

SO, LET'S TALK FRAMES

Sep 2021



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What's inside?



Rewarded with gold



It's been great to see so many dedicated athletes picking up medals in Tokyo, but dedication is found in all walks of life, including window and door fabrication. At Lancs Trade, we've been working towards another accreditation. Covering all aspects of performance, it's been a real team effort, but we made it. We've achieved the coveted GOLD CMS mark for our Kömmerling system windows and doors.

Awarded by CENSolutions, the GOLD CMS Mark covers all the relevant British Standards, PAS24 and Approved Document Q. Its rigorous auditing satisfies Secured by Design and NHBC standards. In short, it's an award all our customers can trust.

We're delighted by the award, but we're not resting on our laurels. We've got the taste for gold and are working towards certification of our composite and double doors. With our dedication, we'll do it.

Mark Rowland
Managing Director

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fenestrationawards.co.uk/nfa21

Welcome to Lancashire Trade Frames

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PRICE INCREASE GLASS

EFFECTIVE
26TH JULY 2021

ICYMI

Since the beginning of this year, our company have absorbed continued increases in the cost of raw materials, supplementary goods and services, to our operation from our supply base.

From the 26th July 2021 we issued a £4 per m2 increase on all glass products. This wasn't a decision we took lightly, however it was absolutely necessary to take the action and meet the demands and needs of our business.

We would like to take this opportunity to thank you for your continued business and support in these challenging times and if there is anything else we can do to assist you then please do not hesitate to contact us.

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We've struck gold, but we'll share it!



There's always a degree of nervousness before an audit. You're never quite sure what a fresh pair of eyes will turn up, but we're riding high after the independent body CENSolutions completed their inspection and awarded us several accreditations important for the construction industry.

Mark Rowland, our Managing Director is delighted with the outcome of the audit but he's the kind of person who's always looking for those marginal gains. He's right when he says that the inspection wasn't a one-off but part of a process. High standards in fenestration require this kind of critical approach and a willingness to explore better ways of doing things. While the results will be very reassuring for our customers, the detailed inspection has also given us insights into where we can do more, and that's great news because constantly seeking improvement is how we grow.

Our auditors were CENSolutions, a long-established, respected business with multiple capabilities. Their British Fenestration Rating Council approved simulators for Window Energy Ratings have confirmed that our Kömmerling products achieve Band A performance and Spectus products can reach either Band A or B as required. But while this confirmation is welcome, it's the receipt of the Gold CMS Mark for our Kömmerling system windows that we're thrilled by. We have struck gold.

The Gold CMS Mark is the highest level that CENSolutions awards. The certification shows compliance with BS EN 14351-1: (CE marking), BS 6375-1:2015 (weather testing), BS 7412 (PVC-U windows and doorsets), BS 8529 (composite

doorsets), PAS 24:2016: (Enhanced Security) and Approved Document Q. The Gold CMS Mark also demands bi-annual auditing required by key specifiers, including the NHBC and Secured by Design. It's good news for us, but it's very good news for those we supply. We're not keeping the gold to ourselves. Gold standard windows are available to all.

The audit from our side was a team effort, and Mark has congratulated everyone involved. But as expected, he went on to remind us that there's no room for complacency in this business and fired us up to ensure the imminent gold-level certification of our composite and double doors goes ahead.

Fenestration is a mature industry where high standards and professionalism are expected, and that's fine with us. It's satisfying to produce high-quality windows and doors, but we recognise that independent verification of our standards is important for those we supply. That's why regular auditing is a process we're happy to embrace. Of course, we were extra happy when, after a thorough audit, the inspectors, CENSolutions, trusted us with their highest award.



For more information about the **Gold CMS Mark** or to talk to the **Lancashire Trade Frames** team, call **0161 762 5800**.

NEW

CUSTOMER INSTALLATIONS



Before



After



Please send all your pictures to joanna@lancstrade.co.uk and we'll give you a shout out on social media!

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8 weeks turnaround time

Lead Times on Composite Doors

As the majority of you are aware we have been experiencing issues and lengthy delays with composite doors for some time. This is predominantly due to demand, supply and production capacity. In addition, particular slab styles, decorative door glass and cassettes have been out of stock with new stock ordered but awaiting shipment from overseas.

Our suppliers are doing their best to improve this situation but the current backlog of orders is affecting how quickly this can be achieved.

In order to fulfil all current orders and to deliver them to us as swiftly as possible, there will be a minimum of 8 weeks lead time on all new orders placed.

We're one of many thousands of businesses working to minimise disruption while acknowledging that some delays are inevitable. We can't fix everything, but we are doing what we can. And when a long-awaited shipment arrives, allowing us to complete an order and get it shipped, we'll value it, because we'll know the effort that has gone into getting it to us.

We would like to take this opportunity to thank you for your continued business and support in these challenging times and if there is anything else we can do to assist you then please do not hesitate to contact us.

The Lancashire Trade Frames Team



**PVC-U
Profiles**



**Aluminium
profiles**



**Composite
Doors**



Glass



Hardware

Quality guaranteed.

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WE WOULD LOVE YOUR VOTE

NFA
NATIONAL FENESTRATION AWARDS
AWARDS 2021
in association with windowBASE

Please take 5 minutes to vote for Lancashire Trade Frames. We're asking because the National Fenestration Awards are the ones where it's up to the industry to decide. It's very easy to vote.

www.fenestrationawards.co.uk/nfa21



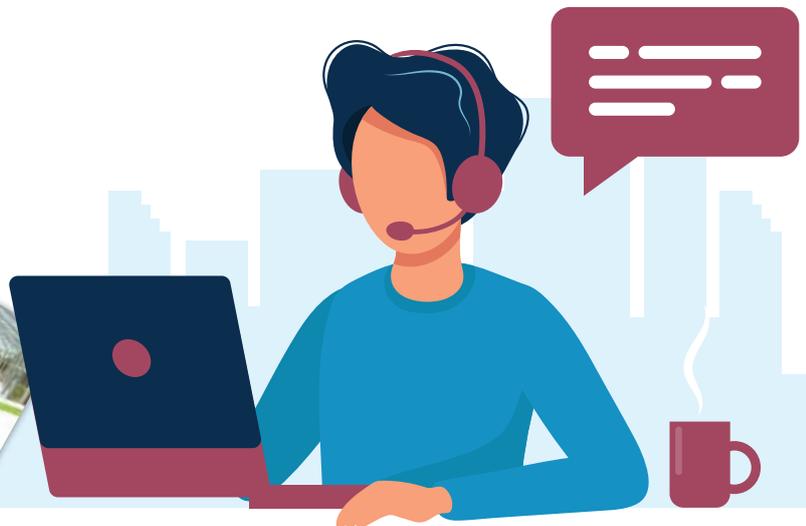
Marketing Support Making connections, making sales

Advertising is everywhere. In print, online, on screen, slipped in to the magazine you're reading as a thinly-disguised feature. It's banners and hoardings, sponsorship, social media and leaflet drops, A-frames and showrooms, shopfronts and T-shirts, golf brollies and Biro's. It's in brochures, phone calls, letters and testimonials, in logos and on exhibition stands. Sometimes it's so discreet that it's barely visibly, but it's everywhere.

Here's the question – what works and what doesn't? What gives a good result for a small investment? What reaches your customers, and what misses by a mile? What's rapid and effective? What needs sustained effort

and a long-term view? What's new? What's old hat? What's worth a try?

We have a range of product literature that can be tailored to your needs, samples and colour swatches, and a dedicated marketing consultant available to give advice, guidance and support. If it's an action plan you need, or some creative new thinking, we'll be able to point you in the right direction.



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Choosing to work tirelessly to deliver customer satisfaction

Lancashire Trade Frames has never stood still!

We have always had a clear vision of our future and a strategy. The last eighteen months, with a pandemic disrupting almost every aspect of life, could have thrown us off track. It hasn't, and that's because our people have been amazing, resilient, resourceful and determined.

We have introduced new ranges and new systems, invested in new machinery and trained more people. We have supported our customer base with an effective installer network and gained prestigious accreditations.

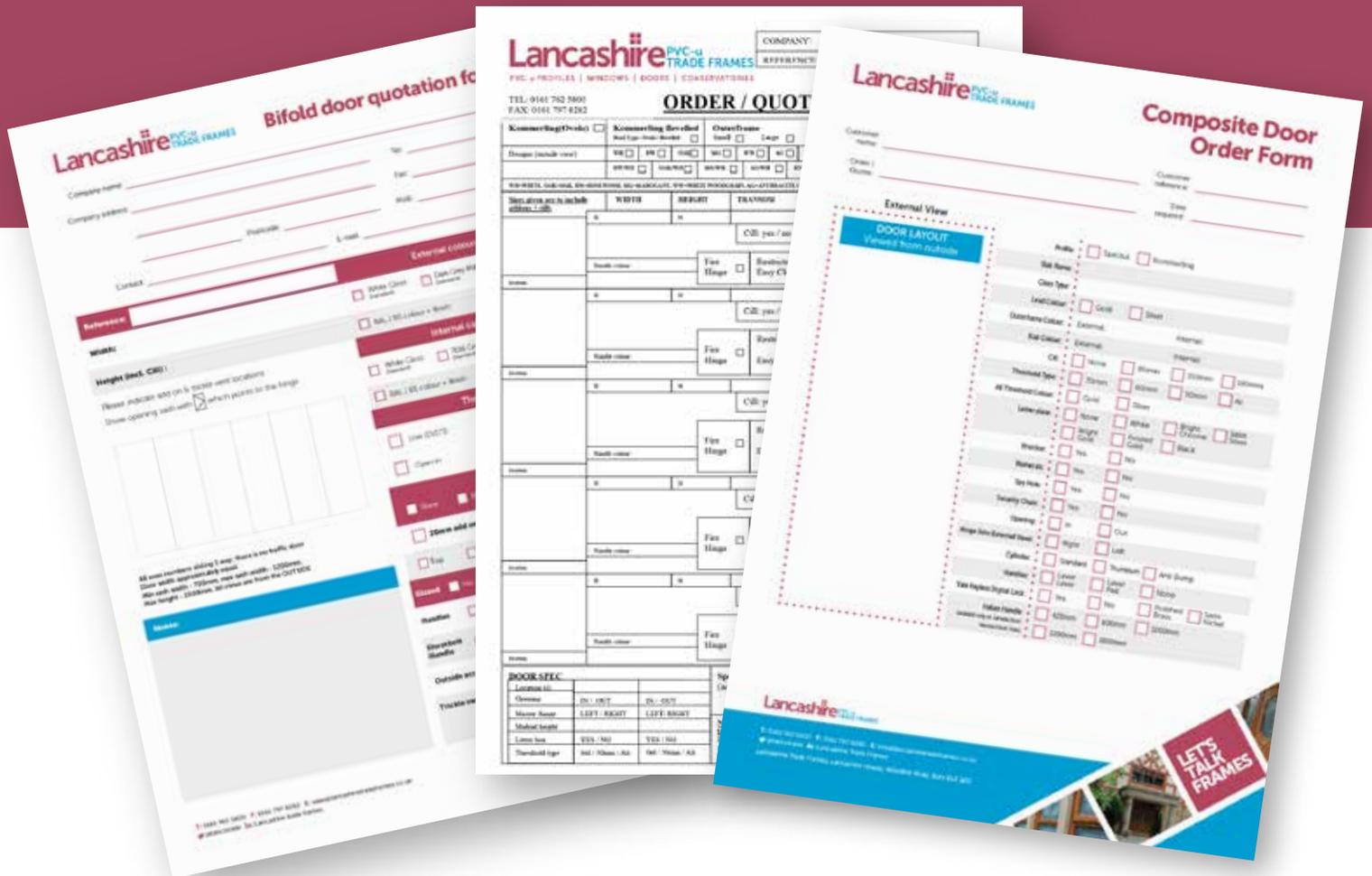
Despite all the activity, productivity and growth, we've remained loyal to our stakeholders, our community and our principles.



Thank you to all our wonderful customers



NEED A QUOTE?



Visit our website

www.lancashirepvcutradeframes.co.uk/order-forms

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