

Staff update

As many of you are aware Paula (our Operations Manager) had her baby at 25 weeks (3-months early). Both Paula and baby Jackson are doing well and seem to have been through the worst of it all, although both are still living at Waikato hospital.

Kane Parker, who many of you will know from when he was site measurer, has stepped back into the factory and is running production. With 15-years experience in the window industry, starting in manufacturing, moving into the supervising and then measuring he is the ideal person for this role. Kane's passion for getting it right is showing through already and he is doing an awesome job.

Pete Dudding has taken over site measuring domestic jobs and with 15-years experience with NZWindows has stepped straight into the role with no problems and provides a great approachable service on site.

NZWindows Mo-vember winners



After a month of mixed results in the manhood stakes NZWindows is pleased to have raised over \$750 for the Cancer Society.

Contacts....

Customer Services



Kylie: Ext 703
Manager
Production
Deliveries,
Enquiries



Crystal: Ext 704
Site Measures,
Maintenance

Production Manager



Kane: Ext 731 or
027 488 0075
If you are not happy with
the results you are getting
elsewhere

Architectural Site Supervisor



Justin: 027 473 1542
All site issues on
Architectural jobs.

Commercial Site Supervisor



Darryl: 027 436 2235
All site issues on
commercial jobs.

Sales Reps Domestic, Commercial, Balustrade



Graham Staite
027 473 1544



Peter Williams
027 473 1545



Paul Filipo
027 472 7313

Sales Support



Andrew: Ext 700
If you can't get hold of
your rep give Andrew
a call in the office



What a Year!!

Rod and Kevin would like to take this opportunity to say a heart felt thanks to all our customers that have shown huge support through what has been the toughest in NZWindows history. As the world gets faster and faster, and business demands increase, loyalty is an often overlooked part of business – we really appreciate the understanding that so many of you have shown during the year.

So we have finally made it, almost 12-months later than anticipated we have moved into our new premises at 9 Koromiko St. After operating out of 3 buildings for the last two years it is awesome to have the whole Tauranga business back under one roof. With the build and move behind us, we are now able to put all our energies into stream-lining service to our customers - this is our sole focus for the next 6-months. We have already noticed the improvement and we have many more innovative ideas to still implement.

The purpose of this newsletter is really to say thanks, we appreciate your support and to advise who to contact for what – refer back page. We hope you and your families have a great Christmas and enjoy the break.

Please note – we are closed from 21st Decem January 2008.

We are holding a grand opening of our new premises at 9 Koromiko Street on 21st February 2008, where NZ rally star **Emma Gilmour** will officially open the building. More on this later...



Merry Christmas from the team at NZWindows...





You are all invited to use our new state of the art showroom to help work through your clients window and door options. The show room includes products from all the product ranges we have available:

- **Vantage domestic windows and doors**
- **Metro Series – mid range windows and doors**
- **Architectural Series – for all those up market, high spec jobs**
- **Thermal Heart – thermally efficient windows and doors**
- **Smartwood – Aluminium on the outside / Timber on the inside**
- **Commercial – , flush glaze, structural glaze**
- **Profile Balustrade**

Our new showroom also features a range of hardware and glass options and an extensive front entry door display.

Although the finishing touches are still being made the show room is up and running and well worth a look.



NZBC Clause H1 update

As most of you are aware the change to H1 comes into place in our area in August 2008. For those of you who attended the presentations by Vantage this has an impact on the performance of windows.

There are three ways to demonstrate compliance with the new code:

1. The schedule method
2. The calculation method
3. The modeling method

From a window and door perspective for the majority of standard houses the schedule method has proven most common in the South Island and North Island central plateau (where the new standard has already come into effect). This basically means double glazed windows throughout the house. 90% of all glass for domestic houses within the South Island is now double glazed. This method of complying with the new code is quick, easy and fool proof.

Using methods 2 or 3 above may mean there is an opportunity to change some areas of the house to use single glazing only. This will involve increasing insulation requirements in other areas of the house or reducing the area of windows and doors within the house. These methods do require an element of expertise and each house will have to be carefully scrutinized to ensure compliance at design stage.

All we can really go on is what has happened in the areas where this code is already in place – and that is double glazed windows.

We are working on our systems, primarily focusing on more site glazing to cope with this.

New Product

We have made our first jobs in Thermal Heart – Vantage’s new range of thermally efficient products. These windows & doors have a thermal bridge that breaks the exterior aluminium surface from the interior aluminium surface – therefore the cold can not transfer from outside to inside. This has the added bonus of being able to have dual colour windows and doors – with the exterior and interior colours being different.

Comparing pricing to a standard double glazed vantage domestic house lot Thermal Heart is approximately 50% more expensive.

The enquiry rate for this product has been great and Vantage’s sales for the product so far exceed their expectations. If you require any additional information please contact your sales rep.



Guess who?

The first customer who rings through to Andrew (Ext 700) and correctly identifies this current long standing NZWindows employee wins a couple of bottles of wine.

