

VBH Hits 96.8% Delivery Performance Mark

Hardware specialist VBH has released an update on its position regarding its ability to supply in the face of issues surrounding freight and port delays, shortages of raw materials and over-capacity production lines.

VBH has told The Installer it has achieved an OTIF (On Time in Full) outbound fulfilment average of 96.8% over the second quarter of this year.

VBH has drastically increased stock levels of its own greenteQ products and those from third party partners too. This investment in stock is paying dividends for VBH customers as airfreights are kept to a bare minimum and OTIF has not dropped below 95% for many months.

As well as building up stocks, the purchasing analysts at VBH, led by purchasing manager Karl Thompson (pictured), are in constant dialogue with the greenteQ factory production planners to ensure a steady and controlled flow of hardware and furniture to VBH (GB).

Thompson said: "This year has definitely had its obstacles when it comes to the supply chain. However, by increasing our local stock holding and working closely with all our factories and suppliers, we've been able to minimise any disruption to VBH customers.

"Our approach to stock and stock control has enabled the sales team to take on many new customers during the past year,



whilst not compromising the availability of products for them and our existing customers.

"We have now set our sights on achieving and exceeding the 97% OTIF target for the rest of the year." **f**

Tuffx Invests In More Machinery As Demand Grows

Following continuing growth in demand for its toughened safety glass products, TuffX has purchased another new Bovone SLE machine.

This is the third purchase of such a machine in as many years. It has been installed in the company's recently expanded Merseyside factory.

"We're continuing to see ongoing customer demand for both our toughened laminated and single toughened glass products," said TuffX's MD Graham Price. "The addition of another Bovone SLE machine for us is just the latest in a series of improvements we've made and continue to make in order to expand our output and production speed to meet customer demand for safe, high-performing glass, along with the quality finish, tight lead



times and high standards of service that our customers know to expect from us."

The Bovone machines, used to finish edges on popular processed glass products such as balcony screens and

balustrade glass at varying thicknesses, can produce flat and aris profiles at a speed of four metres-per-minute, processing glass at greater volumes whilst retaining a quality finish. **f**

Master Blaster – Kenrick Joins Largest Lock Assoc



Hardware supplier Kenrick has joined the Master Locksmiths Association (MLA), the UK's largest and longest-established locksmith trade association.

The West Bromwich based firm's TS007 3-star high security cylinder has now been tested and approved by the MLA to combat lock snapping.

Steve Williams, Kenrick's sales and marketing director, says:

"As part of the MLA we will help stamp out lock snapping. With more than 70% of burglars gaining access to a property through a door in a matter of seconds, the choice of hardware for that door is essential. We need to reduce the incidences of these types of crime and offer far greater peace of mind for the homeowner.

"Our new 3-star cylinder eliminates any possibility of tampering with the cylinder, making

homes much less vulnerable to attack."

Tested to meet the latest security standards of the British Standard Kitemark (TS007 3*), the Kenrick 3-star euro lock cylinder has been designed for those who want a top of the range door locking solution at a reasonable price, whilst also helping to prevent lock snapping.

The Secured by Design approved cylinder features multiple high security pins to provide maximum security and excellent resistance against the other known cylinder attack methods, including picking, drilling, bumping, pulling and screwing.

Williams adds: "What makes our cylinder special though is that it meets the standards of TS007 on both sides of the cylinder, which means that fabricators only need to stock one cylinder for both open in and open out doors. It's also compatible with an A1 key blank, so homeowners can easily buy extra affordably priced keys from the high street if they need to. It is a reliable and versatile solution with no compromises." 

Yale Locks Smith Into New Role

Yale Door and Window Solutions has strengthened its team with the appointment of Dale Smith as sales manager.

Smith joins the business with a wealth of knowledge and experience gained within the industry. Based in the Midlands, his new role will see him handle the strategic and day-to-day responsibilities for managing a number of Yale's accounts. Smith will also be working closely with the

company's distribution partners, supporting them on Yale's range of door and window hardware.

Smith said on his appointment: "I'm looking forward to being an active part of the future of the Yale business. I will deliver the best possible service I can for my customers and help support their needs every step of the way." 

