



vista

the newsletter from The Climatec Group

Now in our 26th Year of successfully supplying quality windows, doors and conservatories

Winter 2019



HAPPY CHRISTMAS FROM THE TEAMS AT CLIMATEC AND ALU-TEC

As we reach the end of 2019 we can reflect on what has definitely been a year of uncertainty.

The year began slowly and never really got going, which is not surprising given the level of indecision within Government. We now have a clearer direction of where we are heading following the recent general election result and at least plans can now be made for the months and year ahead. So as we head into 2020 we are looking forward with guarded optimism, we can now plan for the future with greater confidence than 12 months ago.

As always we would like to thank you, our valued customers, for supporting us again this Year. We never take your custom for granted, even though we do have our challenges from time to time!

From the Directors, and all our staff, we pass on our very best wishes for a peaceful, restful Christmas and look forward to working with you all again in the New Year.

CHRISTMAS SHUTDOWN

The Climatec Group (Climatec Windows and Alu-tec UK) will shutdown for the Christmas period on Friday 20th December 2019 and will re-open again at 8.30am on Thursday 2nd January 2020.



 **Climatec**
Group

Manufacturers and suppliers for the window industry

Specialising in UPVC and Aluminium products for the retail and commercial markets

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Windows & Doors

www.climatec-windows.co.uk
Tel: 01702 613733

 **Alu-tec**
Windows & Doors

www.alu-tec.co.uk
Tel: 01702 899440



COMING SOON

NEW FOR REHAU RIO



We are pleased to announce two exciting additions to the increasingly popular Rehaus Rio Flush Sash product range.

Early 2020 will see the launch of a new deep bottom rail profile. Our uPVC production team at Climatec have already received profile samples for trialling.

As the first sample (left) shows, the deep bottom rail allows us to replicate the appearance of traditional timber windows, even more so when combined with one of our classic foil finishes.

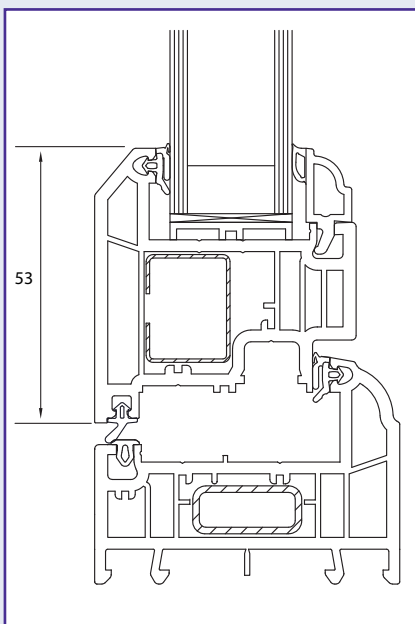
The Deep bottom rail profile will also double up as a Slimline open out Flush Door Sash; this new addition will be also be launched early 2020.

Climatec are aiming to be the first Rehaus fabricator to market with this enhanced product line, and we look forward to working with our customers in starting the New Year off on a positive note with increased sales volumes.

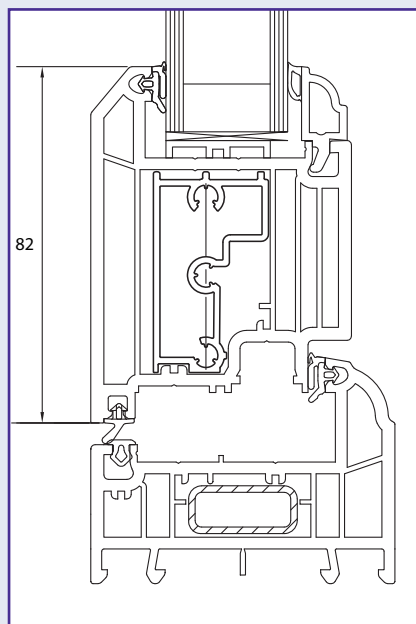
John Banks, Product Managers says *“With the continued increase in timber alternative flush sash products, it is essential for us to keep on top of our game, making sure our trade accounts have that all important edge when*

it comes to closing a sale. With 3 jointing methods, 12 colours available in 23 variants as standard and now a truly authentic deep bottom rail, there is no reason why the Rehaus Rio window will not meet your customer requirements and assist you in increased sales.”

REHAU will proceed with their marketing launch of the Deep Bottom Rail for Rio early in the New Year, and once Climatec’s trials have been approved, we will subsequently advise you of this new product introduction.



Rehaus Rio



Rehaus Rio with DBR



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LIGHTS, CAMERA, ACTION FOR CLIMATEC CUSTOMER TIM WHIPPS

Longstanding Climatec customer Tim Whipps was recently chosen by Rehau, to showcase his first Rehau Rio installation for a case study video, to be used in social media and featured on their YouTube channel.

Tim's Rio installation first caught REHAU's eye following our own Social Media activity on Twitter and Facebook. They were so impressed with the images we portrayed of the Pearl Grey flush fit windows, they contacted us to discuss doing a case study and promo video with Tim and his customers.

Tim was more than happy to oblige, so one autumn day early in November, we travelled to the village of Oulton Street in Norfolk to join him and his customers' Mr & Mrs Farrell, for their filming debut.



The windows look superb in situ, perfectly suiting the homeowner's cottage. The pearl grey was a particular pull for Mr Farrell as his old white windows used to become particularly dirty at certain times of the year.

Tim's confidence and Mr & Mrs Farrell's delight with the look and quality of their new windows made for a great video, which is currently being circulated on REHAU's social media channels. You can also view the video on YouTube - just search for REHAU UK.

Tim is a great advocate for Climatec's windows and doors and has no objection with us having photography of his finished work.



Tim Whipps, pictured left with Climatec Area Sales Manager Steve Gunby



We look forward to working with Tim in 2020 to see what's next for the customers of Tim Whipps Windows.

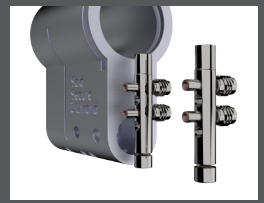


NEW - The Ultion WXM

The Ultion 3* cylinder has evolved! Now three times stronger than the original security cylinder, the Ultion WXM has been proven to operate after 300,000 test cycles, as opposed to the current 100,000 test cycles undertaken by other 3* locks.

The Ultion WXM's locking mechanism that engages once the cylinder has been attacked now includes two extra pins that lock into the firing pin once it is engaged. This gives it increased resistance to heavy and persistent attack and also makes it harder to drill through now the pins are even harder than before. Ultion have also modified the pin heights, positioning and engagement with the cam to ensure the key operation is smoother. Furthermore the keys are now 33% thicker keys to ensure they don't twist or snap in the locks.

Climatec will be offering this new Ultion WXM as our enhanced security option upgrade once our current stock of Ultion 3* cylinders have been depleted. Our Residence doors, period doors and enhanced security doors will have this new cylinder as standard.



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NEW WEB BROCHURE FOR ALU-TEC

It is with thanks to our aluminium customers and their installation photography, that we have now been able to produce an on-line lifestyle brochure.

Now available to download from the Alu-tec website's Info Centre, the brochure was designed to give homeowner's a better visualisation of installed aluminium windows and doors. Most people can envisage a bi-fold or sliding door on the back of their house, but it may not be as easy to imagine how a slim framed window or an aluminium bay may look on the front of their home.

This brochure is currently on-line only, with a view to adding more images to it as and when we have the opportunity. Please have a look by visiting <https://www.alu-tec.co.uk/information-centre/brochures-order-forms/>. And don't forget if you have an installation you would like your customers to see by showcasing in this brochure, just shout!



aluminium, grown up

Our collection of windows and doors have been reimagined, moving away from the steel designs of old. With new technologies and systems in place, our styles have been updated to not only properly fit, as well as incorporating current requirements such as thermal efficiency, high security and weather testing.



DISCONTINUED FOIL COLOURS



From 1st January 2020, the following colours will no longer be available from REHAU due to low demand: Silver Birch, Windsor, Natural Oak, Claret Red, Brilliant Blue.



SILVER BIRCH



WINDSOR



NATURAL OAK



CLARET RED



BRILLIANT BLUE

CHRISTMAS WISHES

Over the last few years Climatec have stepped away from sending out Christmas cards and have donated to a charity special to us. This year is no exception and we will once again be supporting The Children's Society's local Hidden Harm Team by donating our xmas card cash towards a Christmas event for children and young people whose home lives are affected by parental drug and/or alcohol problems. These children often become young carers, looking after their parents and siblings, with many exposed to risky behaviour.

Our donation will go towards providing food and entertainment for these children. The event is the nearest thing to a 'family' Christmas dinner, giving them a chance to have fun and taking them away from their responsibilities. We often hear from the children after the event about how special their day was, some never experiencing anything like a Christmas dinner before. So for us, a real pleasure to support.



Save the Children
CHRISTMAS JUMPER DAY

It was another successful Christmas Jumper Day for the group this year.

We all put on our festive attire for charity and with a turkey hat and flashing jumper we definitely showed off a fantastic selection of designs this year!

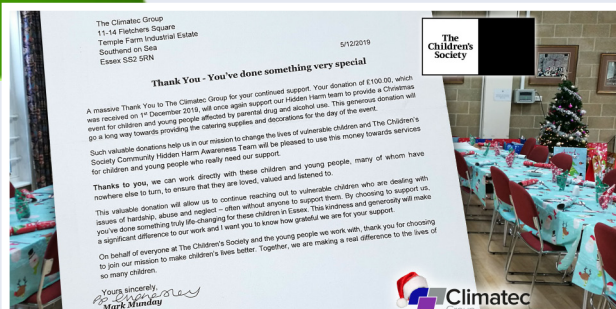


GOODBYE FROM THE VISTA TEAM FOR 2019... SEE YOU IN 2020!

2020 will soon be here, bringing along with it plenty of news and product introductions from The Climatec Group.

The Vista newsletter will be keeping you informed, as always, throughout the year, so keep an eye out for it to be delivered to your email mailbox, or if you miss it, there is always a copy for you to find on the home page of both our Climatec Windows and Alu-tec websites.

Thank you for your continued read, and please do not hesitate to contact the marketing team if you have any questions or feedback.



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