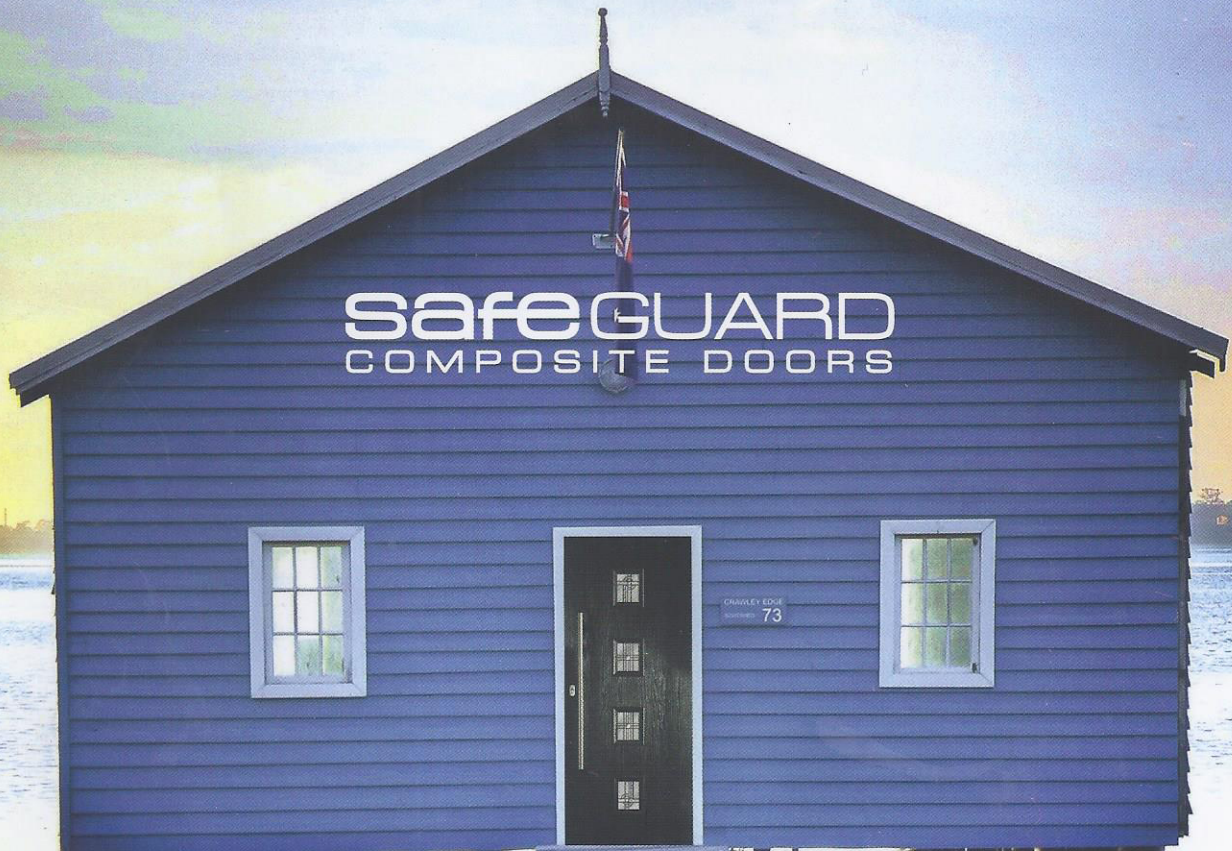


# VISION NORTHERN

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THE NATIONAL PUBLICATION WITH A REGIONAL EDGE

## A RANGE OF TRADITIONAL & CONTEMPORARY COMPOSITE DOORS THAT ARE...



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## Wipes Clean Up In Hall 1A At Show

Wiping their way into the hearts of many at this year's FIT Show, successful industrial wipes specialist Big Wipes proved to be a visitor favourite with one of the busiest stands at Telford's International Centre.

Located in Hall 1A there wasn't a moment when Brand Ambassador David Hawkins and the team were not surrounded by a sea of interested parties keen to get their hands on the latest products from the Sycamore UK Ltd brand. With demonstrations aplenty and friendly faces always on hand to answer any questions that might have been asked, they were by far one of the most popular exhibitors at the fabricator and installer trade show.

Easy to spot thanks to their vibrant stand decked out in yellow and the staff's loud and cheerful attire, a feel-good approach earned them a large amount of quality leads as well as a few fans. The team was constantly demonstrating the company's products providing a powerful lesson about how to make an exhibition stand work, drawing in visitors to the stand and then engaging them and easily gaining their interest in the products.

"We really enjoyed ourselves," said David "There wasn't a single moment we weren't busy at this year's show. Hall 1A proved to be the perfect hub for us, attracting big groups together to demonstrate the wide

## Outlet Invests In Success



Yorkshire based Conservatory Outlet is well-recognised by both trade and consumer. Investments across the business played a vital role in putting the fabricator on the map and this is set to continue as the company looks to enter a second phase of significant growth.

As an extremely customer focussed company, they need a dependable team so it's natural that it continually invests in its staff.

"Because we work very closely alongside our dealer network we need a team who fully buy-in to our visions, values and beliefs," says Greg Kane, MD. "Although we aim to develop and promote staff within the company, recent expansion has meant we've needed to bring in several new people to take up newly created positions."

Continued expansion has resulted in a 100+ strong team, something which has prompted the appointment of a dedicated Head of HR, Mandy Smith. Alongside Mandy, the Outlet has appointed Ian Hayes and Neil

## New Timber Composite For Ireland

Solidor and Profile Systems have reached an exclusive agreement where Profile Systems will manufacture and distribute full timber composite door kits for the whole of Ireland.

The company are one of Ireland's leading distributors for PVCu and aluminium window and door systems. Based in County Kildare and established in 1978, they have been a proud and successful partner for the KBE and Kömmerling brands for nearly 20 years and have now put into place an exclusive long-term agreement with Solidor for the distribution and manufacture of timber composite door kits for Ireland.

In the UK, Solidor has taken the composite door market by storm, launching industry firsts with great regularity, while sales growth has shown that they are one of the fastest growing companies in the glass and glazing industry at the trade level. While trade installers and consumers are bowled over with the product features and marketing expertise, the company now feels that they can offer the Irish market a better composite door offering through Profile Systems.

The agreement between the two companies also continues the Kömmerling link and the proposition of the first premium timber composite door offering that's manufactured in Ireland. The availability of 17 through colours inside and out, rather than an inferior surface paint finish is an important feature, along with the green credentials of a fully recyclable slab, a comprehensive 12 year warranty and a number of exclusive hardware options. There are also 9 different foiled finishes of outerframe, which perfectly match the foiled exterior of the solid hardwood core composite door slabs. One of the most impressive technical developments

range of specialist cleaning wipes we stock."

Sycamore UK Ltd is one of the UK market leading industrial wipes specialists. They research, develop, manufacture and distribute a wide range of specialist cleaning wipes worldwide under their hugely successful Big Wipes brand. As part of the Sycamore Group of companies, Sycamore UK Ltd has direct access to the R&D and manufacturing facilities of the Group, which is unique in its ability to produce specialist cleansing wipes across all sectors including trade, industrial, DIY, office, janitorial, automotive, cosmetic and household.



David Hawkins, Brand Ambassador

**Contact FIT Show T: 0845 0945 215, [www.fitshow.co.uk](http://www.fitshow.co.uk) or Sycamore UK T: 0845 680 0884, [www.bigwipes.com](http://www.bigwipes.com)**

Booth, who have joined as Network Development Director and Finance Director, respectively; two additional members in order processing; two in customer services; and a third production manager.

"Moving forward, we aim to bring on board new dealers as well as expand our product range and hone our manufacturing processes," Greg comments. "With these new appointments and a solid structure in place we can move closer to our long term goals."

"As well as the continuous development of personnel, we've recently invested in several pieces of plant machinery to offer dealers a greater range and volume of products, and at the same time maintain the high level of service and attention they've come to expect from us."

Investment in another welding and cleaning production line gives the company capacity to step up production and deliver its core products on short lead times. The company has also invested in new equipment to cut additional keys for ABS cylinders, a small improvement which will make a big difference to many of its dealers.

The latest investments not only benefit the company, the changes will ultimately give added value to dealers, with the aim of diversifying customer support beyond conventional sales and marketing packages for installers.

"Our provisions to dealers have always focussed predominantly on increasing their sales, but we are now taking a more holistic approach to our sales and marketing support to add both immediate and long term value to our network of dealers," Greg concludes.

**Contact Conservatory Outlet T: 01924 239 813, [www.conservatoryoutlet.co.uk](http://www.conservatoryoutlet.co.uk)**

yet for the timber composite door market is the 62mm slab, which will be offered to the Irish market with a KBE System 88 frame, offering an impressive 0.9 W/m<sup>2</sup>K U-value.

Peter Kenny, MD of Profile Systems commented: "We have watched the development and success of the range over the past few years and feel the market conditions and time is right to launch what is widely regarded as the best timber composite door in the UK. Interest is already high among our nationwide network of fabricators and installers and we look forward to a great partnership between our two companies in the coming years."

Gareth Mobley, MD of Solidor Group concludes: "The opportunity for us to work with Profile Systems is good for both parties. We know about 2nd generation composite doors, while they are clearly known and respected in the Irish market."

**Contact Profile Systems T: 00353 45 980000, [www.profilesystems.ie](http://www.profilesystems.ie) or Solidor T: 01782 847 300, [www.solidor.co.uk](http://www.solidor.co.uk)**

