

With seal of approval



Dundee-based Ravensby Glass has made a substantial investment in state-of-the-art manufacturing technology. The company has installed a new automated Forel line for applying Edgetech's Super Spacer TriSeal.

For over 30 years, Ravensby has been providing IGUs to businesses throughout the commercial, residential, public and medical sectors, and today processes and toughens its own glass at two high-tech facilities in Dundee.

With the installation of the new TriSeal line, the firm has significantly increased its ability to provide high-performing IGUs.

Managing director Gordon Dickson says: "We use TriSeal because we know it guarantees the kind of long-lasting, top quality IGUs that commercial projects require.

"In recent years, we have experienced growing demand

from the commercial sector, and so investing in an automated TriSeal application line was the natural next step.

"It's now fully up and running, and we are delighted with the speed, efficiency and consistent quality it is able to offer."

Edgetech managing director Chris Alderson says: "It is hugely gratifying to see long-standing customers like Ravensby succeeding and investing in the future.

"With its new TriSeal line, it is well positioned to reach new heights."

Ravensby will also be installing another new TriSeal line this year, this time to benefit the domestic side of its business. □

www.edgetechig.co.uk

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Instant payback

In response to the long lead times created by material shortages Newcastle upon Tyne based Ramage Trade Windows doubled its output from 130 to 270 windows per week. The process was made considerably easier by its investment in Business Micros EvoNET software.

Ramage had previously bought in around half of its volumes. When it started to experience significant supply shortages it took the decision to invest in new machinery and new software, reducing its reliance on other fabricators.

The company, which supplies Eurocell windows throughout the north east of England, has been a Business Micros Evolution software user for many years. While it was only manufacturing a hundred or so windows per week, it could manage production batching and despatch manually. Once volumes started to increase



Ramage wanted to ensure that it stayed as efficient as possible.

The integration of EvoNET into the business has helped to make Ramage more efficient than ever according to director Andrew Ramage jr.

He says: “The payback on the software was almost instant. A year after it was installed, we are producing double the number of frames, but with no increase in the amount of time we spend on admin.

“We now have barcode scanning stations throughout the factory which gives us total visibility of what is

being produced and we can see the status of every job via the in-built dashboard. We can do batch production using EvoNET to optimise material and labour efficiency and generate reports instantly on everything from output per fabricator to quantities of remakes.” □

www.ramagewindows.com
www.businessmicros.co.uk/evonet

Our TV debut

Sheerline’s aluminium window and door system is appearing in a home improvement TV programme.

The newest episode of George Clarke’s *Old House, New Home* features homeowner Leighla Davenport and her



Grade II listed home, Callowell House, in Stroud’s countryside.

The refurbishment project saw the construction of a modern extension that was integrated with the rest of the property. Sheerline, with its slim sightlines and mitred corners, was a sympathetic enhancement to the original building.

The newly-refurbished home features a mix of Sheerline products, including 12 Sheerline Classic windows in cream with Sheerline Prestige fixed frames in black, and two Sheerline Prestige doors, also in cream.

Davenport says: “I found Sheerline through internet research of premium aluminium systems companies and I thought that it was a really nice product. We needed some unusual glazing and Sheerline had the capacity to do all of the windows we required. At a time where lead times were anything but normal, Sheerline offered the shortest delivery times, meaning we could keep the project on track.”

The episode of *George Clarke’s Old House, New Home* featuring Sheerline was broadcast on 10th November on Channel 4. □

www.sheerline.com

Design, visualise, explore

Tech start-up Augmented Reality Creations (ARC) has launched a technological innovation that's already set to be a game changer for the conservatory market.

Using state-of-the-art augmented reality technology, ARCDesign is a web-based conservatory designer and visualisation tool that sees installers give control to their customers via their website, allowing their hard-earned web traffic to design, visualise and explore their dream conservatory.

With ARCDesign, potential customers can design their dream conservatory, choosing their preferred style, shape, and materials, as well as doors, windows, roof, and any decorative extras.

Once they've finalised their design, customers have two choices – they can either submit their design to the installer to get an informed quote, or they can use the innovative augmented reality software of ARCDesign to project a virtual, explorable, life-size 3D model of their conservatory onto their home via a smartphone, allowing them to visualise and explore where it would end up in real life.

ARC COO and co-founder Andrew Clear says: "ARCDesign is an extremely powerful lead generation tool that allows customers to truly engage with their new glazed extension, experience it in situ, and share it with friends and family before making their final decision.



Andrew Clear

"The software is guaranteed to increase engagement with an installer's website, while also boosting conversion rates, trust and brand reputation.

"Augmented reality might have already made its mark on many sectors, but it's only just beginning within the glazing industry. With ARCDesign, conservatory installers can add a real wow factor to their sales visits, giving potential customers more control over their investments, increasing their conversion rates and potentially growing their business." □

www.arc-solutions.co.uk



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