



HÖRMANN

NEW - ART 42

Hörmann UK is transforming the functionality and aesthetics of sectional garage doors with the launch of its new aluminium frame sectional garage door (ART 42).

Featuring an aluminium frame that can be personalised with a range of infill options, homeowners have the opportunity to create a unique exterior to their property, whilst also maximising the available natural light. There are 11 different finishes to choose from, including the contemporary synthetic double pane grey tinted glazing and perforated stainless steel.

The aluminium frame can be coated in 15 different colours, or can be colour matched to complement the property's existing windows and entrance doors. This provides homeowners with the flexibility to choose a finish unique to them and their personal style.

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

WINTER 2019 ISSUE 4



Learning and sharing with key partners



Hello everyone and get ready to tuck into another riveting edition of the Garage Door Centre News! For my introduction I can happily report that it has been a few months of discovery, and high activity!

Nathan and I were invited to visit the Alulux factory in Bielefeld, Germany at the beginning of October. They are the manufacturers of aluminium lath for SWS roller doors, for whom we are main distributors.

During this tour we were involved in a key Partners meeting which means that key distributors from across the UK combine knowledge and ideas to help to provide exactly what customers need, effectively, and work out what will be needed in the future. We thoroughly enjoyed that part of Germany, and SWS hosted us beautifully throughout.



Following the Germany trip, later in October our whole sales team went on a factory tour around Rytarna, at their site in Kaunas, Lithuania. We saw sectional door panels being created from sheet steel and the foam being squirted into it whilst it is folded, we saw side hinged doors being put together, windows being cut in, entrance doors with special vents being cut by laser precision computer driven machines. We saw a selection of different spray booths and powder coating processes. It was well worthwhile. Their new offices are perfect!

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



Call 01933 229135

The Team! Who looks after You?

- James Vyse - Sales Manager 07770 758677
- Daniel Orrill, Technical Supervisor 07825 867887
- Jessica Dove 07818 452439
- John Parrott 07798 918566
- Jon Ager 07900 576521
- Jerome Smith 07384 465734
- New Team Member! Ashley Taylor 07796 957762
- Russell Watkins & James Weaver Surveyors

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



On top of this, since we travelled over there at 05:30am on a Sunday morning we had spare time to do some sightseeing in the old town of Kaunas. Once more we were hosted perfectly by Karolis and Narras. We tried the local beer which was a lovely dark, sweet brew, and we hired electric scooters!

The old town has some beautiful public parks, cobbled streets, an old castle and a newly created shopping complex alongside a University campus.

May I wish you all a Happy Christmas, and a good New Year, as for 2020, we are here to help you to make that a great success!

Alice Dove, Sales Director



Samson Launch the UK's most secure Side Hinged Garage Door this month



A double skinned steel doorset offering good looks and high security in one. Not just 'security' as a loose marketing description, but certified and tested security backed up with LPS1175 level 2 rating, PAS24 STS201 standards.

Security is the single biggest feature requested on new garage doors, especially when a garage is linked to a house or is used for an extra room, but to have definition with UK standards and independent testing is still rare with most products.

Protection from wind, rain, cold and heat are also desirable features and this doorset does it all. On top of that they are purpose made, available in over 40 standard colours, have adjustable outer steel frame for out of square openings, stainless steel handles as standard, options for the bottom threshold to accommodate site issues and many other options and features to provide an all round package.

'Certified and Tested Security Level 2 Rating'

TRADE ENQUIRIES 01933 448855



Profile on

Empire Industrial Doors - "Here's to the next 10 years"



David Bundy and Andy Wilson
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Dave and Andy met 20 years ago, Dave was already at Bolton Brady in Andover, Andy was made redundant from driving HGV. Andy needed a complete change, went from reversing into bay doors to repairing them! For Dave, after Bolton Brady was bought out by Kone it was never the same

After installing roller shutters and every other type of industrial and commercial door for a year or 2 and they decided it was time to branch out. Empire was born and has just started its eleventh year, with both Andy and Dave feeling that the time has flown!

They have some fantastic customers ranging from Draper tools to Garmin. They have done projects for McLaren in Woking and some large building contracts all over the country as far north as Warrington and all



over the south including London and the Isle of Wight.

With 5 vans on the road and a subcontractor to take care of the auto doors, who is almost part of the family, Empire is now bursting at the seams next to Southampton docks and keen to move to larger premises. This is next on the agenda, along with employing more staff.

Andy says:
"we have made some fantastic contacts including yourselves and hope to continue to work hard and grow as far as we can."

Our Sister Company



Formerly known as Samson Awnings, this division has grown and become so much more than that! The Outdoor Living Division specialise in finding just what the client needs to expand living space into the garden. Working with either a pub landlord, the manager of a nursery, creating shade for a residential care home, or the domestic market products they work with range from fixed terrace covers, through glass rooms, to retractable awnings and storm resistant umbrellas.



Normally the fabric awnings retract electronically using remote control operators, however they can be cranked manually, if required. Sometimes you just want an awning on a structure situated at the far end of a large expanse of lawn, with no upheaval of laying power cables.



Glass rooms are a perfect place to sit and watch the rain falling, at the end of a hard day's gardening. Then you can survey your work!

Meet the Operations Team,
from left to right Alan Chapman,
Karen Pickering, Ally Worsnop



The Sales Team
From left to right: Daniel Lawrence,
Emma Millsom, Janis Sinickis, Darren Babb

Telephone: 01933 448844

Stock Door Corner

...come and collect on any weekday

Come and collect any day of the week during our opening hours and get yourself a fully working bargain!

Firstly, find out the outside frame measurement 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

Available on a first come, first served basis. Here are some examples of our current selection!

Garador Salisbury Up and over Door.
Retractable gear complete with a factory fitted steel frame in White smooth powdercoat.



ONLY
£654
inc VAT

Nominal sizing:
7 ft x 7 ft

Woodrite Bierton Timber Pedestrian Door in cedarwood.



ONLY
£418
inc VAT

940mm Wide
2210mm High

As seen with a factory fitted frame and inclusive contemporary furniture. Basecoat stained ready for you to treat to compliment at home.



SWS Steel Top Rib Elite sectional garage door Anthracite.



ONLY
£600
inc VAT

1940mm Wide
1960mm High
Opening:
2130mm Wide
2060 High

Image shown is an example only.

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 "Winter 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.

James Vyse, Sales Manager since September this year.



We have been lucky enough to have James on board for 5 years. James came from the building trade and has also done time in the motor trade, in sales. This means that James has undergone some formal sales training as well as having battled the elements on a building site alongside his father in the family firm.

Here is Freddie, aged 13 as part of the Moulton Magpies football team winning the Benfica Cup in Portugal. He now plays basketball for Northamptonshire Titans.



Between James and his father they used to undertake full newbuild properties, worked with large construction companies on formal sites, as well as creating extensions and alterations. They did install garage doors together when they needed to, so when James joined us here at The Garage Door Centre, he was not new to the concept of installing a garage door and frame into an existing opening, or building the opening to suit the door. This means that James took to the garage door and entrance door trade very smoothly, being not only a team player but also accustomed to the technical and customer service aspects of this business.



Paige, aged 19 Representing England in the Under 17 Girls Basketball. Paige is now playing her 6th season with Northamptonshire Titans.

This is Elliot, aged 16 becoming the National open Champion at Kickboxing, based on his age, weight and ability.



James spends most of his free time with his children, as they are very active and travel across the country playing team sports.

James is a Former Captain and a member of Eagle Golf Society based in Kettering. They play through the Summer months at venues in and around Northamptonshire. Should you fancy a day out let James know!

RollMatic OD

The RollMatic OD is Hörmann UK's flat horizontal garage door. Its compact design means the door can be fitted into even the most limited spaces, requiring only 60mm of head space. Featuring a specially shaped folding roller bracket, the door is almost completely sealed upon closing for enhanced thermal performance. The innovative elastic lip seals and brush seals also protect the door from the external elements for impressive durability and longevity.

The RollMatic OD's operator offers homeowners additional peace of mind as it is conveniently located outside the door shaft, allowing for trouble-free maintenance. The door features soft and silent opening and closing, preserving the door for years to come.



Hörmann UK's RollMatic OD is available in various styles, including its unique Decograin and DecoPaint surface finishes, to help homeowners add real kerb appeal to their property.



Waste disposal

Yes it does need a mention!

NOTICE

We at The Garage Door Centre Limited are fully registered under regulation 28 of the "Waste (England and Wales) Regulations 2011" which is authorised by the Environment Agency.

This means that we are legally permitted to remove, transfer and recycle or dispose of your unwanted and replaced doors and frames. We are registered as "an upper tier waste carrier and dealer" under registration number CBDU230032

For the benefit of our paying customers, we offer a registered service which means that there will be no "come back" to anyone. Imagine the consequences of allowing your waste to disappear with an unregistered worker, who simply tips it into the next ditch on their way home? That waste can be identified, which brings the blame neatly back down on its original owner!

Mattresses and sofas have been dumped on the street

ITV Anglia

Latest statistics show fly tipping in Northampton is up by almost a quarter since last year. In June, the council cleared up 2 thousand separate reports of dumped rubbish. The Borough Council admits it is a growing problem, but that it has a zero tolerance approach.

- Fly tipping can lead to a 5 year prison sentence and or an unlimited fine **Credit: ITV Anglia**
- Fly tipping costs tax payers on average around £750,000 per year.
- Despite an increase in incidents, the council said a record number of fixed penalty notices were handed out last year.

This is why we do this for anyone who requests it, and we do it properly!

Before and After Feature ...

Roller shutter garage doors

Last season we showed an example of a beautiful grey insulated sectional garage door replacing two single skinned up and over doors, and some insulated side hinged garage doors replacing some old flaky timber doors.

This season we are featuring roller shutter garage doors.



Here we have kept the theme colour of the property, by utilising our 77mm timber effect lath and installed a double roller door in the place of two timber doors. This has immediately enabled the customer to get a larger vehicle in the garage, along with all the other benefits.



Again, using the timber effect lath, this shows the replacement of a single skinned steel door with a compact roller door, which means that the roll only takes up 200mm of headroom, the lath being 55mm wide.

Very much the door of the year this year, the roller shutter has experienced a rapid growth in popularity, and we can see why. It will not be long before trades such as yourselves are specifying for these with new build properties, as they do not require a lengthy installation process and take up less space than an up and over, in fact all they need is 300mm of ceiling and 300mm of headroom, so ceiling lights and loft hatches can be placed anywhere in the garage, all you require is enough lintel room.



www.thegaragedoorcentre.co.uk

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

