for 13 years and used to install Garage Doors before he came to us. We will be doing a feature on John in a future edition newsletter, as he has some interesting home activities we can all read about, such as his interest in Canine X Country running!"



Our Sister Company

Samson

Roller Shutters and Industrial Doors



Here at the Garage Door Centre, we make up one section of a big family-run group of businesses, another one of which is Samson Industrial Doors. The staff in all divisions of the Dove Group work very closely

together and this enables us to plan out logistics and share knowledge of product, installation, administration and surveying skills. Not only this, but the showroom atmosphere benefits from such a broad range of folks working alongside one another! I know it sounds old fashioned but we are like one big family!

In Samson, they are pleased to welcome a new member to their team, Greg Taylor (pictured above) who joined us at the beginning of January this year. Greg works closely with Jordan Goddard and Julie Hickmott to provide services such as estimating, surveying, quotations, specify for orders and respond to general enquiries about industrial doors and security products both for the domestic and commercial environment.



Operations Team
From left to right: Karen Garnham, Danny Catania, Alan Chapman

As I write this they are looking forward to going Karting together in Corby to let off some energy on the tracks!

Contact the Samson Industrial team on **01933 448850** or on **enquiries@samsondoors.co.uk**

Grab yourself a great bargain by doing this:

Stock Door Corner

Check what doors you can have at less than cost price! We have a good selection of perfect and close to perfect doors waiting for you to give them a new home!

Build your opening to suit! Get the detailed measurements from our team and away you go.

Sold as seen and first come, first served. Examples here in our stores:

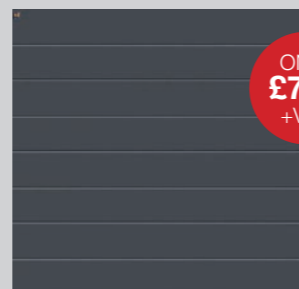
Garador Salisbury 7ft x 7ft in White powder coated steel, retractable gear and framed. Priced for a quick sale at £550 plus VAT



Salisbury Door



Hörmann Insulated sectional in Anthracite silkgrain finish 4500mm wide x 2000mm high on a standard N track gear. Slightly scuffed priced to sell at £700 plus VAT.



Hörmann Grey Sectional Door

Gliderol mini roller door in Rosewood 2100mm wide x 2130mm high. A little less than perfect so priced to sell at £250 plus VAT. **Easy to collect!**



Gliderol Door

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 **"Spring 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.

Introducing the most Recent addition to Your Team of Consultants – Jerome, at Your Service!

We welcome Jerome Smith, (born around the time of Beatles fame) who joined us in the first week of December 2018 and was born locally, in Northamptonshire. Jerome has this to say about himself:

"Recently I moved over from the Footwear trade after 30 years of experience, now excited to learn a new trade, Into the world of Garage doors for my Sins! I hope to be able to transfer my B2B skills to negotiate some great Trade deals for you and the Garage Door Centre!

My Hobbies are varied, but also include Falconry, which I have been doing since I was 15. I fly the birds over open ground locally and enjoy hawking in Scotland when time permits! The birds I fly are Peregrines (pictured) and a Peregrine/Gyr Hybrid.

When not flying and caring for these birds, I am often seen – if it is not dark! – cycling around Northamptonshire, both on and off road. As you can see I am very fond of the big outdoors.

I look forward to meeting and doing business with you.

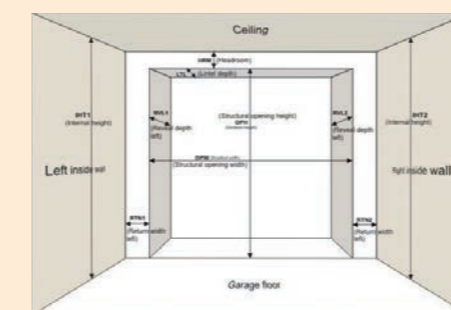


Jerome Smith Consultant Surveyor 07384 465734

How To! Quick Tutorial

How to carry out your own Garage Door Survey for an estimated price.

Measurements need to be taken in width from block or brick to block or brick on the other side, ignoring the frame and from finished floor height to underside of lintel at the top of the opening. For a good fit we remove and dispose of the frame for you as most garage doors come with a factory fitted frame or tracks and we bolt these straight to the brickwork or block.



For us to be able to provide you with a pretty accurate price for any of the products we can provide you with and to explain what can be installed in the opening, it would be really helpful if you can give us the measurements that are labelled in this drawing. Incidentally we work in both imperial and metric measurements. What is even more surprising is that Germany provide us with garage doors measured in feet and inches! (The real size of a 7ft x 7ft garage door is a whole other story for another edition.)

Brexit Aware

Message from Alice Dove,
Sales Director



With so much speculation about Brexit and the guaranteed knowledge that the proposed exit date occurs before the next edition of this newsletter, I felt it prudent to advise you that our supply chain is preparing and so are we!

We have the good fortune that our main manufacturers are in a strong position for many reasons:

Our biggest two manufacturers have already issued Brexit statements to us and they both follow the lines that they are producing a surplus of stock to prepare for any potential import hold-ups, they have taken on additional storage space for this so their investments are substantial.

This all indicates that the big-boy manufacturers are geared up for the potential importation problems that may be encountered around the end of March 2019. Their roots are predominantly in Germany and their aim is to continue to supply us over here. Tariffs are a possibility and we have already signed up for the customs clearance that may, or may not be required, for us to trade with the EU.

Do allow plenty of time for your goods for the short term, and order anything that you know you are going to need prior to any potential importation duties being applied, if you'd like to avoid the risk of that increase in cost. We are doing all that we can to avoid this, as always.

We will advise you on all your measurements so that you can make the openings to suit the doors!



The Rise of Anthracite Grey – To Become The New Black!

By Nathan Dove, MD

We have seen the popularity of the colour "Anthracite Grey" rise rapidly over the past few years to become the most requested colour ever! Anthracite complements almost any colour scheme and will work on old or new properties alike.

Many years ago I was asked to supply a large awning for a client, and it had to be done fast! When checking with our manufacturers, one of the major players had the size we wanted in stock but only available in this new, unheard of, "anthracite." Boy, did I have to work hard to persuade the client that this would be the right thing for them! Twisting their arm was order of the day! They accepted and so, the awning was delivered fast as promised, then installed...

The result was outstanding!

Their new awning was fitted to a barn conversion, so a modern grey wasn't expected to be the best choice, but how we were amazed by the result!

That project became a turning point for our consultation team and highlighted how this dark grey finish could work with anything. It became the preferred option on building projects, appearing on front entrance doors, garage doors, windows and awning cassettes.

Anthracite grey, known in the paint trade as RAL 7016 is unobtrusive when installed alongside white trims. Unlike black or white, it prevents window or door frames from looking shabby. In other words; it is "forgiving!"

Recognised as an architect's preferred choice, RAL 7016 has spread far and wide, being used in the latest retail parks, new build homes, to hotel and restaurant facades, schools and city centre developments.

Anthracite Grey is the perfect door colour for a modern abode, but don't be put off if you live in a traditional property because this colour can add a contemporary twist to any home whilst sitting comfortably and stylishly alongside old stone and timber structures.

We also offer a textured paint version of anthracite which is a similar version of this grey but offering a tougher finish, for example "Sand Grain." Laminate foil options also exist offering minor variations on the colour and providing an exceptionally hardwearing coating, good for the salty sea air.



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