

More than competent



As a nation, we are starting to move away from auto-renewing insurance policies, in favour of finding new deals and better customer service. According to Certass, it's no different for window installation companies, who are looking for a better service on competent person schemes (CPS).

MD at Certass, Jason Clemmit says: "Competent person schemes are an essential part of any installer's remit. Self-certifying installations is just part and parcel of the job for them, so that's why at Certass, we make it as simple and straight forward as possible to transfer to a scheme with friendly, helpful support and technical teams."

With schemes covering more than 2.5 million installed products, Certass claims to have one of the most comprehensive certification schemes in the industry. It can provide schemes for all aspects of installation work from windows to

roofline. Clemmit says: "The switch to Certass begins with a simple online form and when the paperwork has been received, installers can register jobs within 48 hours. Completed jobs are certified as soon as the on-site audit is signed off.

"Installers registered with Certass can take advantage of extra benefits, including low-cost public liability and business insurance, and the Trust Mark Scheme. As an extra bonus, we are waiving joining fees for installers switching to Certass who register before 15 January 2018.

"Historically, certification bodies have run CPS without offering added value for installers, but that's where we're different. Our schemes are designed by tradespeople, for tradespeople, so we can be sure that we offer the best schemes, backed by helpful and friendly service." □

www.certass.co.uk

PVC-U is still number one when it comes to installers' businesses. That's why Yorkshire manufacturer, Kingfisher Windows, offers the Optima window range, the next generation of PVC-U windows. "Optima is not just another white window," says Deborah Beeley, sales and marketing manager at Kingfisher Windows. "With its superior look and performance, it's what homeowners want.



"It has a slimline design and comes in a huge choice of colours, it really takes PVC-U windows to the next level and these benefits are why we offer it in flush sash and sculptured as standard, on delivery from just 10 days." Optima is available in casement, French casement and tilt and turn. Its casement profile has a 6-chamber outer frame and 5-chamber inner frame. It has been tested to PAS 24 standards and has Secured by Design accreditation. □

www.kingfisherwindows.co.uk

Intec meets Bowater

The doors range from Bowater by Birtley benefits from a decade of collaboration between the company and the manufacturer of high performance door hinges SFS Intec. More than ten years ago, Bowater Doors, which is now part of the Birtley Group, was producing over-rebated doors fitted with SFS' Dynamic 2D hinge for heavy over-rebated doors. To extend its range to include composite flush doors it briefed SFS Intec to develop a new hinge.

Nigel Wood, business development manager for hinges at SFS Intec, says: "As a manufacturer of high-performance hinges, we were delighted to have the opportunity to collaborate with Bowater to develop a new hinge. We worked closely with Bowater's technical manager which included making several



prototypes enabling us to run several tests to check hinge performance and ease of installation."

Ian Glenister, door technical manager at Birtley Group says: "The new range of doors from Bowater by Birtley provides options for all budgets, all style of properties and all building requirements, but the thing they all have in common is quality. The doors are tailored to give end users the very best and hardware is an important part of the mix." □

<http://www.bowaterbybirtley.co.uk>

Redecorating

Following its recent acquisition of the DecraLed range of stock and assets Thermoseal Group has re-launched the www.decraled.co.uk website with a simple interim site to show its core decorative product ranges.

Group's sales director Mark Hickox says: "Having taken over the DecraLed brand and full product ranges, we felt that the websites on offer didn't do them justice, so we have quickly launched a temporary site. This website is reflective of the design we are currently working on for a new comprehensive website which will fully showcase the entire range of decorative products we have on offer. It is also an online shop which will enable 24-hour purchasing worldwide. Look out for this in the early part of next year which should fall in line with our plans to expand the decorative range.

"Since we acquired DecraLed, we have integrated its 2,000-plus product range into our own range of IG components. We have also made significant investment in up-dating the decorative manufacturing machinery and now have



our own state-of-the-art design studio in Wigan. This studio will enable us to produce bespoke designs for our customers to incorporate into their own insulated glass products. This is the first in our planned developments to strengthen the DecraLed brand and provide new solutions to customers." □

www.thermosealgroup.com

The Jones Tool Company group of companies is looking to reposition itself as a machinery and tool supplier in the window industry.

MD Tim Jones says: "Following extensive research into the fenestration industry we are acutely aware of the industry's need for a viable alternative machinery supplier. We



Tim Jones, MD and Tiny Tim

have been supplying the trade since 1993 but we diversified our business to stay competitive at the time when there was a definite consolidation of many of the major profile companies and indeed machinery suppliers.

We offer a complete range of profile weld support blocks, corner cleaning cutters and end miller cutters and also router bits, single flute cutters, water slot cutters, drill bits, and a full range of every day consumables from moon knives, to gasket shears and a range of Teflon rolls. We know we are already competitive on price, range, and supply of all our products.

The Jones Tool Co has its own brands, the Wolferral and Cardinal brands and manufactures the Wolferral pneumatic spacer bar snip saw (ex-Lilliput saw), Tiny Tim scotia bead miller, end miller, and weld test machine. □

www.jonestoolco.co.uk

Mislaidd keys, no more!

VBH (GB), part of Europe's largest hardware distributor, has added the new Yale Conexis LI Smart Lock to its range of hardware. With Yale's prominent TV advertising campaign across ITV, Sky and Channel 4, the Smart Lock is expected to open up new selling opportunities for fabricators and installers, and locksmiths for retrofit installations.

Yale Conexis LI Smart Lock is a keyless product, operated via a key card, key tag, phone tag or a secure smartphone app, 'Bluetooth Twist & Go'. Homeowners can monitor who is entering and leaving the home, from wherever they are.

The app also has the functionality to send temporary access 'mobile keys' to anyone with a smartphone – so no more children waiting on the doorstep when they have mislaidd their key. The mobile key can be programmed to give access from a few hours to a number of



weeks and can revoke access at any time.

Dan Powell, maintenance and locksmiths product manager at VBH says: "With the new Yale Conexis LI homeowners can upgrade their lock easily and with no fiddly wiring. The Smart Lock uses four AA batteries that give the homeowner plenty of warning when they're running low. And even if the batteries run flat, a standard 9V battery can be connected temporarily into a concealed port. If the lock is tampered with, an anti-intruder alarm is triggered via either the app or mobile key." □

www.vbhgb.com