



# HÖRMANN

## Hörmann UK new aluminium frame sectional door range.

Hörmann UK's new aluminium frame sectional garage door range, ART 42, offers a stylish contemporary visual style, combined with outstanding service life, security and thermal efficiency.

Featuring an aluminium frame that can be personalised with a range of infill options, customers can select from a range of 11 finishes, from synthetic double pane grey tinted glazing, to perforated stainless steel. This allows you to help the homeowner project their own personality onto the exterior of their property.

The aluminium frame can be coated in 15 different colours, or can be colour matched to complement existing windows and entrance doors. Also available for side garage doors, the ART 42 features a streamlined design for quick and easy installation that also supports comprehensive and straightforward servicing.

“For enhanced thermal performance, the ART 42 is available with a thermal break to improve insulation levels, whilst subsequently minimising drafts.”

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

SUMMER 2019 ISSUE 2

### We are glad to be bringing you the 2nd edition of our Newsletter!

The showroom here in Wellingborough has been bustling with activity. Daniel, the Technical Sales Supervisor has been working to expand our super display of working models for everyone to try out.

One of the items we changed here recently was the SWS Sectional garage door on display, much to the amusement of the team who took part in the incorporated training session, it was changed from one green into another! Can you spot the subtle difference in shade?

The one on the left was in Chartwell Green and the one on the right is now BS 12 B 21, otherwise known as “Mineral Green”, which is the closest colour for powder coating that you can get to Farrow and Ball's very own “Lichen”

Your clients in historical locations would certainly appreciate this option. Another way to provide a historical shade is by utilising our timber manufacturer, Woodrite's paint match service. As pictured here, this is a Woodrite door fully finished in their paint match to Farrow and Ball's “French Grey.”



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	OPENING TIMES
6-8 Meadow Close	Monday to Friday
Ise Valley Trading Estate	08.30 - 17.30
Finedon Road	Saturday
Wellingborough	09.00 - 16.00
Northamptonshire	Sunday
NN8 4BH	Closed



Call 01933 229135

In March Nathan Dove and I were honoured to be invited to attend Hörmann's 40th anniversary celebrations for being present in the UK marketplace. They held a black tie do at the N.E.C. in Birmingham where they always attend the National Homebuilders and Renovators show. The speakers were Kristoff Hörmann and the delightful Kevin Keegan, whom I just happened to be seated next to for supper, what a great guy! He entertained the 100s of guests expertly. Keegan spent a few years playing for the “Hamburger Sport-Verein” in the 70s so his ties to Germany dovetailed nicely with the Hörmann ties to the UK of the same era. I can personally vouch for the fact that he has not let himself go and piled on any excess weight!

Enjoy this edition, and please email in or phone any request for features, they would be welcome.

Alice Dove, Sales Director



You will also find awnings in our showroom!



www.thegaragedoorcentre.co.uk

TRADE ENQUIRIES 01933 448855



SAFETY SCHEMES IN PROCUREMENT



## Profile of a Trade Client Bellway Northern Home Counties PLC

Rob Morcombe, Senior Buyer for Bellway Northern Home Counties, based in Milton Keynes has been in this role for 4 years. Alice Dove and Daniel Orrill here at the Garage Door Centre have enjoyed specifying the garage doors for Bellway on their Wellingborough site named "Stanton Cross" over the last 6 months and in doing so have developed a good working relationship with Rob and the site managers.



Garage doors installed by us on the Bellway site at Stanton Cross, Wellingborough. The "Garador Carlton"

Bellway Northern Home Counties consistently build and sell on 750 units per year. Not only this, but Bellway are a 5 star builder, which is an accolade only awarded to the highest standard of home builder. To achieve this award they are tested at many levels, with the home buying customer being surveyed more than once during their move. Bellway's customer care scores are in good company, they are rated at 5 stars along with Apple, BMW and Mercedes.

At the start of 2019 here at The Garage Door Centre we were delighted to be invited to work with the new division of Bellway, namely "Bellway Eastern Counties" who are strongly supported by Northern Home Counties. Rob says that at

Northern Home Counties they are "pivotal in the role of developing this division" as they work to recruit and set them up. Eastern Counties is projected to have 6 sites on the go across Cambridgeshire and Norfolk by August 2019 numbering approximately 450 units.



**Bellway Senior Team**  
From left to right: Rob Morcombe, Chris Edginton (Sales Director), David Thomas (Financial Director) Paul Smits (Managing Director)



Bellway support Cancer Research UK and are committed to raising £2m in 5 years. They have already achieved over 50% of their target!



## Here is our most senior Dove Group member! Brian Dove

Brian Dove has been a member of the Dove Group of companies and managing AGD Systems for 33 years!

Some history: Back in 1969, Brian started his own business as an electrician, solo for 18 months, until an old friend, Bryden Brake, joined the company as joint director to expand it and it became "Dove Electrical Limited".

When Brian's only son, Nathan left college in 1986 he started up "Automatic Gates and Doors" above Brian's wife (and Nathan's mother's) shop, "June's Hair Fashions" in Finedon, Northamptonshire. The idea was to automate gates and garage doors for

people. Brian was very happy to go out and install, as he has always enjoyed the physical part of the business.

Shortly after this venture began, back in the good old 80s it became clear that there was a market for the whole door to be procured and installed for customers, often because the original door hadn't been installed properly. So, Nathan founded "Northants Garage Door Centre Limited." At this point, Brian made the decision to sell Dove Electrical to his

business partner Bryden and join Nathan.

Today, at 74 years old, Brian can still keep up with the younger members of staff and enjoys a challenge in any kind of renovation and restoration which he sees as a hobby along with gardening. Brian has restored three homes of his own, and is very much enjoying living in one (the biggest project) today. He still enjoys going on site and joining in with the installation engineers, much to their dismay!

## Before and After Feature ...

Always something to lighten the mood! When our work produces such visible improvement!

Here is a really old Berkeley, Georgian style up and over door, clearly painted red at some point. Replaced by a Hörmann Georgian up and over in white.



We cannot fail to be pleased when something that looked so damaged and shabby, is replaced with a shiny new door. Our installation engineers love this part of their job and other staff members share in the joy when they are shown images such as these.



This was an old Westland Engineering MK3C in single skinned steel where the locking handle has broken. We replaced this with a Hörmann insulated sectional, in white woodgrain finish, manually operated. Beautifully done even though we say so ourselves!

## Our Sister Company GARAGEDOORSONLINE

A close relation to the Garage Door Centre but one that we don't make a song and dance about, is Garage Doors Online. Whilst being there on a phone line and through the internet, they are not physically present in a showroom.

The staff who work here help to provide the required information to assist the client in purchasing and installing their own, often quite large investment, of a garage or front door. Sometimes it means asking the customer to provide their own accurate measurements, or send in photographs.

Two long standing staff members are pictured here, Laura Maycock and Darren Mountford who have served twenty-one years between them and Carroll Franklin, who is new to the company and learning fast. Kevin Carroll works from the West Midlands and has been with G.D.O. for over 12 years!

Darren says:- "G.D.O. caters more for the experienced D.I.Yer who has confidence in undertaking the fitting of garage doors such as sectionals or rollers."



Part of the G.D.O. Team  
From left to right: Carroll, Darren and Laura

The team is available for the supply and delivery of our products on [enquiries@garagedooronline.co.uk](mailto:enquiries@garagedooronline.co.uk)

## Build the opening to suit to save a fortune!

Firstly, find out the outside frame measurements from our team or jump in and get the door delivered, then you build to suit the door. Doing this WILL save you £1000s. We can arrange to deliver these to you for an additional cost otherwise pop over and grab it for no extra!

**Sold as seen, on a first come, first served basis. Here are some examples of our current selection!**

Hörmann LPU42 L Ribbed Silkgrain, Light Grey RAL 7035 2325mm wide by 2125mm high. Best to fit this with an operator. Nicely packaged to get on the back of a trailer or van.



Hörmann LPU42 L Ribbed Silkgrain



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 "Summer 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.

## Stock Door Corner

SWS Excel Roller Door, 2470mm wide x 2235mm high in white. This door is in good condition and still wrapped. Requires a control box, which can be purchased from us to make this a complete set. Easy to fit!



SWS Excel Roller Door

ONLY £750 inc VAT

Hörmann Steel Side Door 40mm light ivory RAL 1015. Black handles. Good condition but unwrapped. 825mm wide by 2105mm high. Excellent price at £360 inc VAT. All of these are easy to collect!



Hörmann Steel Side Door

ONLY £360 inc VAT

## Modelling



Introducing our new model for showcasing security products for sister company Samson; Mila.

Mila won't get out of bed for less than a meaty bone, however she is a patient and willing model, who sat, stood and walked through many of our showroom doors as commanded last week for fresh images to be taken.

You will find these new images popping up on social media and on the Samson website. She is 4 years old and lives in Titchmarsh. When she is not working, sometimes she can be found in the local pub. Mila also adores going to the north Norfolk coast, paddling in the sea and hanging out with her friend, Monty, the sausage dog.



## Small Box! Big Protection

Qcompact is the ideal physical security solution for businesses and garages, having been tested to BR2 STS 202, as it can withstand physical force, including from sledgehammers.

**ROBUST** The single-skinned aluminium profile is extruded and powder coated to a high specification, making it extremely robust. Not only does this increase burglary protection, but also protects against extreme weather conditions.

**VERSATILE** With three box types, including the unique curved box type, and the ability to have punched or unpunched profiles, Qcompact can be tailored to specific needs.

**COMPACT** The subtle differences in lath sizes mean the Qcompact produces a shutter with the tightest nesting available, resulting in the world's smallest shutter box. The 150 mm box size will house a shutter up to 1.7 m tall, whereas the largest Qcompact shutter box is just 205 mm and will house a 3.6 m shutter.

For more information about the Qcompact, please contact [sales@swsuk.co.uk](mailto:sales@swsuk.co.uk) or call us on 01524 772 400



[www.thegaragedoorcentre.co.uk](http://www.thegaragedoorcentre.co.uk)

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