

# Delivering, in full Waterproof, future proof

**R**ehau trade fabricator Euroglaze has launched a brand new delivery tracking solution which it says guarantees that everything in a customer's order will be delivered in full, every time.

The Barnsley based company has developed a new bespoke tracking system which works alongside the barcode scanning system already in use in its factory. Its despatch team are now scanning every item being delivered as it is loaded onto their vehicles and then again as it is being unloaded at a customer's premises. What makes this system special however is that it will only allow the Euroglaze driver to collect a signature for that delivery on the tablet he is carrying, once every single item in that order has been fully and correctly unloaded.

The system completely does away with any possibility that an item could be delivered to the wrong customer, or that anything from that order could be left behind on the van. It even makes a reassuring ping every time a correct item is scanned and a fairly alarming beep if that item is scanned twice or if something for a different customer is scanned by mistake.



From a customer's perspective, it provides real reassurance that what they receive from Euroglaze will be exactly what they are expecting, and means they don't waste time chasing missing items, or risk damage to their reputation because they have incomplete orders supplied to them.

Euroglaze's managing director Martin Nettleton says: "Our vehicles make around 40 deliveries every week across the whole of the UK, so this represents a very major change for us. We have developed this system in partnership with several key customers and the feedback we have already had has been outstanding." □

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

**Recent market reports show colour as one of the clear growth sectors for the fenestration industry. One in four UK windows and doors is now manufactured in colour and demand is showing no sign of slowing, with one in three windows likely to be coloured before the end of the year. In order to service this demand, fabricators and installers need access to fast, reliable, hassle-free solutions from suppliers that understand their business. Colour coating specialists Kolorseal is an expert when it comes to painted fenestration products and with over 20 years' experience in the industry, the team lead by Deborah Hendry, know exactly how to paint a window, and get it right.**



**"Our operation is focused on quality and service," says Hendry. "Experience enables us to understand that no installation can be completed unless all the components are present and correct. But it is attention to detail that drives Kolorseal forward." □**

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

**B**owater by Birtley has achieved PASI 188 test standard on its Flood composite door.

"Bowater by Birtley is one of just two companies to hold PASI 188 on composite doors," says Kevin Kiernan of Bowater by Birtley. "We invested the time and money to get it right because we recognise the importance of being able to offer this product.

"Flooding is an increasingly relevant issue for homeowners in the UK and potentially devastating for those affected, not only in terms of damage to life and property, but also for insurance and resale ability. A recent study by the conservation charity WWF, reports that up to 2.5m homes will be at risk of



flooding by 2050 if we don't start future-proofing now. With the risk of being affected by floods growing, there is political consensus that investment in defences and sensible planning is essential. But how do homeowners know when they are buying a genuinely suitable flood defence door? They can only be sure if the door comes with certification and in this case the relevant certification is PASI 188." □

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

# World class system

## Exceptional security

Clear communication and a willingness to work together has led to the successful launch of Liniar's roofline range in 130 Travis Perkins branches in South Wales and the South West – which is set to rise to up to 400 across the UK in the near future.

Originally formed in 1797, Travis Perkins is one of the UK's largest builders' merchants, supplying over 19,000 quality trade products – but there was a gap in its offering when it came to roofline.

Recognising this opportunity, Liniar's business development director Tony Basile spoke with CEO Roger Hartshorn. They formulated a plan and approached Travis Perkins with a proposal.

"When we first heard from Liniar, I wasn't aware that the brand had a full roofline range," said Simon Braithwaite, category manager at Travis Perkins. "But right from the very first meeting I was struck at the relaxed way that they operate and how well the products have been thought out.

"I was very impressed with their extrusion facility and how all the departments and teams work together to make Liniar a world class systems house.

"Everything that we've asked for, Liniar



**Simon Braithwaite (left), Category Manager at Travis Perkins, with Liniar's Business Development Director Tony Basile**

has delivered. The first roll out has been so successful that we are reviewing further and hope to roll out in up to 400 branches."

Basile says: "Working with Simon and the team at Travis Perkins has been fantastic. They understood immediately what makes our roofline range different to anything currently out there, which provides the branch staff with unique selling points when promoting the range." □

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

**Fabricator Dekko Window Systems has a proven track record of helping its customers successfully shift into the high-end, premium market. One of the latest examples, is its partnership with Blackburn-based McDermott Windows.**



**Looking to diversify, the family-run business with over 15 years of experience in the industry now offers its customers Dekko's entire range including the Infinity range of seamless PVC-U windows, Räum aluminium and R9 from The Residence Collection.**

"For installation firms, it's so important to have the right product range, especially as consumer tastes are changing and more are looking towards the premium end of the market," comments Dekko sales director, Kurt Greatrex. "McDermott Windows saw the tide changing and wanted to stand out from their competitors in what is a challenging and competitive market by offering high-end home improvements." □

[www.dekkowindows.com](http://www.dekkowindows.com)

Kenrick has created a bespoke multipoint window locking system for Garrard Windows.

Developed in response to growing homeowner demand for enhanced security products, the new locking system incorporates a unique heavy-duty shootbolt, which is twice as thick as a standard shootbolt. The Excalibur heavy duty shootbolt, which is totally exclusive to Garrard Windows, is Secured by Design approved and one of the most secure multi point window



locking systems in its class.

Every one of the 3,000 windows that Garrard Windows fabricates from Liniar profile each week is equipped with a Kenrick system and the majority are now fitted with this new shootbolt.

The fitter-friendly shootbolt features a robust unhandled die-cast gearbox and bi-directional die-cast claws to ensure it provides exceptional security and reliability. The centre keep of the claws has been branded with Garrard Windows' 'Vevo' logo.

Steve Leek, Garrard Windows' managing director, says: "We've enjoyed a long and prosperous partnership with Kenrick, during which the company has kept pace with our growth and introduced a number of new products to the range. The team at Kenrick developed this new shootbolt to meet our customer needs. It carries all the hallmarks of quality and security and is now the most popular system we use.

"We continue to work with Kenrick because every product is made from high quality components that do not fail." □

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