

FIRE DOOR SALES GROW

The sad truth is that fire is one of the biggest dangers we face: statistics show that in 2010 there were 39,000 accidental fires in UK dwellings. When they meet the correct standards, fire doors can help to minimise the danger to property and life.

Nan Ya's FD30 and FD60 fire doors, when fitted correctly, will resist fire for a period of 30 or 60 minutes, in accordance with British Standard BS 476-22 or BS EN 1634-1. They also have the same commitment to aesthetics as the standard doors, so their high quality visual appearance is not compromised by the safety aspects.

Their high quality construction includes:

- Stiles and rails of hardwood lamels, finger jointed together

with mixed species, which are bonded to the skin.

- Phenolic foam, constructed of fire retardant phenolic resin and flame retardant foaming and curing agents at a density of 0.075 g/cm³.
- 2mm thick thermoset GRP (Glass Reinforced Polyester) compression moulded door skins.
- On the FD60, a layer of additional protection is applied to the inside of both the inner and outer skins which are locked together to further enhance performance.

We are pleased to report that the qualities of our fire doors are reflected in strong and growing sales – year on year sales were up 25% last year.

TO FIND OUT MORE ABOUT
WHAT OUR FIRE DOORS HAVE
TO OFFER, CALL US ON:

0845 2000 816



Follow us on
Twitter!

Our Twitter account has moved. For all you tweeters out there we can now be found @distinctionDrs. Please follow us for up-to-the-minute news on what's happening at Distinction Doors.

Distinction doors

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New 70mm door available soon

One of the highlights of our stand at June's FIT Show was our new 70mm door, which is in its pilot phase at the moment and is due to be launched later this year. The door attracted a great deal of interest, not least because it can be over-rebated meaning it can be a direct replacement for the PVCu equivalent. It also offers superb thermal efficiency, with a typical 37% improvement over a wooden door.



WELCOME

I hope you've had an enjoyable summer and are looking forward to the Autumn sales rush.

We've had a busy summer here at Distinction Doors, so we have plenty to tell you in this edition. We celebrate sales growth, give you a sneak preview of our brand new product, show you round our new paint plant and look at two new tools that will support your sales efforts.

Finally, the Distinction Doors team is growing, meet our new Chief Executive Officer, Andrew Fowlds.

With best wishes,

Chantel

Chantel Roach, Marketing Manager



The home of the insulated composite door

ISSUE 2
AUTUMN 2014 NEWSLETTER

OPENING THE DISTINCTION DOOR TO INDIA



Word about the quality of our offering is spreading worldwide!

This photo shows one of our lorries being loaded up ready for delivery to our first client in India. We are delighted that our reputation for quality and service is spreading!

NEW CEO APPOINTED



DREW WRIGHT (LEFT) AND ANDREW FOWLDS (RIGHT)

Andrew Fowlds joined Distinction Doors last month as its Chief Executive Officer. Speaking of the appointment, Drew Wright, Distinction's founder said, "I am delighted to welcome Andrew to Distinction Doors. He brings with him a wealth of experience that will be invaluable."

Andrew joined Distinction Doors from the Li & Fung Group, the world's largest sourcing company. He spent 11 years at the company and during his time there led three different companies within the Group to a

position of significant growth.

A Chartered Director and MBA graduate, Andrew has also spent 15 years working in China and four years managing a company in Germany and he brings with him considerable logistics and distribution experience.

Andrew's role will be to lead Distinction's strategy and day-to-day executive management and he will be supported in his role by Drew Wright, who will be taking on the newly created role of Chairman.

NEW PAINT PLANT opening soon

We are delighted to announce that our new 198m² paint plant will be opening soon. The plant has been carefully designed to offer state of the art facilities with a wealth of benefits for our customers. The facility will also help us to enhance our green credentials because it includes a heat recovery system that uses the waste heat generated by the compressors to create a thermostatically controlled environment in the paint booth, preparation area and offices above.

The facility will help us to improve quality and lead times. Our service offering can also be extended, because we will be able to work with you to develop bespoke colours for your portfolio. Crucially, it will also mean that the colour warranty on our doors will come from us, your door and cassette provider, rather than a third party.

We have invested £185,000 in the new plant and it is part of our programme of continual investment that ensures we meet and exceed your expectations and maintain our position as the market leader in composite doors.



GROWTH IN GLASS SALES

We are delighted to report that sales of our decorative glass units are up on last year.

We offer 12 ranges that cover traditional, modern and contemporary styles, all coloured to complement the colours within our composite door range.



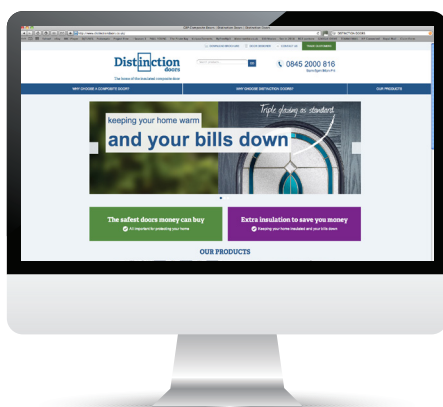
Here are six reasons why our glass is proving so popular:

- 11 out of the 12 ranges are triple glazed and supplied as standard with toughened safety glass inner and outer panes tested and certified to EN12150.
- All decorative units are manufactured to EN1279 and are CE marked and offer a 10 year warranty against premature breakdown.
- The combination of Distinction's door blank, unique snap fit glazing cassette system and decorative insulated glass units exceed current building regulations.
- A laminated glass option provides the ability to meet the requirements of Secured By Design without compromising the cosmetic appearance.
- A Low E option is also available for those who want an even more advanced thermal performance from their door set.
- We have invested over £750,000 in the range and hold over 25,000 variants in stock.

NEW WEBSITE NOW LIVE

We recently re-launched our new improved website, www.distinctiondoors.co.uk. If you've visited the site you will know the prime aim is to attract homeowner leads for Distinction Doors' installers. There is also a section dedicated to the trade that focuses on what we have to offer and has a wealth of tools designed for you. The new site has a complete product catalogue, as well as an innovative Door Designer application that allows homeowners to create their very own front door.

The site focuses on the Distinction Doors offering and explains what makes the Distinction door so different from others on the market today. Customer feedback has been excellent and the multi-functional site is packed with marketing and technical information to help customers in their business.



The Distinction DIFFERENCE

Distinction Doors was the first company to introduce the composite door blank to the UK market and today, with over 2 million units sold, we are the UK market leader in composite doors. Our standing in the market is thanks to the pedigree of our Nan Ya blank.

Quite simply, it's the market leader for a reason.

STUNNING LOW MAINTENANCE AESTHETICS



The timber grain effect is based on oak graining, giving it a beautifully authentic appearance. The blank is available in a wide range of colours and styles so homeowners can personalise their choice. What's more, the high impact resistant GRP skin ensures protection against everyday knocks and scratches; combined with low maintenance requirements, the door can be relied on to keep its pristine looks.

BEAUTIFUL TRIPLE GLAZING CASSETTES

The matching grained glazing cassette has slim and shallow sightlines to maximise light transmission and complements the elegant depression mouldings on the fielded panel areas to improve kerb appeal. Twelve triple glazed decorative glazing ranges allow for beautiful personalisation.

IMPRESSIVE PERFORMANCE BENEFITS

Thanks to the Nan Ya blank's CFC-free environmentally friendly PU foam core technology, our door is the most thermally efficient on the market – tests prove it is 19% more thermally efficient than its rival 48mm solid timber core composite door.

UNPARALLED SECURITY

The Nan Ya blank has met the rigours of the UK national security standard time and time again and video evidence proves that it can withstand even an attack from a police-issue battering ram.

EXCEPTIONAL WEATHERPROOFING

The blank has water resistant polymer composite stiles and rails around the perimeter, protecting the core. This means that, unlike other composite products, no timber is exposed, so it will not suffer from water absorption that eventually leads to skin delamination and functional issues.



REASSURING WARRANTIES

Nan Ya's confidence in the quality of its blank is reflected in the structural and surface manufacturer warranties that it provides. As one of the largest plastics companies in the world, this gives peace of mind to homeowners that they are choosing a quality product.

If you would like to introduce the Distinction Difference to your customers, ask for copies of our guide to Distinction Doors and the Distinction Difference by calling us on 0845 2000 816.

