

Supportive culture

Sales coordinator Carlia Corras has received a 20-year long service award in recognition of her commitment and longstanding contribution to hardware distributor Carl F Groupco.

Corras joined Carl F Groupco in February 2004 since when she has been an integral part of the sales office. Throughout her tenure, she has acquired widespread recognition from customers across various business regions. She currently works alongside Paul Dunn, regional sales manager supporting the growing fabrication network throughout the North East of England.

Owen Coop, CEO at Carl F Groupco, says: “Long service recognition is an opportunity for us to thank colleagues for their dedication, loyalty and hard work. Carlia’s extensive experience, knowledge and exceptional customer service skills are an asset to the business. Her dedication and contribution are a testament to the strong team ethos we have at Carl F Groupco, where long-serving employees like Carlia add significant value to our customers day in and day out.”

Corras’ commitment to excellence is further reflected in Carl F Groupco’s workforce, where over half of the team members have been with the company for over ten years. This dedication underscores the company’s focus on fostering a supportive and collaborative culture, where employees thrive and excel.

Corras says: “I am incredibly grateful for the opportunities and support I have received during my time at Carl F Groupco. The strong team focus, and supportive



Carlia Corras

culture have made my journey immensely rewarding, and I look forward to continuing to support our customers.” □

www.carlfgroupco.co.uk

Your brand, your price

Premier Arches has updated its online pricing and ordering platform to allow customers to add their own logo and selling price to quotations.

Through this platform, fabricators, installers and trade counters are able to price and order complex arched and angled frames in a range of profile systems.

They are also able to save their quotes and view their orders through a portal on the Premier Arches’ website, taking full control of their ordering process.

The latest update allows them to personalise their quotes by adding in their own logo, selling price, colour scheme and quote footers, helping them deliver a more professional final document to their retail or trade customers.

Managing director Sean Greenall says: “Quoting for arched and angled frames can often be complex, but our online pricing and ordering platform helps customers simplify this process by showing all the technical information needed, including an image of the frame.

“This is a fantastic tool for fabricators, installers and trade counters; not only are they able to get instant quotes for angles and arches, but they can now also provide their



customers with instant quotes for the same products, branded as themselves, and with their unique selling prices.

“At Premier Arches, we are dedicated to making our customers’ lives easier, and this latest update to our online platform is a perfect example. From instant quotes and personalised branding to complete order management, we’re streamlining the process every step of the way. It’s all about empowering our customers to succeed, and that’s something we’re truly passionate about.” □

www.premierarches.co.uk

Expanding potential

Alunet Systems has announced its strategic partnership with doors and windows specialists, Malplas uPVC. This collaboration marks a significant milestone in Alunet's growth strategy, as Malplas uPVC becomes a key partner in Northern Ireland.

The partnership began in January 2024 when Ryan Mallon, the operations manager for Malplas, discovered Alunet Systems on LinkedIn. Mallon says that he recognised the potential for collaboration, particularly in expanding Malplas uPVC's product line to include aluminium systems.

With a shared commitment to excellence, Malplas uPVC brings a dedication to delivering quality products with minimal lead times. As a family-owned business, it prioritises nurturing strong relationships with its customers. This ethos aligns with Alunet's values, making Malplas an ideal partner for further expansion into the Northern Irish market.

Mallon says: "Malplas is always looking to expand its product offering and tap into new markets to provide a competitive service. I was initially impressed by what I had seen on LinkedIn, but after speaking with Alunet and hearing about its future aims and its competitive lead and delivery times, I knew a partnership would be the next step. The training and the support we've received from the Alunet team can't be faulted. It was in early February that we were officially set up with the new products, and already orders are flooding in, which is really reassuring to know that our customers trust us to provide the best service."

Stellar, from PatioMaster

PatioMaster South East has signed a three year supply agreement to manufacture the Stellar aluminium inline sliding door and bifold door from Epwin Window Systems.

Simon Spiers, director of PatioMaster South East, says: "We have manufactured the PatioMaster PVC-U door system for 22 years. As the market for high-end products continues to grow, by adding Stellar to our range, we can give our customers the very best in door products across both PVC-U and aluminium."

Paul Hinds, national sales manager at Epwin Window Systems, says: "We are delighted that PatioMaster South East, with its longstanding track record of success with PatioMaster, is expanding its reach and diversifying into aluminium. By choosing Stellar Aluminium it benefits from all the award-winning features the system has to offer – and the ease of working with one systems company across both its PVC-U and aluminium ranges."

PatioMaster South East began manufacturing the Stellar aluminium slimline bifold door and inline sliding door in February. Spiers says: "The design of the PatioMaster door makes it the best PVC-U inline sliding



Mike Moulds, key account and product development director of Alunet Systems, says: "The loyal customer base Malplas uPVC has built speaks for itself. The team have earned their strong reputation through providing thorough, personalised customer care that ensures efficient lead times and quality. At Alunet, we share a lot of these same values, so it's really exciting to partner with Malplas uPVC to provide the market in Northern Ireland with a dependable service and high-quality products." □

www.alunetsystems.co.uk



door in the industry. The same applies to Stellar in the aluminium space. We are impressed by Stellar's flush aesthetics and slim sightlines and we know our customers will be too. The fact that the products are as quick and easy to install as their PVC-U counterparts is also a huge selling point." □

www.epwinwindowssystems.co.uk

CPD meeting on fire

The Association for Specialist Fire Protection (ASFP) is hosting a CPD seminar at the Aviva Centre in Stoke Gifford, Bristol on Tuesday 12th March 2024. Bringing together a range of expert ASFP and guest speakers, the event will explore best practice in passive fire protection (PFP) design and installation.

Starting with registration at 9.15am, attendees will be welcomed to the event by ASFP managing director Mike Ward at 10am. The ASFP's technical and regulatory affairs officer Niall Rowan will then kick off the morning session with an introduction to PFP, providing an overview of key concepts, materials, and regulations.

The remainder of the session will focus on best practice in design. Mark Wilson of the Health and Safety Executive will discuss the requirements of planning gateway one and examine the need for early consideration of fire safety design. Will Pitt of Laing O'Rourke and Amritha Achuthan of Laing O'Rourke will then each discuss PFP design and specification challenges from the Tier 1 contractors' view. A Q&A session will round off the morning.

Following a break for lunch and an opportunity to network with their officers, members and exhibitors, delegates will be welcomed to the afternoon session by ASFP technical officer Stuart Southall. Ben Oram of architects Buckley Gray Yeoman, will discuss PFP for designers, exploring the industry's challenges and needs, while Graeme Whitty of Willmott Dixon will explain how



good co-ordination is key to successful project delivery. Michael Hicks of Onetrace will then offer some insights into the PFP industry from a software provider.

To conclude the presentations, the ASFP's head of technical Dr Andrew Taylor will provide a full overview of the regulatory changes affecting the installation of PFP. A Q&A panel session will bring the event to a close at 2.45pm.

www.asfp.org.uk

Modular roof boost

South West trade fabricator Spectra Conservatory Roofs has added the complete Leka Systems range to its portfolio.

Managing director of Spectra Conservatory Roofs, Darren Goddard, says: "The Leka warm roof and the Leka orangery roof perfectly align with our wider conservatory roof offer giving our customers a competitive advantage. And the Leka Xi modular system gives us an opportunity to grow our value proposition and secure new opportunities."

Since introducing Leka, the range is proving a strong addition to Spectra's portfolio. Goddard says: "We are seeing a very strong sales closure rate for Leka products with 90% of quoted business successfully secured."

To introduce the Leka range, Spectra took 18 of its customers to Leka's show site and training centre at the National Self Build and Renovation Centre (NSBRC) in Swindon. Goddard says: "The day was very successful, and we secured sales of several additional roofs while we were there."

"As expected, the Leka Xi is opening up new opportunities for the business. As spring approaches, we've seen a clear rise in demand, with more consumers



looking to extend their properties or invest in a freestanding garden room.

"The lightweight properties of the Leka warm roof and the Leka orangery roof make them excellent upselling options in the replacement market, while the quick-fitting properties of the Leka Xi are very appealing to consumers."

www.lekasystems.co.uk