

# New Factory in 60 Days



**Veka has helped Modplan to get up and running with a completely new, fully functioning factory, supplying a new system, in less than 60 days. The fabricator has established a new business partnership with home improvement specialists Leekes, and agreed to supply the company with Veka Group's Halo System 10 products from a purpose-built facility.**

Veka Business Development Manager (West) Ian Smith explains: "Leekes chose Modplan to be the main supplier of all windows, selected doors and conservatories, after researching companies up and down the UK.

"The Modplan team have been supplying the full range of Veka products to the trade for more than 22 years. Now, the fabricator

has added Halo to its portfolio to meet Leekes' requirements and we were there to offer advice and technical support throughout the planning and tooling processes and beyond. The factory includes a host of features designed to ensure absolute efficiency, including barcode scanning to track products from manufacture to delivery.

"The Veka marketing team were then able to support Modplan and Leekes' marketing requirements with a full range of product imagery, brochures and maintenance guides. [i vekauk.com](http://vekauk.com)

## The new and versatile Makita DMR202 Job Site Speaker with Bluetooth delivers offers an extensive range of playback options.

This must-have job site speaker is also equipped with Bluetooth Class 2 to wirelessly connect to your mobile device for playing music with a range of up to 10 metres. There is never a fear of losing signal or running your device battery down as the DMR202 can charge your device and play at the same time, offering convenience, versatility and greater safety.

Other features of the DMR202 speaker includes AUX-IN jack; LED indicators to show power supply, maximum volume, and Bluetooth pairing / connectivity; a IP64 protection rating against dust and light rain fall, and a flat-top, anti-slip surface for the portable device. Within the speaker's compact proportions of 211mm x 199mm x 206mm, there is an integral compartment to store your portable device so it can also be charged whilst stored within the speaker for ultimate protection and security. Elastomer bumpers and comfortable carrying handle complete this body only model allowing you to use the existing batteries for your range of high performance Makita power tools. [i makitauk.com](http://makitauk.com)



## Deceuninck's sales continue to surge and are 15% up year-to-date according to the company. May's sales were the highest ever recorded, a staggering 22% up on May 2017.

MD Rob McGlennon says the company's sustained growth is down to Deceuninck's lead on colour and #BestInClass products, like the award-winning Heritage Flush Sash. Deceuninck has near-perfect delivery scores too, with 99% OTIF (On Time In Full) recorded for both April and May, a remarkable achievement given Deceuninck's extensive colour from stock range.

McGlennon says: "Colour is a profitable and fast-growing sector, so we offer 26 colourways from stock with matching cills, trims and ancillaries. We also have a further 24 colourways available on short lead times, bringing the total colourways to 50. To help customers capitalise on colour even more we're planning to supply 30 colourways from stock, and we're also working on cutting lead times on the remaining colourways.

"Product is only half the story - our customers know they can rely on Deceuninck to deliver on time and in full, every time. Our delivery record is 99% OTIF for the second month in a row - even more remarkable given the number of in-stock colours across our full product range, including all cills, trims and ancillaries." [i deceuninck.co.uk](http://deceuninck.co.uk)

# 'Smart' Roof Windows

**VELUX ACTIVE with NETATMO is the first smart roof window system that connects with Apple HomeKit, allowing homeowners to manage indoor climate control at home or remotely across all Apple devices, including iPhone, iPad, Apple Watch, Apple TV and HomePod. The system can be controlled using Siri, Apple's voice-controlled intelligent assistant, or with the touch of a button on the Apple Home app.**

Smart indoor sensors monitor the temperature, humidity and CO<sub>2</sub> concentration inside the home and activate a gateway to open or close the roof windows to improve the climate indoors. The smart home device is pre-programmed so that roof windows automatically open to let fresh air into your home when needed. The device also prevents homes from overheating by proactively closing shutters and awning blinds.

Kent Holm, SVP, global product management, the Velux Group says: "Smart homes continue to be an important consumer trend and are expected to be mainstream within the next four years. By digitalising the operation of roof windows to automatically improve your indoor climate, we're adding a health and wellbeing dimension to the intelligent home and pushing innovation in this area to the next level."

Through the integration with Apple HomeKit, Velux roof windows, blinds and shutters become part of the growing smart home product family that's improving health, comfort and convenience in homes. [i velux.co.uk](https://www.velux.co.uk)



**Teal Products has announced they will be exhibiting at The FIT Show 2019, aiming to highlight to visitors the benefits of the growing window control market.**

Designed for use in both residential and commercial applications, the Teal Products range allows installers to automate the operation of both windows and rooflights, and even create a smoke ventilation system.

Director Sam Yiend explains: "With the increasing demand for our window control systems from installers looking to increase the value of their projects and diversify in a competitive market, the timing is perfect to head to the NEC and showcase our range to visitors. We also want to use the platform to answer those trepidations that some installers have which ultimately stop them from taking advantage of both this buoyant market and the consumer-led movement towards 'Smart Homes'."

The MicroEvo is fully compatible with Teal's range of electric control systems that can open and close manually via a switch or remote, or automatically based on a timer, thermostat, rain sensor, wind sensor or even a CO<sub>2</sub> sensor – allowing installers to offer both an intelligent automation package to consumers and an effective smoke ventilation system for commercial properties and high-rise residential buildings. [i tealproducts.com](https://www.tealproducts.com)



Directors Sam (left) and Ben Yiend (right)



**Morley Glass & Glazing will now enjoy the support of five additional vehicles, supplied by JDS Trucks of Leeds, to help it deliver on its promise of 10-day delivery for orders received before 11am on Fridays. This brings Morley's total fleet up to 26 vehicles that will each tot up over 100,000 miles annually as they travel the length and breadth of the UK.**

Morley's sales and aftersales services have also received a boost as the business has bolstered its sales with the appointment of Jess Owens as Aftersales Administrator and Estimator. Jess brings with her a wealth of glass knowledge from her previous role at Oaklands Glass and will work as part of the Morley sales team to provide quotes in an industry-leading 60 minutes or less.

MD Ian Short comments: "We've worked extremely hard to guarantee our customers receive the best service at every step of their journey with us. From initial sales support right through to delivery and aftersales, I'm confident that Morley customers will receive a service that is second to none." [i morleyglass.co.uk](https://www.morleyglass.co.uk)