



RegaLead

openingdoors

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Time flies...

As we go to press with this issue, we mark the first anniversary of the acquisition of Decorative Door Products, which continues to have a hugely positive impact on our Door Glass offering.

A great deal of work has taken place in the last twelve months in order to consolidate our product lines and ensure this specialist manufacturing division continues to be one of Europe's leading suppliers of resin bevel technology for the decorative glass industry.

We have recently invested in a Production Management software system to streamline our manufacturing and distribution capabilities - R-fit Genesis - designed specifically for the manufacturing and supply industry which allows us to provide real time information on the status of each order. You can read more about its capabilities later in this issue of Opening Doors. As well as expanding our range of new manufacturing processes, we are also developing and adapting 'Simplicity' and 'Prairie' - two of our most popular composite door glass families' - in order to provide a much more flexible solution for customers looking to create bespoke units. For more details please read on.

In line with our commitment to develop the best possible partnerships in our industry, we are delighted to welcome



two new regular features to Opening Doors. 'Legislation Update' is a feature from our Technical Consultants CENSolutions, the leading consultancy and test facility for the window, door and glazing industries, which will aim to keep you up to date with the ever changing legislation. We also feature 'D&G Reporting' with details of the current market trends in doors and future forecasting from D&G Consulting, the company responsible for a range of reports, detailed forecasts, and market trends in the UK and European window and roofline industries. We hope you enjoy these new features and everything else in this issue of Opening Doors.

Paul Edwards
Business Development Manager

As You Want It!

From September, two of our most popular Signature Zinc Art options, Simplicity and Prairie will be available in an 'As You Want It' format. With the introduction of more advanced door slabs from both NanYa and Capstone requiring unit thicknesses of up to 42mm, it was not possible to offer our Zinc Art options to these specifications due to manufacturing limitations in our overseas factories. We have therefore invested in new sealed unit equipment at our DDP factory in Hawick to enable us to manufacture units in the UK, whilst still using the same high quality, imported, decorative glass centre leaves. We will be offering these units in any thickness up to 42mm with the option of low-E and gas-filling and also 6.4mm safety or 6.8mm security laminated glass options.

6.8mm Security Laminate?

Energy Plus Option?

30, 40 or 42mm Units?

Nick De Burgh Whyte, General Manager at DDP, comments: "This project brings together all of the price and decorative benefits of using overseas manufactured, genuine leadlights with the advantages of service and unit quality that UK manufacturing offers. When DDP became part of RegaLead's Door Glass division 12 months ago, one of the key benefits we all identified was how we could improve on the highly successful Signature range by finishing the products in UK - and within 12 months we have invested in manufacturing systems and developed our products to make this a reality."

Inside this issue...



Legislation Update:
CE Marking



Invest for Success



A First from
Force 8

Brass or Zinc

We are pleased to announce that two of our most popular triple glazed ranges from the Signature offering are now available in either Zinc or Brass. The 'Clarity' range has already proven itself to be one of our fastest selling families with Brass coming, but an increasing number of customers have requested a more contemporary polished Zinc finish. We have therefore introduced all of the popular shapes into stock in Zinc and at the same time, we have also introduced our popular 'Simplicity' design in a Brass option.



Fun at Fensterbau



RegaLead took its Decorative Door Products division to Fensterbau, the International trade fair for windows and doors, and came away delighted at the interest its glazing options generated. It is an unfortunate reality, but the distinct lack of a UK trade show pushes us overseas in order for us to use the exhibition platform in order to showcase our offering. For the first time we focussed our exhibits purely on our glazing options for the door industry, which included our standard designs for composite doors as well as our bespoke offering for the upvc infill panel door market and the response from the visitors was fantastic. Like most people across the industry, door manufacturers continue to look for ways in which to add value to their end product and the decorative glass option is a great way in which to do this. The fact that we can offer competitively priced, bespoke or standardised, top quality double or triple glazed units for composite or panel doors, makes our offering an attractive one. We still believe exhibitions to be the best opportunity to talk first hand to customers, prospects and industry peers.

Legislation Update from CENSolutions: CE Marking is Official!



Hopefully as an industry we will embrace the benefits of this change. The majority of window companies operating today are professional, quality outfits that want to improve the reputation of an industry that hasn't had the best standing to date. This change in legislation could provide us with an opportunity to do just that.

Wayne Rogerson
Joint Managing Director

Visit www.censolutions.com or call 01785 716625 for further information.

There has been a lot of discussion in recent years about whether or not CE Marking would be mandatory and as we predicted, The European Construction Product Directive will be changed to the Construction Product Regulation and as a result, from 1st July 2013 it will be mandatory for companies to CE Mark.

The CE Mark literally stands for 'Conformité Européene' or European Conformity and it is the manufacturer's declaration that the product complies with all essential requirements; the declaration is a legal statement, which if proved to be false, could be legally challenged. What this actually means to sealed unit manufacturers, toughened glass processors and window and door fabricators is that they will have to prove their compliance to all relevant legislation including EN1279, EN 12150 – EN 12600 and EN14351.

This isn't something that can be done overnight at the eleventh hour and there won't be schemes that industry bodies can implement to offer a quick fix for the short term as we saw with the latest Building Regulations – so collectively we will need to get up to speed sooner rather than later.



Invest for Success

Decorative Door Products has recently installed the modular based software system from R-fit Solutions, R-fit Genesis.

Designed specifically for the manufacturing and supply industry, the Production Management software system has enabled us to streamline our manufacturing and distribution capabilities. The integrated barcoding and process control software from R-fit Solutions will have a positive impact on the overall customer experience.

We can add to or amend customer orders with greater ease, provide real time information to customers regarding the status of their order but best of all, reduce turnaround time to just 3 days. As a business, we benefit from the time and cost saving aspects the system creates as we

have streamlined processes and we are able to manage stock much more effectively.

Shaun Earle, Managing Director at R-fit Solutions comments: "Due to the modular basis of the software, we are able to work individually with customers in order to customise and adapt the software to suit their specific requirements. As well as sales order processing, manufacture planning, tracking, inspection and dispatch, the R-fit genesis system also provides stock and asset management capabilities and a customer management system. Now that the initial phase is complete, we will be working with them on the implementation of future upgrades which will include a web merchant option to enable customers to order online from the product catalogue."



D&G Reporting

David Amos, Principal of D&G Consulting, independent industry research specialists looks at the big issues currently affecting the door market:

With news of the recession continuing here in the UK hitting the national headlines, it's more important than ever for companies to identify and take advantage of the opportunities for growth and improved margins that do still exist. Doors are one of them.

Having the relevant knowledge is important when deciding which sector you are going to operate in and when to change. With the variation in demand for doors rising and falling between private and public sectors, timing is everything. The same is true of products. While the PVC-U panel entrance door market is finding the going tough, composite doors have continued to offer an opportunity for growth. The PVC-U bi-fold door has also seen steady growth recently, taking volume from both PVC-U sliding and French doors.

The Numbers Spot: The table below shows the forecast growth for PVC and composite doors.

	2012 000's	2013 Change	2014 Change	2015 Change
Composite Doors	646	1%	6%	10%
PVC Panel Doors	490	-4%	-5%	-10%
PVC French Doors	223	0%	0%	3%
PVC Sliding Patio Doors	51	10%	0%	0%
PVC Bi-Fold Doors	16	12%	11%	10%
All Doors	1426	-1%	1%	3%
Total Installed Value	863	2%	5%	5%

The table shows that the total volume of doors is forecast to grow from 2014. Total value, though, will grow each and every year. This is because it's composite doors that will be the driver for both volume and value growth for the door market.

The Green Deal will in time, provide a boost for the composite door industry because, when fitted right, they are inherently energy efficient and look good. Demand is also continuing to grow for this type of door in mainland Europe and further afield. The best way to make the most of all of these opportunities is to keep track of the latest trends in product development, legislation and fashion.

It's never a good idea to fly blind although many companies still do. So to take full advantage of a changing market place companies need to be informed – as Francis Bacon once said: **"Knowledge is power."**

For more information log on to www.dandgconsulting.com

RegaLead customer Force 8 has recently unveiled what we believe to be another industry first - a Composite Bi-Folding Door. The new Mediterranean Bi-Fold is bristling with new innovations, from the marine grade stainless steel hardware to the integral blinds which are being supplied from the RegaLead Signature door glass range.

Integral blinds are growing in popularity as they never need to be cleaned, don't attract dust and are particularly suited to Bi-Fold door systems where traditional blinds are difficult to install. They are installed between the two panes of glass and are controlled via a system of magnets that maintain the integrity of the insulated glass seal.

Dennis Sumner, Managing Director of Force 8 comments "We've been asked about integral blinds for Bi-Fold doors many times, but the cost implications were quite high. The new Mediterranean Bi-Fold has overcome this problem by using RegaLead's integral blind units which have the added benefit of a discreet fingertip control systems for easy raising, lowering and tilting"

RegaLead offers a range of integral blind systems in both venetian and pleated styles to suit a variety of composite door glazing sizes.

Visit www.force8.co.uk for more information.

Customers enjoy the benefit from Acyapinsa

Our relationship with specialist visualisation and costing software supplier, Acyapinsa, goes from strength to strength and several RegaLead Door Glass customers are now using the package to promote and sell their composite door offerings. Over the past year, our composite Door Glass ranges have increased dramatically with the introduction of the Signature Additions range and the acquisition of Decorative Door Products, and we now offer over 30 designs in a wide range of glazing cassette styles to the market.

Acyapinsa have kept pace with this rapid development of the range and all the options from Signature, DDP and Signature additions catalogues are now shown in the software along with the option of either the NanYa or Capstone door blank. The Door designer module of Acyapinsa Window Cad is shown on our Doorglass.co website and licenses start from as little as £90 per month





Spotlight on: Craig Sadler

Team Leader/Employee Rep, DDP

When customers deal with RegaLead, they very often only meet our sales staff and senior managers, but it's the team behind the scenes that keep the business running so smoothly.

Each issue we will introduce one of these key team members who work tirelessly to ensure that our customer experience is truly world class. This month we focus on Craig Sadler from Decorative Door Products.

DDP was just dipping its toes in the composite door market when Craig started working for us in 2004. Although it was a complete change of career for him, we soon realised his work ethic and eye for detail would fit in well with the company, and in fact, it was Craig who helped us to establish our highly successful decorative glass studio.

As the studio business has grown and our reliance on the traditional Crystal Resin Art business has reduced, Craig now has a large team of highly skilled people working with him, producing screenprinted glass, Fusion Art and overlay panels for the PVC panel and composite door market. In early 2011, Craig was voted by the workforce into the position of Staff Representative and later in the year, was promoted to the Team Leader position - it has been a very busy year for Craig!

Craig comments: "As we move to a 3 day turnaround on all composite glass orders, it is more important than ever that everyone in the team understands exactly what is required of them. As demand for bespoke products increases, many of our units require colour changes and varying thicknesses, making sure that the customer receives exactly what they require, and on time, everytime requires a huge team effort. I am fortunate to have a great team of guys around me with many years of experience and they are always prepared to put in the extra effort to maintain our high service levels"

When Craig isn't rushing around the factory in Hawick, he is a keen fly fisher, hillwalker and cyclist and is married with 3 teenage boys.

Customised Literature



All 3 of our Door Glass brochures (Signature, Signature Additions and Decorative Door Products) are now available with personalised overwraps. These are great marketing tools and give customers the chance to promote the full range of DoorGlass options without needing to show our details.

Incorporate your company logo on the front and contact details on the back. Prices include artwork charges.

100 Brochures	£115.00
200 Brochures	£190.00
300 Brochures	£270.00



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