



**December 2023 saw the 40th anniversary of North-East based Made For Trade, manufacturer of the Korniche brand of aluminium roof lanterns, flat rooflights and bi-folding doors. *The Fabricator* special correspondent Ed Humphries reports**



**Bradley Gaunt (left) and Richard Gaunt (right)**

Originally established as Aanco in Sheffield by Richard Gaunt in 1979, the company was officially incorporated on 13 December 1983. It was a business that began as a supplier and installer of windows and conservatories to the retail market. It carried on in this sector throughout the 1980s and 1990s before moving back to Gaunt's native North-East.

### Move from retail

As the business grew it took on a new factory and opened a show village and very quickly moved from retail to trade supply. The plan was to focus on new and innovative products.

In the early 2000s, Richard Gaunt's son Bradley joined the team, bringing with him experience in lean manufacturing. That gave the company newfound efficiencies and new precision engineering standards.

The Made for Trade name was established in 2005.

### Aluminium and engineering in tandem

The Korniche brand was launched in 2016 with an engineering-led focus. The first Korniche product to market was the aluminium roof lantern. Its big selling point was ease of installation together with graphic instructions meaning less time spent on site for installers.

The second product, designed by the engineering team headed up by Bradley's brother, Ashley Gaunt, and launched under the Korniche brand, was a bi-folding door. It appeared for the first time at the 2019 FIT Show.

### Even bigger premises

A new 120,000sq ft three-factory site in Wynyard

brought most of the core functions of Made for Trade under one roof. From initial quotation to final delivery – something which would soon include glass on the same drop – Made for Trade now served the entire UK market.

### Quality standards

The next three years saw extensive growth as the family team geared up to meet exceptional demand whilst a new site in Hartlepool underwent redevelopment ready for the next stage of expansion. Of key importance during this time was gaining ISO 9001 accreditation for quality standards.

### Flat glass rooflight

The Korniche flat glass was unveiled in MFT's 40th anniversary year as the third product under the brand name. Launched at the ideal time to capitalise on market demand, the system is now available to order with deliveries started in January.

### Long service awards

Made For Trade hosts regular trade days and in-house celebrations to honour its dedicated staff, many of whom have been with the company since its inception.

Most recently there have been awards for staff who have attained from five to over thirty-five years' of consecutive service with Aanco and Made for Trade.

### Famous five

A group of five employees collectively boast 140 years of service with the company. Amy Pout, Richie Bezance, Brenda Webster, Frank Donaghy and Kevin Southall are the famous five, whose dedication has made a significant impact on Made for Trade. Pout has devoted 21 years to the company, while Bezance has reached the 20-years milestone. Donaghy has been with the firm for 35 years, followed closely by Webster's 33 years of service. Southall is celebrating 37 years with Made for Trade.

In recognition of their service, Made for Trade's founder, Richard Gaunt, and his son, now managing director, Bradley Gaunt, hosted an event to honour these long-standing staff members. Each employee was presented with awards and certificates, acknowledging their commitment and outstanding contributions to the company.

As this business continues to grow and prosper, it remains committed to recognising and celebrating the contributions of its staff members. □

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