

ISSUE 1



THIS EDITION!

- 02 Super fabricator's investment
- 03 New factory
- 04 Full product range
- 06 Pearl to distribute full range of Liniar approved installation supplies!
- 07 Marketing support for Pearl customers – free brochure
- 08 Ground breaking warranty to reduce your remedials
- 08 Free warranty booklet



NEWS!



Welcome

A message from the Managing Director of Pearl Window Systems, Jeff Walsh

There is an ever increasing need to add strength to your business. Choosing the right partners in your supply chain is vital, from initial extrusion, through to the manufacture of your windows and doors.

Acknowledging this is easy, but finding the partner that understands you, and your business, is the difficult part. Not so with Pearl Window Systems. As the industry evolves, so do we, and as we evolve, so do our customers. The team at Pearl have worked tirelessly throughout 2015; we've commissioned a new factory which is now fully customised to our growth needs, we've invested in new machinery to streamline our product output, we've invested in marketing to ensure our name is the name on everyone's lips. And it doesn't stop there. As well as introducing new products for 2016 we also have a new Portal Software system – free to all Pearl customers, along with our ground breaking, industry first warranty allowing our customers to reduce remedials.

This newsletter is jam packed with information on our recent developments and ongoing investment, so please have a read through, and let us know how we can help. Whether you want to take advantage of our free warranty booklet, brand new composite door brochure, or you want to see what marketing support is on offer – its all included within this newsletter.

Jeff Walsh
Managing Director

- ✓ **Marketing Support Brochure**
Call for your FREE copy
- ✓ **Composite Door Brochure**
Out soon – reserve your copy today
- ✓ **Warranty Booklet**
An excellent selling tool – don't miss your FREE copy

Ground Breaking Industry First!

See back page for more details!

- **Online Warranty Registration Scheme**
– Direct to the Manufacturer
– Reducing Remedials!
- **25 Years Anti-corrosion Warranty**
on Trojan stainless steel, chrome and gold door handles and stainless steel letter plates.
- **10 Years Door Warranty** on Fullex door locks, Trojan flag hinges and Kenrick door cylinders.
- **10 Years Casement Warranty** on Total Hardware friction stays, Trojan window handles and Kenrick shootbolts and espags.



SUPER FABRICATOR'S INVESTMENT FOR GROWTH

Jeff Walsh, Managing Director of Pearl Window Systems, speaks about his 18 year's of heading up his fabrication business and his recent investments for growth.

"Walking through the door in December 1998 on my own, to layout machines in an empty factory and with a zero order book, was a daunting challenge at that time. I am overwhelmed that employment figures have reached a record high of 150 staff in 2015, a figure that is not only a responsible one for me as the MD of Pearl but for the management team too. It's an unbelievable achievement for the company. Now in its 18th trading year Pearl still enjoys the employ of its very first member of staff, Kelly Barlow! With targets in the region of 5,000 frames per week and looking to the year ahead, it is a time for reflection and my chance to say a huge thank you to every member of staff who have supported us over the years and for many more years to come."

During 2015 Pearl focused heavily on developing their bespoke range of products, with the addition of a new bespoke manufacturing facility together with a strengthened management structure. Pearl now fabricate the entire suite of Liniar products including Standard and Mod Lok Bi-fold Doors, Composite Doors, SBD Composite Doors, Mod Lok Patio Doors and the revolutionary Flush Sash Window System. New for 2016 is the Introduction of the "Winkhaus" Eco Frame door. Also new for 2016 is Pearl's exclusive distribution service of the full range of Liniar Installation Supplies, available to existing dealers and cementing the fact that Pearl truly are a one-stop shop.



In order to retain their super fabricator status and further growth plans, Pearl have restructured the existing factory with mezzanine offices, to accommodate a new Supercut 6, making further use of existing space. The new Supercut 6 compliments the existing 4 machining centres (now totaling 5 machining centres) helping to achieve a goal of 5,000 frames per week.

With volumes continuing to increase, Pearl depends on reliable and efficient machinery in order to manufacture the highest quality products through the most efficient processes.

Jeff comments: "We decided to install the machinery during the final quarter of 2015 and we've now completed the implementation of an 8-head welder. We are already seeing efficiency improvements from the new kit and products are moving more quickly through the factory, with better lead times for our customers."

The new 8 head Urban welder is connected to an 800 line and adjoining 6 head welder. This state of the art welder is fully computerized and bar coded for speed and accuracy. The Urban equipment and SuperCut Centre were supplied by Wegoma Machinery part of the HL Group of companies.

As part of the development Pearl removed all the compressors and air tanks into a new external building allowing them to extend the sash line, with the addition of four new Urban 530 corner cleaners and three new quad welders to supply and compliment a new sash gearing department and an extended vertical sash to frame assembly line. Continuing through the factory is a 4th electronic beading line, which was added together with 3 new vertical quality control stations.

Jeff continues: "All our bespoke products are put together using specially designed vertical assembly systems, which enables every product to be pre set ready for its installation to a prepared aperture. To compliment this new production facility a portal software for the entire bespoke range has been developed for us with Business Micros, this is available free of charge to our customers with full colour imaging and pricing, electronic ordering together with iPad friendly applications for when you're on the go."

For details on how to become a Pearl customer please call **01942 843586**.



NEW FACTORY

for Liniar's largest fabricator

With sales exceeding all previous years, 2015 was a hugely successful year for Pearl. Now into 2016 and the momentum looks set to continue.

Jeff Walsh, MD of Pearl Window Systems, comments: "2015, what a year! We've been busy and now we're raring to go for 2016!"

Jeff continues: "Identifying the development needed to increase our volume, whilst maximising our existing site, was a challenge. The option to move a factory of our size and volume was pretty unthinkable. The management team at Pearl began to assess everything from start to finish, to try and maximise and streamline every last square foot of space in our existing factory. Surprisingly, thinking outside of the box, a mezzanine floor later,



compacting processes to streamline production, we came up with a 5,000 frame per week plan. At the very start of 2015, our development program began, with completion to take place by March 2016."

As part of the development program a new central stores facility has been built to accommodate three production facilities. The new facility has been placed strategically in the centre of Pearl's three production units, ensuring a complete and on-time, in-house supply chain.

The plan for production went so smoothly that Pearl managed to utilise the entire factory. Part of this meant they had to move the distribution team to a brand new 4,000 square foot building, which has been built especially to accommodate finished frames, awaiting distribution. This fully bar coded facility enables total traceability within the warehouse, which makes for a smooth and efficient delivery service to all Pearl customers.

"Identifying the development needed to increase our volume, whilst maximising our existing site, was a challenge. The option to move a factory of our size and volume was pretty unthinkable. The management team at Pearl began to assess everything from start to finish, to try and maximise and streamline every last square foot of space in our existing factory."

Jeff comments further: "The development plan wouldn't have been complete without improving facilities for our team. As part of the process we have undergone a makeover; we have installed new air conditioned offices and utilities for both office and shop floor staff; the whole factory has been re painted together with new Liniar windows and doors fitted throughout, to compliment our new grey factory."

And with the completed expansion of their fleet of vehicles, now totaling 8 Mercedes trucks, Pearl is on hand ready to delivery products throughout the country.



NEW for 2016!
 Pearl Composite Door
 brochure! Call for your FREE copy.



Do you go from your



Bi-Fold Doors from £850 +VAT

- Personalise your Liniar bi-fold – available in a huge variety of colours
- All of our frames are guaranteed to not warp, split or discolour for a minimum of 10 years
- Energy Plus multi-chambered outer frame and sash offers maximum thermal efficiency
- Liniar ModLok bi-fold is also triple glazing ready
- Low threshold at just 24mm high, offering easy access for family living
- Liniar standard and ModLok bi-fold doors



Liniar ModLok Patio from £255 +VAT

- 5 chamber system provides enhanced thermal performance
- Meets 2013 building regulations with U value of 1.3wm2k
- 80mm slimline sash
- Fully sculptured glazing bead
- Can accommodate triple glazing
- Silver passivated locks and keeps
- Smooth silent running action
- 4 wheel bogey running system with adjustment
- ModLok modular hardware with integral reinforcing
- 6 point locking, 4 hooks and 2 shootbolts
- Anti-bump cylinder
- Anti-snap cylinder

Composite Doors from £295 +VAT

- Liniar designated outer frame – matches all Liniar products perfectly!
- With over 20 door styles to choose from
- 7 standard vibrant and popular colour choices to choose from as well as 100's of other RAL colours
- The most competitively priced composite doors available
- Stunning selection of glass options
- 5 day lead time

Ecoframe™

Winkhaus Ecoframe™

- The eco-friendly doorframe for composite doors

Following extensive market research it has been established that a viable alternative to PVCu outer frames was required that could not only reduce material and labour costs but that was also a product that could be infinitely recycled in accordance with the EU landfill directive.

- Landfill taxes to rise by £35 per tonne
- Reduce maintenance and labour costs
- Recycle and re-use, with our new Eco-friendly door frame for composite doors





Get all this supplier?

Flush Sash Windows

Our Flush Sash Windows offer the realism of a traditional pre-1932 timber window combined with 21st century thermal benefits. Many property owners require a traditional timber window frame, sometimes due to planning or environmental restrictions.

- Sash fitted flush into the frame – foiled to look like traditional timber to offer a sleek, contemporary finish.
- A+ rated. Lower cost window with higher thermal benefits than timber – in addition to being fully secure.



- Available in sculptured profile with the flush finish on external faces, 28mm double or triple glazing, internally beaded, with a wide choice of opening configurations, colours, finishes, hardware and glazing.

Perfect Finish!

– colour matched, lead free, PVCu trims and matching silicone sealants – now available from Pearl!



State-of-the-art Factory!

Liniar's largest fabricator!

5 Day Lead Time!

on all standard products

Ground Breaking Industry First!

• Online Warranty Registration Scheme

- Direct to the Manufacturer
- Reducing Remedials!

• 25 Years Anti-corrosion Warranty

on Trojan stainless steel, chrome and gold door handles and stainless steel letter plates.

• 10 Years Door Warranty

on Fullex door locks, Trojan flag hinges and Kenrick door cylinders.

• 10 Years Casement Warranty

on Total Hardware friction stays, Trojan window handles and Kenrick shootbolts and espags.



Portal Software

FREE electronic ordering software via Business Micros Evo Satellite. Enables you to process orders and obtain instant quotes with real time ordering and glass sizes!

NO MORE WAITING. In addition, this is now complimented with our new Portal software for ordering and pricing bespoke items such as Bi-fold Doors, Composite Doors and Patio Doors, in full colour. You can use this software on your desktop, iPad or smartphone.



www.pearlwindows.co.uk

Tel: 0800 014 2769 | Email: sales@pearlwindows.co.uk



Pearl, now distributors of the full range of Liniar approved installation supplies!

New for 2016 and as part of Pearls commitment to existing dealers, a unique opportunity has arisen to distribute exclusively the full range of Liniar Installation supplies.

A PERFECT FINISH!

As a window installer, you will always be judged on the quality of your workmanship. A happy, satisfied customer is likely to recommend you to their friends and family, leading to more work, more recommendations and a successful business. And on the reverse side of the coin, just one below-par installation can damage the good standing that's been hard to build and it can prove incredibly difficult, if not impossible, to resurrect that reputation.

Research undertaken by the Consumer Forum shows that people are three times more likely to share a poor customer experience than a good one.

There are two main factors when it comes to a professional finish; the first being the skill and care that is applied to each project, the other being the quality of the products that are used.

Installers of the Liniar range of windows, doors and conservatories already work with the highest quality products on the market – but now a brand new range of Liniar Approved colour



matched foam trims and installation products have been launched to enable them to provide a perfect finish every time.

The foam trims are produced in-house by Liniar from 100% lead-free PVCu foam, and foiled using the same superior woodgrain effect coloured foils as the rest of the products in the Liniar range.

Available through agreement with Pearl Window Systems, the Liniar Approved building products range comprises the foam trims mentioned above, together with high quality coloured, white and clear silicone sealant, decorator's caulk and expanding foam, window boards, joints and end caps, cleaners and adhesives, fixings and glazing packers – plus other accessories including tools and touch up pens.

Everything in the Liniar Approved range has been carefully selected and given the Liniar stamp of approval to ensure a perfect finish – so make sure you protect your well-deserved reputation for quality by finishing your installations with Liniar products.

For further information please contact Pearl Window Systems on T. **01942 843586** to arrange a visit from your area sales manager.



FIRE DOORS

Winkhaus Ecoframe™

The eco-friendly doorframe for composite doors

Following extensive market research it has been established that a viable alternative to PVCu outer frames was required that could not only reduce material and labour costs but that was also a product that could be infinitely recycled in accordance with the EU landfill directive.

With an increasing tide of waste arising and high expectations of disposal practice, the European Union are focused on the minimisation, re-use and recycling of waste, due to the limited lifespan of existing landfill facilities.

As the Government has stated, landfill taxes will rise by £35.00 per tonne, in the very near future, therefore there is a huge incentive to re-cycle more.

Designed by Winkhaus UK and manufactured in Germany, the Ecoframe™ fulfils these criterias and ideally suits the Winkhaus Cobra™ range of multi-point locking systems, which are widely specified in both the Social and Private Housing sector.

Applications:

- Specifically designed for 44mm wide composite and timber door slabs.

- This exclusively designed frame has been produced for use with UK 44mm Door slabs and has a positive location for Winkhaus Lock keeps which allows for fast and accurate installation.
- Profiles using the same technology as Ecoframe™ have been successfully sold in the rest of Europe for over 10 years at a current rate of 600,000 windows and 300,000 doors per annum.
- 70mm Ecoframe™ can be coupled with PVCu frames for sidelights and can be used for fan lights.
- 60mm internal sight line provides a pleasing visual appearance and at the same time provides an increased aperture width to aid wheel chair access.
- Compatible with aluminium low threshold systems.
- Aluminium white powder coated skin guaranteed colour fast!
- Available in RAL 9016 white powder coat finish only.
- Patented design.



1 5 years.

Supporting customers and building your brand from strength to strength

As a valued customer of ours, we want you to maximise your time in developing your business, so we've done all of the hard work for you!

Having the best supply chain behind you is key to all our successes. Pearl embrace this ethos and we want to share our success with you and your business. That is why we have put together this comprehensive range of marketing support material.

Take advantage of personalised leaflets to promote your business, brochures and literature to hand out to customers, website development and maintenance, sample boxes, wall charts and posters, as well as free editorial coverage and advertising, within one of the leading window & door publications.

We think we've pretty much covered everything, but if there is anything else you need, please don't hesitate to ask.



Enhancing your home
Designed for today's lifestyles



- ✓ Wall Charts
- ✓ Brochures & Literature
- ✓ Ancillary
- ✓ Personalised Leaflets
- ✓ Editorial Coverage & Advertising
- ✓ A1 Posters
- ✓ Website Design & Development
- ✓ Sample Boxes & Items
- ✓ Stickers
- ✓ USB Stick

Call for your **FREE** copy today!



Ground breaking warranty to reduce your remedials



When you buy an expensive new product, such as a fridge, a washing machine or a computer, there's always the worry that it will stop working, is not fit for purpose or that you'll have to replace or repair it.

The same applies when it comes to hardware. Many installers have experienced remedials of hardware due to corrosion and product failure. This is time consuming, costly and inconvenient for all parties concerned.

As a ground-breaking industry first, Pearl Window Systems are pleased to announce the launch of an online warranty registration scheme direct to the manufacturers, for the following products:

- 25 years anti-corrosion warranty on Trojan stainless steel, chrome and gold door handles and stainless steel letter plates.
- 10 years door warranty on Fullex door locks, Trojan flag hinges and Kenrick door cylinders.
- 10 years casement warranty on Total Hardware friction stays, Trojan window handles and Kenrick shootbolts and espags.

Each Pearl order acknowledgement is accompanied with a specific registration form for the homeowner. A simple completion by the installer of the order number allows the homeowner to register that particular product on line. This triggers the home owners warranty with that specific supplier as you would see with any white goods or TV purchase.

This in no way affects the standard warranty offered at the point of sale by Pearl Window Systems Ltd, however this does allow the homeowner the comfort of a long term back up direct from a select group of international hardware manufacturers. (All standard warranty, terms and conditions together with following maintenance guidelines apply).

For further information on this warranty, contact Pearl Window Systems on: T. **01942 843586**



NEW FOR PEARL CUSTOMERS

- ✓ Marketing Support Brochure
- ✓ Composite Door Brochure
- ✓ Warranty Booklet
- ✓ Press Advertising & PR

pearl
window systems ltd

www.pearlwindows.co.uk

Tel: **0800 014 2769**

Email: sales@pearlwindows.co.uk

