

Welcome to the first edition of Opening Doors for 2015.

It's been a great start to 2015, after green shoots of economic recovery started to bear fruit last year.



And while today's industry forecasts predict somewhat slower growth due to circumstances beyond our control, the composite door remains the exception to the rule, providing real sales opportunities to those who are able to set themselves apart from the crowd.

Our customers tell us they have been busy since the start of the year, and they're not the only ones. We've been working hard to bring some fantastic new developments to market to add value to composite doors through decoration.

There have been new developments in colour, with the 26th new shade to be added to the pre-mixed DoorColour range; our

contemporary glass designs have been swiftly growing in popularity and we have a new custom sidelite service available.

As well as this, we've invested in our equipment, our people and our achievement of industry standards in order to ensure we maintain our position as the leading supplier of door decoration products in the UK and Europe. But don't just take our word for it, you can find out about these latest developments as well as what our customers have to say, by reading on.

Paul Edwards
Business Development Manager

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Changing Times, Changing Tastes

NEW!

2015 DoorGlass Catalogue OUT NOW!



12 New Ranges and 96 Pages of Stunning Ideas!

THE DEFINITIVE GUIDE TO DECORATIVE GLASS FOR COMPOSITE DOORS



New Door Builder - Go Configure

We are pleased to announce the launch of our new Door Configurator which we have developed in conjunction with Refresh Media Design.



The web-based door designer can incorporate the full range of decorative glass from our DoorGlass catalogue, as well as all 27 DoorColour options into more than 30 door styles, ranging from traditional to contemporary, and including doors using our Inox Glazing system.

We calculate that the Door Configurator can design over 10,000 different combinations of glass, door styles and colours, providing several features not available on any other door configurators in the market, such as the ability to view the door on a range of standard entranceway backgrounds or with the customer's own property photograph; and a useful tool to send the configured door design via email to be recreated on the recipient's browser.



Nigel Walker, New Media Director at Refresh Media Design explains further:

"As a long term digital media partner of RegaLead, we have worked closely with the DDP team to develop what we believe is the best Door Configurator on the market. Using the latest coding techniques we envisaged a system similar to that from the major car producers, with the ability to create a truly unique specification door, intuitively and quickly, via a web-browser.

As the coding is via a managed image database, we can customise the configurator interface quickly and cost effectively to suit individual customer's specifications whilst managing the imagery and coding on RegaLead's servers."

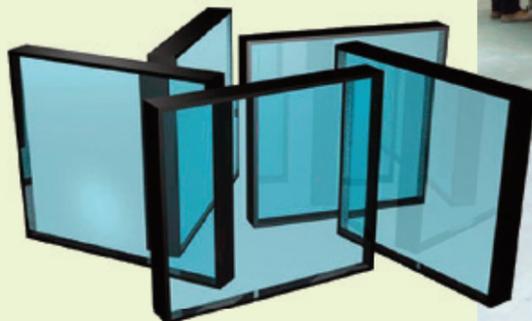


Automation leads to efficiencies

We continually invest in our Hawick manufacturing facility and, following increased demand for double and triple glazed insulated glass units for doors, we have taken ownership of a Buxstrup WS 800 semi-automatic IG line – one of only a few in the UK.

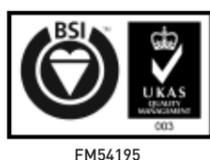
Designed specifically for rapid production of small IGUs, the German manufactured machine has the added benefit of an integrated gas fill press and with a maximum glass size of 900 by 1200mm, it is the perfect addition due to our specialism in IGUs for composite or panel doors. The latest line allows us to not only improve production efficiencies, but also the quality of those units using rigid spacer bars. This follows last year's investment in a Beston heated roller press production line to manufacture insulated glass using Duraseal and Decoseal flexible spacer.

buxstrup
Glaswaschmaschinen



Taking a Stand

Gary Bywater, RegaLead Systems and Quality Manager, explains the myriad of standards - both European and American - that we have attained over the past few years.



INVESTOR IN PEOPLE

Many companies look at standards as an inconvenience or a necessary evil to do business, but when embraced, many of the procedures and checks needed to achieve these standards actually enhance the business and genuinely lead to improvements in the quality and performance of products we supply. Those to which we work can be broadly split into Product and Business standards.

RegaLead currently holds the internationally recognised 9001 (quality management) and 14001 (environmental management) across all business divisions, and since 2012 we have been accredited for Investors in People.

As an IGU producer and importer, the key standard is EN 1279, and we are proud to hold this standard including Part 3 for gas retention across all 3 spacer platforms that we manufacture in the UK (Aluminium, Superspacer and Deco/DuraSeal) along with the same certification on all our imported units. As of 2014 we also achieved the 2190 standard for IGU production which relates to the US and Canadian market and we are also now certified members of IGCC (Insulated Glass Certification Council) and IGMA (Insulated Glass Manufacturers Association).

Gary Bywater
RegaLead Systems and Quality Manager



The amended version of Approved Document Q was published at the end of March, putting security firmly at the forefront for new build homes.

Following the Housing Standards Review, the new document puts security, amongst other issues in the hands of Building Control, and as such, PAS24:12 becomes mandatory come 1st October for anyone who wants to work in the new build sector. The amended document acknowledges that any products with Secured by Design accreditation will also meet the criteria.

Under PAS 24, the main standard recognised by Secured by Design, all glazed doors and windows which have a non-locking handle must have at least one leaf of glass that achieves a P1A classification, and that this needs to be at least 6.8mm laminated. With regards to P1A, this is a classification within EN 356:200 Glass in building. Security glazing. Testing and classification of resistance against manual attack. This is a standard for laminated glass and the classification of P1A is



for a drop height of 1500mm, and one with which the laminated glass manufacturer must comply.

Changing standards can be confusing, but when you take into account that compliance could be the difference between being able to sell into the new build market or not, it is worth the initial investment. By checking that your supply chain is offering 6.8mm laminated glass as standard, as opposed to the previous 6.4mm, you can help to ensure that you are covered. We are proud to say that, since the amended PAS24 came into effect in September 2013, our laminated decorative glass units for doors have included a P1A laminate as standard, so if you buy from us, you can rest assured that your door glass already has Approved Document Q covered. If you don't, it's worth checking your supplier can say the same.



A European Flavour for Shepley Windows

For our customer Shepley Windows it is important to make a difference to installers, and the company prides itself on offering one of the largest ranges of composite doors available.



Both trade and retail customers purchasing from the Visage collection of doors can additionally benefit from the individual European style that Inox Glazing provides, as Ian Griffiths, Sales Director at Shepley Windows explains: "Inox glazing is a great addition to the Visage Composite Door Collection. The brushed stainless steel and glass insert options are popular with homeowners and customers are choosing Inox designs for their showrooms."



A **Master Glass** in Partnerships

We have had a successful working relationship with Masterglass GB for the past 10 years on decorative glass components and four years on composite door glass, and last year the company took the decision to purchase a CadRam HDDS machine.

Mark Bowskill, Director at Masterglass GB explains why he believes this partnership is a fruitful one.

"We are about to celebrate our 10 year anniversary, and in that time we have only ever bought from RegaLead for decorative glass components. When we started making composites in 2010, we took on the Signature range so that we could offer stunning, off the shelf, decorative glass designs for our new doors.

As a company we pride ourselves on being big enough to deliver but small enough to care, and while there will always be manufacturers who focus on price, we have and always will produce quality with truly creative designs. This is why it is important to us to bring as much in-house as possible so that we are in control of the design process and can offer a speedy turn-around on bespoke glass designs. The Glass Eye design software and plotter package has been perfect, as we can customise designs quickly to produce matching sidelights, and more recently, the CadRam machine has allowed us to literally produce any design in house, the only restriction is the imagination. Until you use

the machine you don't fully appreciate how good it really is, one member of our team even wants to take it home!

As styles continue to change in the window and composite door market we have also made another investment in RegaLead machinery with the new CadBlast 1200 sandblaster, allowing us to bring decorative sandblasted glass in-house.

But it's not product alone that makes a good partnership, with RegaLead we've found that anything they can do to support us, they will - there's really not another company in the industry like them - and we have worked closely with Paul and the marketing team to produce a full colour, retail focussed brochure to pass this support onto our customers. Returning to the issue of price, yes, we could possibly buy cheaper elsewhere, but quality products backed by quality support are paramount, plus, when we buy from a company like RegaLead, we have the assurance of a stable supplier with a long established history - just as our customers have with Masterglass GB - so we can rely on a partnership that will last for the next 10 years."



A World of Opportunity

But we saw this growth for ourselves last year and it looks set to continue, albeit at a slightly slower pace and as The ITEM Club (whose economic forecasts we use) stated: 'The economy has hit a sweet spot.'

Industry Confidence

It's not just the statistics that tell this tale, there are many real life echoes of this confidence in the industry too. We all read about VEKA acquiring GAELAN and Synseal acquiring Systems Glass and LB Plastics (as just a few examples), showing that the industry is gaining greater interest from investors.

We predict that this confidence will not be limited to the UK. In Europe and in fact in many countries there will be a recovery after the Global recession.

In the last issue of Opening Doors, I spoke about the early indication we had gleaned from our extensive research that things were on the up - something which understandably, was approached with caution by many. In fact at the time, even the government via the Office for National Statistics predicted slow growth.

Turning attention to doors specifically, we have seen increasing interest internationally for composites - take US manufacturer Masonite's purchase of Door-Stop as an example.

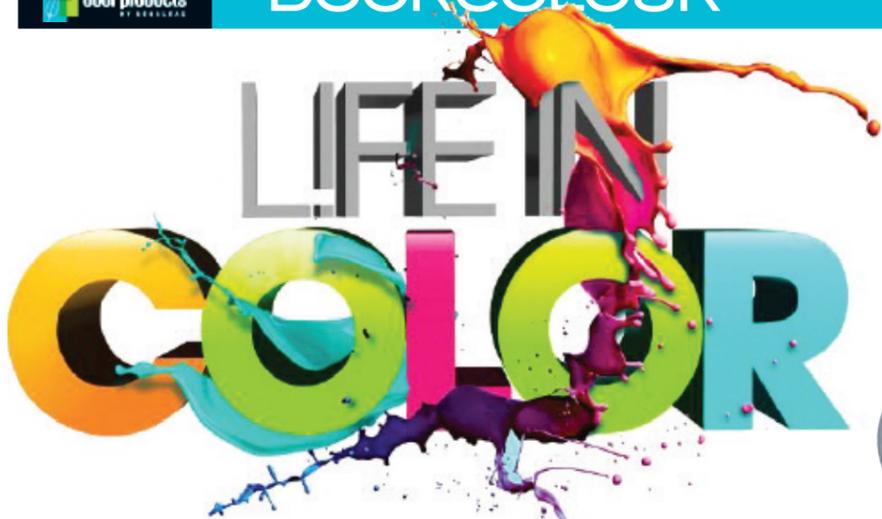
Opportunities Abroad

In Europe there is still a big market for PVC doors, but the opportunity is there for replacements and interest is increasing for the composite entrance door. This leaves the door open for UK manufacturers to break into the European market. But those who wish to do so should be prepared to put in the groundwork to understand the various markets so as to create a strong market desire, and to offer something special to stand out. A brilliant example is Jaguar Land Rover who did just this with the Range Rover Evoque.

As these countries come out of the recession, we are beginning to see flashes of brightness on streets amongst blocks of otherwise dull looking front doors. Offering colour is a great way to set your company apart, but remember that every country is different, with different tastes and trends. Germany for example have traditionally favoured more subtle pastel and grey shades but that is now changing.

To conclude, it's good to see the industry heading in the right direction, and if you put in the work, there's no reason you shouldn't benefit from new business in the UK, Europe and beyond.

For more information contact David Amos:
david.amos@dandgconsulting.co.uk



It's hard to deny that colour is here to stay, and it's only going to become a bigger and more important aspect to achieving those all-important sales.

Emplas reported last year following its State of the Market Review, that 80% of installers surveyed cited colours and foils as the basis of growth for 2014. Our industry's own Double Glazing Blogger has also highlighted this issue, echoing that many companies are doing a high portion of business in coloured windows and doors thanks, not just to the consumer's desire for individualism, but also their awareness of what can physically be achieved. In the door market specifically we have seen this ourselves through our work with the major panel manufacturers, and it's fair to say now that most companies have expanded their offering to incorporate more colours and finishes than ever before, and we can't all be wrong. We are well placed to advise if you feel that colour is the way to go for your business, so read on to find out how to choose a paint system, to discover more about the ancillary products available and what our customers have been up to when it comes to colour.

DOORCOLOUR

The DoorCo and DoorColour Partnership - One Year On

Leading UK supplier of prepped door blanks, DoorCo took on the DoorColour system in spring 2014 and, 12 months on, is reporting record sales and growth. Dan Sullivan, Managing Director of DoorCo, explains how this partnership with Decorative Door Products (DDP) by RegaLead has helped to further grow his business.



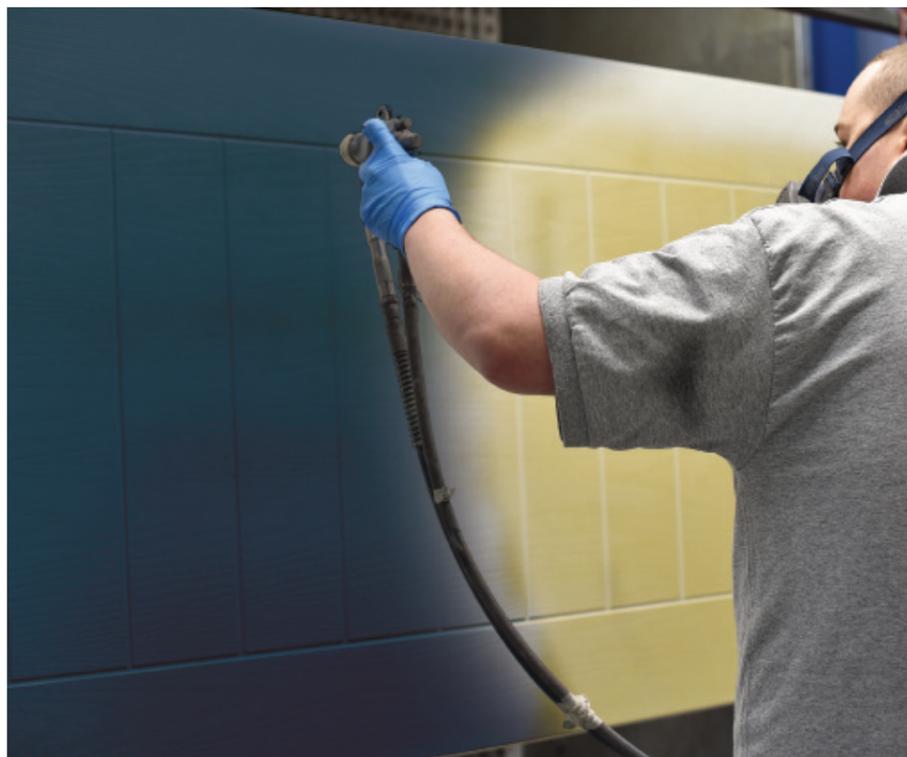
DDP offered so much more than just a quality supply route for paint. There was a full package on offer with a well thought out standard colour range, backed by marketing support, the touch up and repair system from Konig and all the ancillary products we needed for our paint department.

12 months on the partnership continues to flourish and 75% of all doors leaving our prepping facility in Macclesfield now have a special paint finish. We offer the full suite of 27

DoorColour shades, and the introduction of our in-house mixing system means that we can also provide the full range of RAL and Farrow and Ball colours, plus thousands of shades from the Pantone and NCS ranges, all on a five day lead time. Colour is definitely one of the key drivers in our business and we foresee this trend continuing in the future as new build and social housing contractors also move to offer a wider colour palette, away from the standard red, blue and green which drove the market in its early stages."

"In response to increased demand from smaller fabricators, DoorCo diversified into the prepping of composite door slabs for the market, having previously only supplied blanks either as direct containers from our manufacturing facilities in Korea and China or as full pallets from our UK distribution centre. Very quickly we saw a high number of enquiries coming in for 'retail doors' from customers looking for something different to differentiate themselves in an increasingly crowded marketplace. It was clear that, as well as unique door designs, colour was the right at the top of every buyer's wish list.

After extensively researching the options available, both on equipment and paint supply, we made the decision to partner with DDP to offer the DoorColour system as an option on all our prepped slabs. This was primarily based on the technical performance of the product but



Are you bold and beautiful?

We recently launched the 26th shade in our pre-mixed DoorColour range to celebrate Marsala as Pantone Colour of the Year 2015. Customers who would like to benefit from this rich, bold hue can either spray in-house themselves or purchase a pre-painted door slab via partner-company, Macclesfield-based door specialist, DoorCo.

The Pantone of the Year is a strong indication of the direction which colour trends will take. It is decided following 12 months of research and debate on colour trends from experts around the world and this has been reflected in previous years' winners such as Cerulean, Aqua Sky and Radiant Orchid and for 2015, with a bolder shade like Marsala. We're delighted that, thanks to our relationship with DoorCo, customers who don't necessarily have the capacity to spray in-house can also offer this colour by purchasing a pre-painted slab directly from stock, so nobody needs miss out.

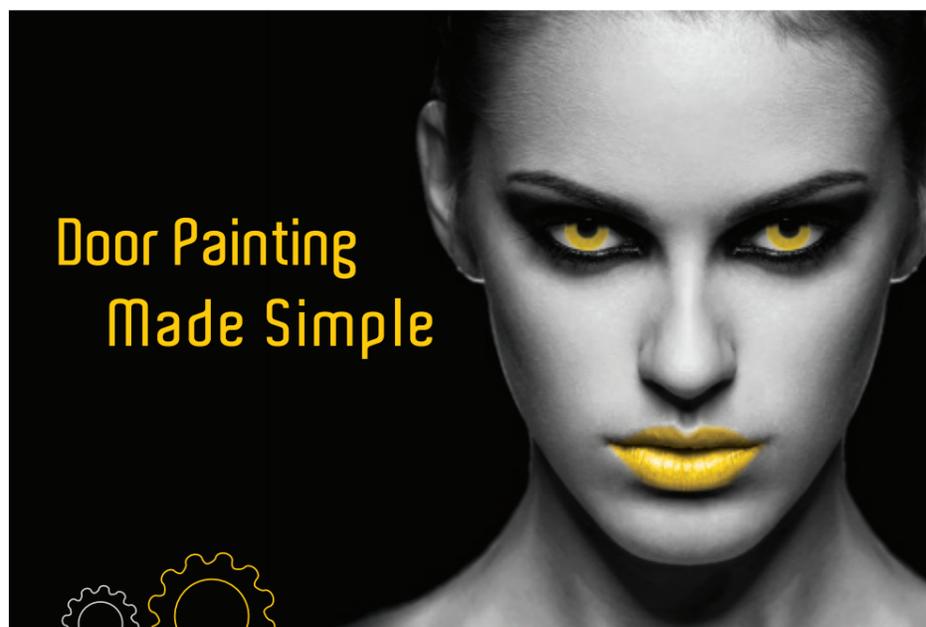


König Repair System Now in DoorColour Shades

With interest at a high for our DoorColour offering, it's more important than ever that we have a solution to meet every need.

With interest at a high for our DoorColour offering, it's more important than ever that we have a solution to meet every need. Of course, creating the complete solution requires a full package including marketing, swatches and - because no matter how good the paint system, if an accident happens, the paintwork can get damaged - repair products. Thanks to our partnership with market leading touch up supplier König-UK, we can offer a number of simple to use repair and touch up solutions for the DoorColour range in pen, wax and spray form.

So those famous yellow now come complete with 26 new colours inside. König's Mark Spacey comments: "When we started working with DDP, we already knew that they had a good reputation in the market. For us, there is not a one size fits all solution, instead, we should ensure we educate customers in using the right product for the right damage. Decorative Door Products is likeminded in this approach and we are happy to collaborate with them to provide our customers with a solution to fit their individual needs."



The Goldglass Automatic Painting Machine MRC-2350-CI with advanced Features

- Automatic size detection
- Perfect finishing quality
- Self-contained extraction system
- Automatic cleaning system
- Full colour spectrum
- Low paint consumption of 150-180grams per square metre
- Spraying speeds of 2.6 seconds per metre
- Even spraying over moulding detail - automatic piece scanning - spraying only where the door slab lies and avoids apertures



Glass Machinery Solutions Ltd

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www.glassmachines.co.uk



ColorSpray
BY REGALEAD

Start Up Systems

Setting up to paint doors using DoorColour couldn't be easier. We offer several start up packages and can supply all your consumable needs as well as recommending spray booth suppliers in your area.



Full Colour Mixing System

- > ColorSpray 30 can agitator station with lids
- > 19 x 2.5 litre colourants
- > ColorSpray formulator software with 5000 formulae
- > RAL, Pantone, BS and Farrow and Ball swatch
- > Digital scales
- > DeVilbiss professional spray gun
- > 25 litres ColorSpray GRP Base A semi matt
- > 25 litres ColorSpray GRP Base A semi gloss
- > 10 litres ColorSpray GRP Base B
- > Box of Sata RPS 600ml cups
- > Box of Sata RPS 300ml cups
- > Dresler Quickrinse gun cleaning system
- > Full day training
- > 500 DoorColour leaflets

£4995.00



PreMixed Colour Start-up Package (1)

- > ColorSpray 30 agitator station
- > 30 x ColorSpray agitator lids
- > 29 x 2.5 litres of premixed colour
- > DeVilbiss professional spray gun
- > 10 litres ColorSpray GRP Base B
- > Box of Sata RPS 600ml cups
- > Box of Sata RPS 300ml cups
- > Dresler Quickrinse gun cleaning system
- > Half day training
- > 500 DoorColour leaflets
- > 25 x 200mm square door pieces

£3750.00

PreMixed Colour Start-Up Package (2)

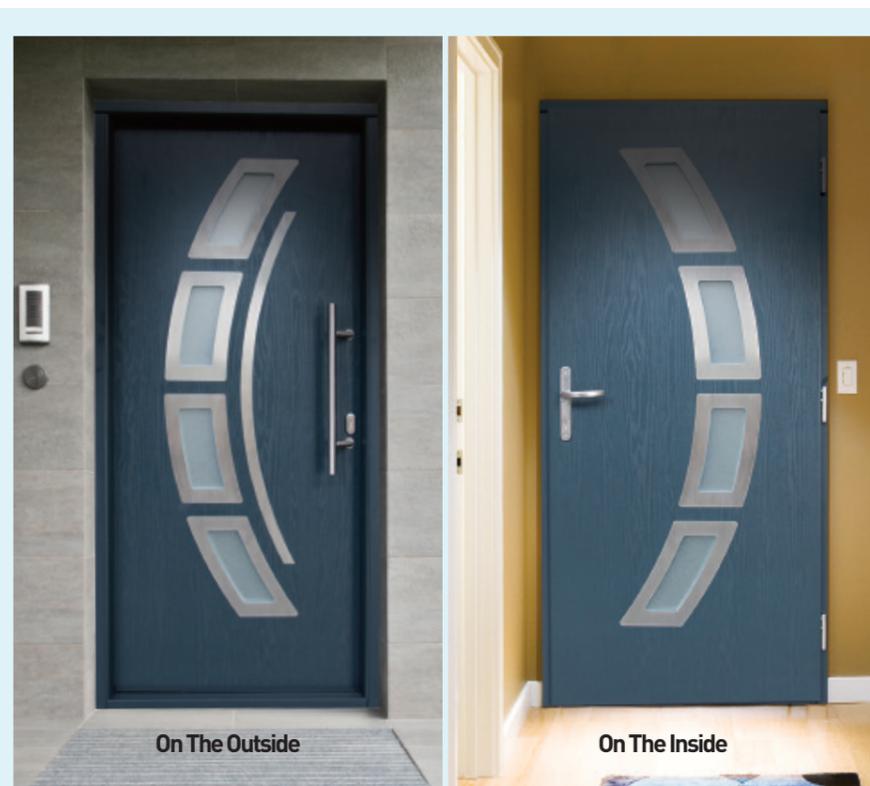
- > DeVilbiss professional spray gun
- > 4 x 1 litres of premixed colour
- > 25 litres ColorSpray GRP Base B
- > Box of Sata RPS 600ml cups
- > Box of Sata RPS 300ml cups
- > Half day training
- > 250 x DoorColour leaflets

£895.00

Steeling a Lead with Truly Contemporary Doors

In the two years since the initial launch of our unique Inox Glazing system at the inaugural FIT Show, the response from the market has been truly astonishing, with sales growing at a rapid rate.

With proven and patented glazing technology from the a European partner, Inox Glazing allows our customers to create truly contemporary doors instead of relying on the limited design options achieved by using classic, traditional glazing cassettes. With the range of 12 standard 316 grade stainless steel frames and the further 30 available by special order, a truly European look can be achieved quickly and easily using a 44mm flush composite door blank and RegaLead offers a turnkey solution including CNC machining files, glazing tutorial videos and a full marketing support package.



On The Double

Our standard glazing methodology for Inox utilises the stainless steel frame to the outside of the door, with internal apertures into the GRP door skin. However, customers are increasingly looking for an 'Inox both sides' solution. We are pleased to say that we have

now completed CNC programming and testing to bring this option to the market. Weather testing has been completed to the new BS EN standards at Wintech and the 'double Inox' door passed with flying colours, testing to BSEN12207 (Air Penetration) and BSEN12208- E1050 classification (Water Penetration).

Whatever the Weather

We're delighted that our 'double Inox door' passed the rigorous weather testing procedures at Wintech Engineering. But what do the tests involve?



For Air Penetration to BS EN 12207, the door specimen is mounted into a rigid test chamber, within which pressure is controlled using a centrifugal fan and a system of ducting and valves. The static pressure difference between the outside and inside of the chamber is measured by a liquid manometer. Test results are achieved by measuring the rate of air flow through the test chamber whilst subjecting the sealed sample to positive pressure differentials as follows: 50, 100, 150, 200, 250, 300, 450 and 600 Pa, with each step being held for at least 10 seconds. This process is repeated with the sample unsealed and the difference between

readings is the air leakage through the test sample. The procedure is the same to determine exfiltration, but instead using Pa negative pressure.

To determine water penetration to BS EN 12208, the same rig is used for the sample, and water is sprayed using spray nozzles with a flow rate of two litres per minute for 15 minutes at 0 Pa, after which pressure was increased as follows: 50, 100, 150, 200, 250, 300, 450 and 600 Pa, with each step being held for at least five minutes. The sample is monitored throughout for water ingress.

Elegant Grace with the Monaco Door

We are pleased to announce the introduction of a new Inox Door style to the market - Monaco.

With a long, slim glazing detail running virtually the full length of the door, Monaco is a very contemporary door style which can be created using a flush door slab from any of the major suppliers as well as with the DoorCo Monza grooved slab. Initially we are offering, from stock, a range of 6 glass styles in 41mm units for use with this door and Inox frame combination.





Lite Fantastic

We recently launched a new custom sidelite service to provide the same great glazing styles for side panels as for composite doors, regardless of their size.

Our complementary glass option for custom sized sidelites incorporates the same feature glass as that used in the decorative design, and thanks to bespoke software provided by Business Micros, our new extended custom service ensures a full custom sidelite solution to perfectly match the design within the door.

This range includes our Signature zinc and brass art collections, for which product can be manufactured at one of our Asian factories and still delivered within two weeks to the fabricator.

Graeme Bailey, Managing Director at Business Micros comments: "To ensure a side panel is truly matched to the glass in a door, it is essential to make sure that the design is correctly lined from the start of the process to avoid discrepancies coming to light when the panel is first seen on site. DDP customers can choose doors from most of the UK's top slab suppliers, be it Door-Stop, Distinction Doors or DoorCo, and if they use DoorGlass, can be sure that everything is matched and lined through with no issue."

Changing Times, Changing Tastes

The approaching 10th anniversary of the launch of our Signature Options range gives us a chance to reflect on how decorative glass designs in the market have changed, and how far we have come from our initial offering of three ranges of imported 'triples' and six ranges of UK manufactured glass.

Back in 2005 when we were designing our first products, the retail composite door market was in its infancy, with the vast majority of doors supplied into social housing contracts and the retail sector still all about the PVC panel. We took our lead on design from what was popular in the mature US and Canadian markets and made them more 'British' with greater levels of obscurity and using bevel cluster designs which were common in the PVC panel sector.

This proved at the time to be a winning formula, but as the market matures, consumers and manufactures alike are becoming more design led, and are looking for differentiation. The most noticeable change in the market has been the move to 'contemporary' door styles, which has created a need for more contemporary glass designs.

With our latest DoorGlass offering, we have introduced some stunning new options which are not only proving hugely popular with consumers, but also offer something truly different to the market.



Signature Art Matrix



With its stunning stainless steel elements incorporated into the decorative glass centre panel, Matrix is a truly contemporary decorative glass design that works beautifully with traditional cassette glazed doors and our own Inox glazing system.



Signature Art Modena



Incorporating hand-made Fusion tiles into Zinc came blends our popular Fusion Art design style and components with all the benefits and aesthetics of our Signature 'triples'. The end result speaks for itself.



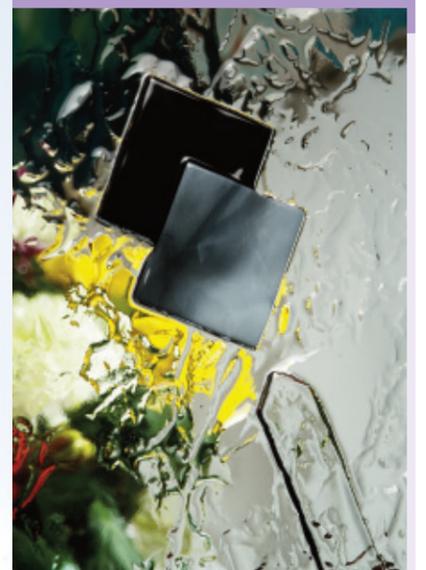
Signature Art Reflections



Initially launched to selected customers in early 2014 and now available to the full market, Reflections has become our fastest growing option. The combination of satin and grey bevelled glass with the unique black chrome plated comes, creates a stunning glass design that will add perceived value to any doorset.



Fusion Art Symphony



With the introduction of the fusing kilns at our manufacturing site in Hawick we have launched our first fully fused glass design, Symphony. The Fused glass panel is manufactured by using a traditional technique of melting the coloured glass onto the clear glass but with a very contemporary result.



The DDP Team

As our DDP division has grown over the years, so has its team.

In addition to the 20 highly experienced manufacturing staff we have at our production facility in Hawick and our warehouse team in Manchester, we have a growing team dedicated to sales, customer service, stock management and production management who are on hand to assist.



Nick de Burgh Whyte
General Manager DDP Production



Paul Edwards
Market Manager, DDP Division



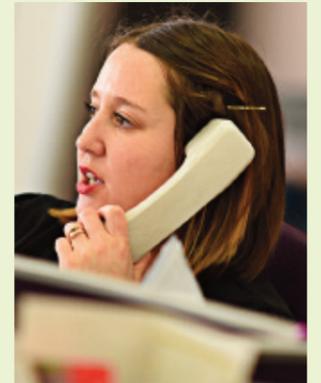
Paul Buckley
Procurement & Inventory



Aaron Massie
Production Planner, Hawick



Vicki Outram
Customer Services, Manchester



Susan Ratican
Customer Services, Manchester



We are Recruiting

To further strengthen our DDP sales team we are seeking to appoint a sales manager to work with window fabricators entering the composite door market. Ideally with a background and proven track record in supplying to window fabricators across the UK, the ideal candidate will take on a key role in our fast growing business. If you know of anyone who would be interested in this role please ask them to email guy.hubble@regalead.co.uk.

A Marvellous Achievement

Our charity of choice last year was Roald Dahl's Marvellous Children's Charity and we certainly took our fundraising up a gear!

In May we took the brave (or foolish) decision to play golf in five different countries. Whilst this could provide an array of logistics problems, Team Marvellous soon got into the swing of the Five Countries Golf Challenge.

Day 1 started at Padeswood Golf Club, North Wales followed by a three hour minibus drive to Penrith Golf Club. At 7.30pm we were teeing off at Stranraer Golf Club and managed to squeeze in 9 holes before darkness descended. Day 2 saw a ferry ride to Belfast and 18 holes at Fort William Golf Club, then on to Malahide Golf Club, just outside Dublin. Congratulations to CENSolutions' Wayne Rogerson who took the tournament win, and thanks to all who participated.



But we didn't stop with golf. In August, 12 members of the RegaLead and DDP team arrived at London's Tower Bridge, dressed as Roald Dahl creations, ready for a gruelling 220 mile cycle ride to Paris. We all undertook a huge amount of training, and completed the challenge in the allotted three days, with only a few minor mishaps along the way.



After a 220 mile cycle, Team Marvellous at the finishing line in Paris

On Day 1 we travelled from London to Brighton, before boarding a ferry at the Port of Newhaven to Beauvais and then on to Paris across the second and third days, covering roughly 70 miles per day. Whilst travelling through France we discovered we had beaten our £10,000

fundraising target for the year, which was fantastic news and really kept us going to the end. Huge thanks to everyone who donated, particularly the shirt sponsors, and of course to every member of Team Marvellous for their truly marvellous efforts.



Golf Team Marvellous, ready to 'T-off' at Fort William Golf Club, Belfast



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www.doorglass.co

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