

Top lock and stock

In July 2019, Carl F Groupco partnered with Yale to supply the lock manufacturer's full product range. The announcement was the latest in a series of developments that reinforced the company's position at the forefront of the UK's hardware supply market

The Yale brand has instant consumer recognition along with product and security guarantees. As such, there are strong synergies with Carl F Groupco's philosophy of supplying secure fittings backed by warranties that customers can trust.

Confirming the strategic importance of Carl F Groupco supplying the full Yale range, Paul Atkinson sales & commercial director for Yale says: "The relationship has been strong for many years with Carl F Groupco stocking Defender Friction stays and various Yale ranges, however, with our most recent acquisition of Trojan Hardware the relationship has become much closer and more strategic. This development means that Carl F Groupco has the ability to sell the full Yale range with full utilisation of our guarantees and brand."

Just one month after the announcement that Carl F Groupco was stocking Yale's full product portfolio, in August 2019, the new Lockmaster 21 was added to the range of lock solutions featured in the hardware distributor's catalogue. Celebrating 21 years since the launch of the Lockmaster, the new product was Yale's latest advancement to its established Lockmaster multipoint door lock range. Product enhancements included the signature hook and pin unit positioned within 100mm of the pre-compression rollers to aid security testing. The centre case was also strengthened to protect against latest break-in methods and pre-compression rollers engage slightly ahead of the security locking points to ensure smooth engagement and reliable locking.

Further Yale products have been added to Carl F



Clare White – marketing manager for Carl F Groupco

Groupco's catalogue namely the Encloser Window espagnolette and the friction stay range. The addition of these products enables Carl F Groupco customers to fit their windows with a complete suite of PAS 24 compliant Yale hardware and, as a result, gain access to Yale's lifetime security guarantee. Approved fabricators and installers with PAS 24 accredited windows can apply for the scheme which, if successful in meeting the criteria, entitles their customers to the full benefits of the guarantee. One illustration of a full package is the Encloser window espag, Yale friction stay, Sparta window handle and ASD security devices.

Carl F Groupco's marketing manager Clare White says: "Outstanding protection against forced entry is offered by Yale products and this lifetime security guarantee confirms confidence in the quality of the products. It is also a strong selling feature. In the unlikely event of a break-in, up to £1,000 will be paid towards the customer's home insurance excess as part of a package of measures including £1,000 compensation to the homeowner to recompense for any distress caused. □"

www.carlfgroupco.co.uk
www.yaledws.co.uk

A worthy milestone

Window Ware is celebrating with its longstanding customer Express Trade Frames, as their successful supply partnership reaches its 20th anniversary.

The Bedfordshire hardware specialists has not only been working with the team at Express Trade Frames since doors opened in 1999, but it also holds the distinction of being the payee of its first business cheque. Since then, Window Ware has supplied the Yale-approved fabricator with a full range of high-security Yale and Trojan hardware which has ultimately helped to ensure that its glazing products pass the latest PAS 24 testing.

Fleetwood-based Express was formed in 1999, managing director, Scott Law says that is not when the relationship with Window Ware began: “Before setting up Express Trade Frames, I had worked for other companies that relied on Window Ware for all their hardware needs. It made sense to stick with a trusted supplier when I decided to go it alone. To this day, we can still count on Window Ware to deliver a cracking service, competitive prices, and have the brands we like in stock and ready for shipping without fail.

“We are delighted to be celebrating this fantastic milestone with the great team at Window Ware and we very much look forward to further success in the next 20 years.”

Sam Nuckey, managing director of Window Ware says: “After celebrating our 20-year partnership with Yale we are incredibly pleased to be with one of their approved fabricators and one of our longest-standing customers, Express Trade Frames.



Sam Nuckey

“It is a real testament to the fantastic relationship that has developed over the past two decades with Scott and the team. Our commitment has always been to deliver a seamless supply to our fabrication customers, combining industry-leading brands with our renowned service. We are delighted that Express recognise that commitment and we wish them every success as we continue in our partnership together.” □

www.windowware.co.uk

Mila’s new product development programme for 2020 includes a new range of universal friction hinges.

Part of Mila’s Hero hardware essentials range, these are non-handed for quick and easy installation in both left and right-handed applications.

Paul Pearson, Mila’s product design and quality director, says: “One of the most common complaints we hear is that there is too much potential wastage associated with friction hinges. Too many left and right-handed versions get broken in the factory when operators fit the wrong one by mistake and that ends up costing fabricators money.

“Our universal solution puts an end to all that, eliminating any wastage and also saving time because operators don’t need to check every time that they are fitting the right one.”

Pearson says that the new friction hinges come at a competitive price point but with no compromise on design or quality. □



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