



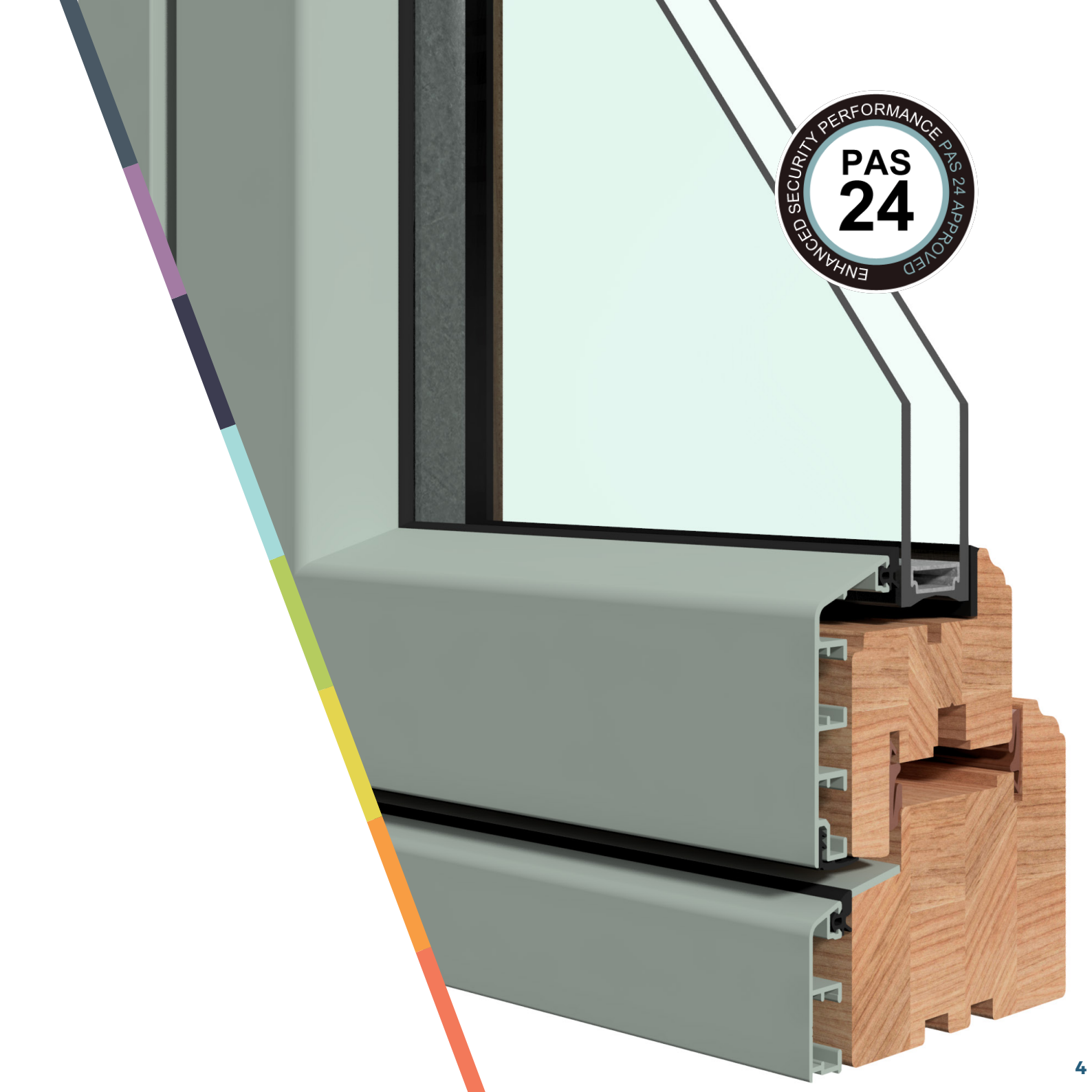
# The Joinery Network



# Everything a joinery company needs to make & sell superior timber windows & doors

The Joinery Network is a co-operative of leading industry suppliers, bringing you the expertise, practical support and certified products to grow your timber window and door business.





# Growing your window & door business?

The Joinery Network has everything you need to manufacture genuine Document Q certified windows and doors. We can offer you advice on how to keep production costs down or tell you the best way to increase your sales.

We also work with the major brands for hardware and ironmongery.

## What is The Joinery Network?

It's a co-operative of specialist companies bringing together a complete range of services for businesses who manufacture or install timber windows & doors.

## How does it work?

The Joinery Network links joinery companies directly with suppliers of hardware, tooling, certification, manufacturing software, asset finance, R&D tax credits and marketing. So you can deal with like-minded, practical experts who understand every aspect of making windows and doors.

## No tie-ins or hooks

You don't join The Joinery Network. It's simply an easier way to find and work with the expert suppliers you need to help your business thrive.

## On hand for your business

Take a look at the products and services available from The Joinery Network co-operative, all in this brochure. Call **033 33 44 98 95** or email **hello@thejoinernetwork.co.uk** for more information.



PAS 24:2016  
Certified



### **Leitz Tooling UK**

Tooling systems for timber  
[www.leitz-tooling.co.uk](http://www.leitz-tooling.co.uk)



### **BJ Waller**

Architectural Ironmongery  
[www.bjwaller.co.uk](http://www.bjwaller.co.uk)



### **DJH Group Ltd**

Stonebridge & Finesse Hardware  
[www.djhgroup.co.uk](http://www.djhgroup.co.uk)



### **Critica Ltd**

Lean/Sigma joinery manufacturing software  
[www.critica.co.uk](http://www.critica.co.uk)



### **OT Dare Joinery Consultants**

Manufacturing consultants  
[www.otdareconsultants.co.uk](http://www.otdareconsultants.co.uk)



### **Balls2 Marketing**

Specialist marketing agency for windows & doors  
[www.balls2marketing.co.uk](http://www.balls2marketing.co.uk)



### **Fiscale**

R&D Tax Credits  
[www.fiscalerdtaxcredits.co.uk](http://www.fiscalerdtaxcredits.co.uk)



### **Close Brothers**

Asset Finance  
[www.closebrothers.com](http://www.closebrothers.com)



Tooling



**Leitz Tooling UK Ltd is a wholly owned subsidiary of Leitz GmbH, Germany. Throughout the 142 year history of Leitz, the motivations have not changed.**

- Increase efficiency
- Reduce down time
- Save energy
- Decrease production costs
- Reduce noise
- Save material
- Increase process safety
- Increase quality
- Reduce set-up times
- Protect the environment

We made 70 sashes in two mornings,  
then straight to the paint shop. This  
would have normally taken a whole week.

**Towers and Keightley Ltd, Leics**

The tooling was delivered at 11am; we  
started production by 1pm - it was that easy.

**Sutcliffe Joinery, Leeds**

Many innovations have been developed by Leitz over the years which have helped realise these motivations. Hydro clamping, heat shrink clamping, cutting tool material development in carbide, diamond and coatings, electronic tool chips, to name a few. We even invented the first window tooling in a cutter head design back in 1921.

The Leitz Thermotech system allows our customers who manufacture or install wooden windows, to produce a high quality storm proof and flush casement window on traditional wood working and CNC machines.

The tools are designed to achieve short set-up times with user-friendly knife changes due to automatic knife adjustment, to give perfect repeatability after every knife change. Short set up times are possible due to all tools being designed with the same fence and spindle adjustments, meaning you only set-up once.

Machined surfaces to finish quality with minimum reject and rework - the polished face of our knives gives an extra sharp cutting edge and our innovative coating technologies give a longer performance and cutting quality. Precise balancing of tool bodies, coupled with our noise reducing design, reduces vibrations which allows for enhanced cut quality and surface finish.

### **Out of the box**

- BFRC rated
- Up to A+ energy rating
- U value of 1.4 and better
- Weather tested
- Tools safety tested to BS EN847-1-2-3

### **The system gives the flexibility to offer different window options:**

- Double & triple glazed
- Joint options – open & closed
- Profile change – ovolo, lambs bevel
- Alu clad
- Internal / external glaze

**Find out more about Leitz**

**Call: 01279 454530**

**Email: [salesUK@leitz.org](mailto:salesUK@leitz.org)**

Hardware



## **BJ WALLER**

### **ARCHITECTURAL IRONMONGERS**

**We've been looking after joinery manufacturers since 1982.**

Our expert team take the time to find out what your needs are, then use their knowledge to source the best products and solutions that add real value to your business.

Over the years we've built strong partnerships with the leading hardware and architectural ironmongery manufacturers to bring customers the latest components and developments to improve their finished products.

**Find out more about BJ Waller**

**Call: 01353 647111**

**Email: [sales@bjwaller.co.uk](mailto:sales@bjwaller.co.uk)**



## Large stocks and better service

We keep thousands of product lines in stock, available for next day delivery.

Because we're architectural ironmongers, we can offer a specification and scheduling service to help you manage larger projects and keep within budget. Nothing is too much trouble and we're more than happy to go the extra mile to make sure we're delivering the best possible service every time.



Winkhaus high security  
Secured by Design-approved  
multi-point door locking



Superior Deventer Weatherseals  
for timber windows & doors



Open, Close, Live



Frame the view with Imago  
slim-frame timber lift & slide  
doors



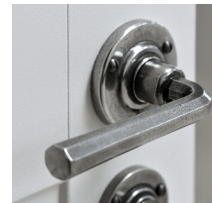
BJ Waller is the exclusive  
distributor of FIX espagnolettes  
for windows and doors



Kenrick patented high  
security claw locking with  
10-year guarantee



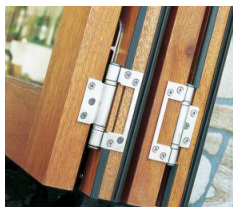
Preferred partner for  
Stonebridge Grade 5  
handforged hardware



We're a main stockist for Finesse  
Fine Pewter hardware



IPA Window System Fittings for  
high spec flush timber windows



Centor bi-folding door  
gearing and hardware for  
timber doors



Unique BUVA insulated  
thresholds are perfectly  
designed for timber doorsets



Alunova is the bespoke Aluclad  
system for your window and  
door suite



### Help with Document Q

We'll help you to meet  
Document Q Building  
Regulation requirements



Hardware  
Manufacture



**DJH has built a reputation for excellence in the design and manufacture of quality architectural ironmongery products for more than 30 years.**



## Stonebridge

The Stonebridge  
Armor-Coat® range of

handforged architectural ironmongery is a unique brand of hardware for the discerning home owner.

The Stonebridge style is a blend of traditional designs with a contemporary twist. Manufactured by highly skilled artisans with an essential eye for detail, the range of fine door and window hardware is both beautiful and hardwearing.

The Armor-Coat® Grade 5 weather protection certified finish is available in a choice of stunning Flat Black or contemporary Satin Steel.



Tested and exceeds a Grade 5  
Corrosion Resistance Standard  
BS EN 1670:2007 (480 hours)



5 year mechanical and  
finish guarantee



Our unique Grade 5 weather  
protection finishing process,  
Armor-Coat® provides an anti-  
chip surface with UV protection



Prolonged testing on acidic  
woods such as Accoya® and oak  
achieved excellent performance



## Finesse

The award-winning Finesse Fine Pewter Hardware range is in a class of its own.

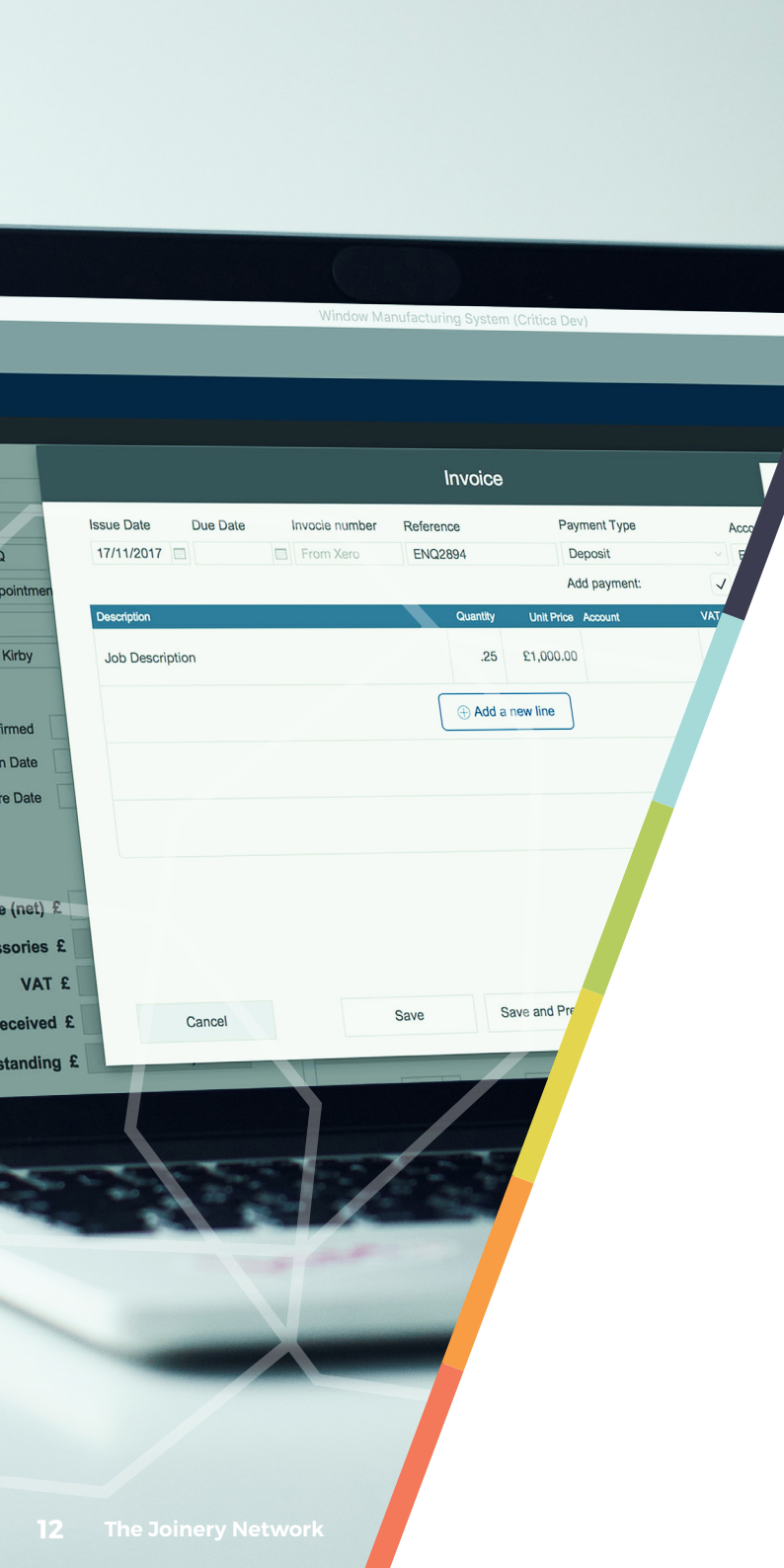
With a distinctive tactile feel, Finesse lead-free pewter hardware offers a beautiful and exclusive collection of handles, accessories and hinges for doors, windows, kitchens and home interiors. Finesse hardware is solid cast Pewter which does not corrode.



**Find out more about  
DJH Group**

**Call: 01207 500 050**

**Email: [sales@djhgroup.co.uk](mailto:sales@djhgroup.co.uk)**



Software



**Critica provides unique consultant-led solutions that identify business processes requiring optimisation and software solutions which result in increased profitability.**

We utilise proven Lean Six Sigma business practices that quantify areas of weakness within a business and provide dynamic solutions that maximise process efficiency.

Our solutions, based upon FileMaker technology, provide a platform that is perfectly suited to workplace innovation. We create custom solutions that are flexible and can be rapidly tested and deployed into any working environment.

Our success is well represented within the joinery industry, where our combined Lean Six Sigma experience and our FileMaker development solutions have been deployed to businesses that are now transformed in terms of streamlining and profitability.

The framework that Critica provides allows for an optimised set of automated processes that are continually evolving to match business needs. The power of Lean Six Sigma, combined with the FileMaker framework, is essential to leverage a competitive business advantage.

Our solution fully automates managing sales enquiries, salespeople visiting client prospects, measuring windows & doors, generating quotes, confirming orders, customer deposit invoicing, conducting detailed site surveys, producing manufacturing specifications, order confirmations, producing manufacturing instructions, scheduling fitting, order completion and final invoicing.

We rapidly transform a business into a streamlined set of automated processes, all the time providing the flexibility to make changes and refinements as business requirements change. This provides the ideal, long term framework to perfectly support any business.

Critica's Joinery Solution is available in a range of synergised modules and is provided as open source. This allows customers to purchase solutions at an affordable budget and add further modules as their company grows.

As open source, it means that as well as employing our services to configure the solution to each individual client's way of working, it's also possible to engage alternate FileMaker developers, or configure the system in-house.



**FileMaker**  
An Apple Subsidiary



**FileMaker**  
**BUSINESS ALLIANCE**

**Find out more about Critica**

**Call 07918 658 660**

**Email [skavangh@critica.co.uk](mailto:skavangh@critica.co.uk)**





Certification



# OTD timber

O T DARE JOINERY CONSULTANTS LTD

**Owen Dare is a joinery specialist with over 35 years of experience working in the industry and a passion for helping businesses to grow.**

Our services are comprehensive through all aspects of manufacture. We listen to customers to understand their requirements and set a plan to deliver these with a timeline that suits your business.

We are different from most consultants as we help you complete the process and do not just deliver reports and schedules to follow. We have been within manufacture and grown our knowledge first hand, doing the day to day operations that make a good, profitable company.

Talk to us today about how we can support your growth, improve your turnover, and put you on a solid track to success and profit. Our consultant will guide you through the process.

Large or small projects, we can deliver a solution that suits your budget and growth plan.

We are a long serving specialist within the joinery industry, from factory planning of large and small machine centres, to waste control and productivity improvements. We help set up CNC and window line machines with full tool solutions. As a technical director within a quality timber window & door business for more than 17 years, and with more than 35 years' experience with all aspects of joinery and the furniture business, OT Dare can offer a full design service of high performing timber windows and doors, with manufacturing details through all types of joinery work machinery using Autocad 2D software.

All products will be able to pass industry standards for weather performance under BS6375-1 & 2 as well as PAS24 security to Document Q.

## **Our services:**

- Factory planning & processes
- Meeting legislation
- Design services & drafting
- Project management
- Chain of custody certification
- Installation management
- Site surveying & report
- Staff training & method statements
- Material procurement advice
- Software support
- Witness reports
- Any other manufacturing services as required

**Find out more about OT Dare**

**Call: 07943 674 886**

**Email: [owen.dare@yahoo.com](mailto:owen.dare@yahoo.com)**

Marketing



**We've built our business on helping companies in the glazing and joinery industry grow.**

**Balls2 Marketing has the experience to help you achieve your goals.**

**Call us for a chat about how we can boost your marketing on 01332 559406 or email [hello@balls2marketing.co.uk](mailto:hello@balls2marketing.co.uk)**

## **Creating a marketing strategy that brings more business to you.**

With a focus on the glazing and construction industries, Balls2 Marketing creates strategies to deliver impressive sales and profit growth for clients.

We work with you to develop a marketing strategy that is cost-effective and delivers a clear return on investment. We then deliver your messages to the people you want to reach, building your brand and generating leads.

Covering strategy, PR, direct marketing, SEO, social media, design, videography, website & literature copy and much more, Balls2 Marketing brings together the collective talent, experience and dedication of a team of experts to create unforgettable campaigns.

### **Our Services:**

- **Marketing strategy**
- **PR**
- **Branding**
- **Email marketing**
- **Online marketing**
- **Social media**
- **SEO**
- **Graphic design**
- **Videography**



R&D Tax  
Credits



# Fiscale

**Fiscale Ltd is a specialist in Research and Development (R&D) Tax Credit.**

We help companies to claim valuable tax relief from HM Revenue and Customs (HMRC) on investment made in R&D. We do not offer standard accountancy services. Our focus is solely on R&D Tax Credit claims, which is one of the reasons we have a 100% success rate.



## What is R&D Tax Credit?

R&D Tax Credit was introduced in 2000 to encourage businesses to invest in developing 'new' or 'improved' products.

If you innovate and improve the way something works in your joinery business, and the outcome lacked 'certainty' in the beginning, you may qualify.

R&D Tax Credit works by reducing a company's tax bill by an amount equal to a percentage of its allowable R&D expenditure. The tax credit can be used to offset a tax bill, or taken as cash depending on whether your business is currently profitable.

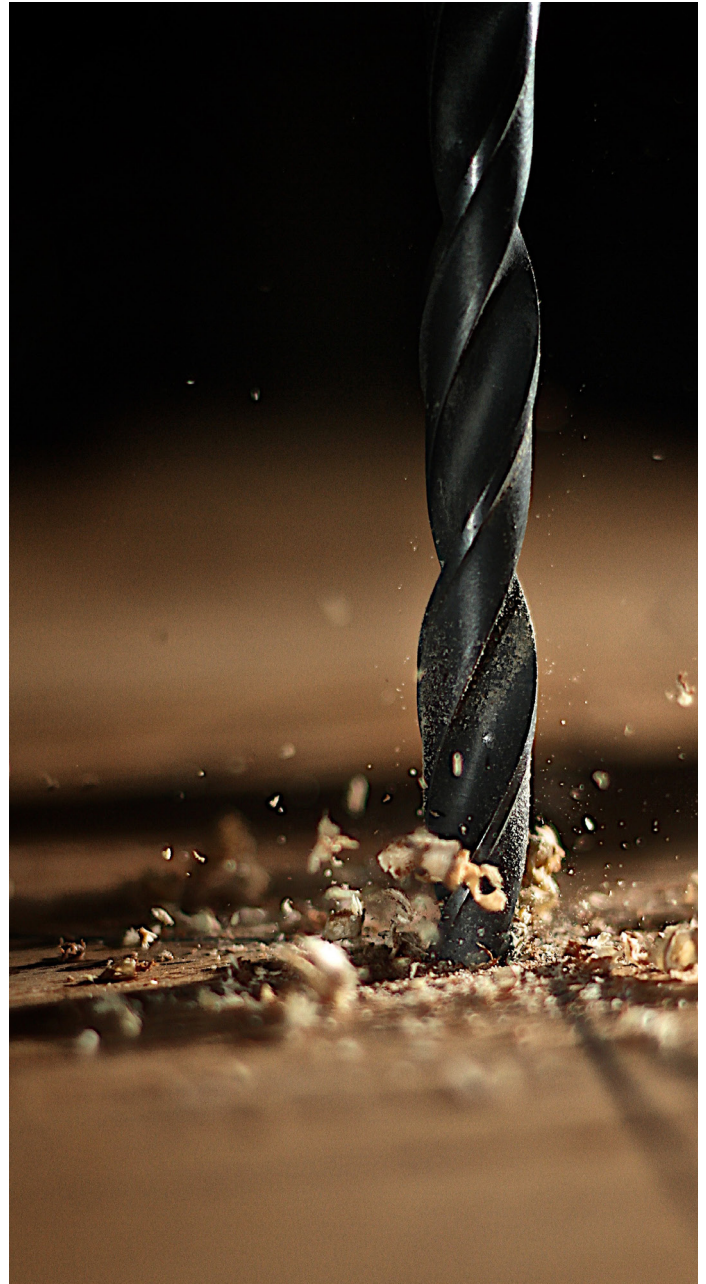
A claim can be submitted for the current tax year, plus two previous tax years. The financial benefit in the first instance can be significant, with an average first claim of £67,000. Claims can be made at any stage of the financial year.

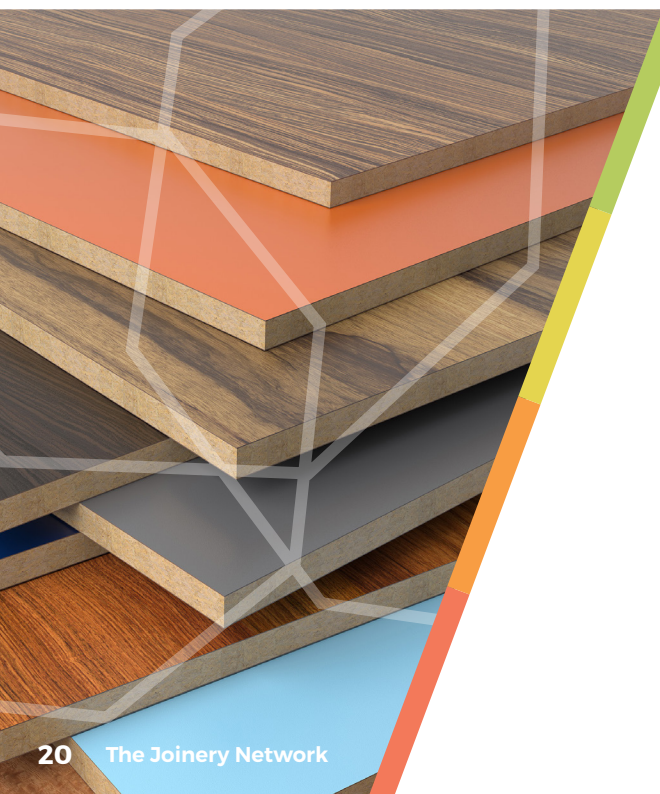
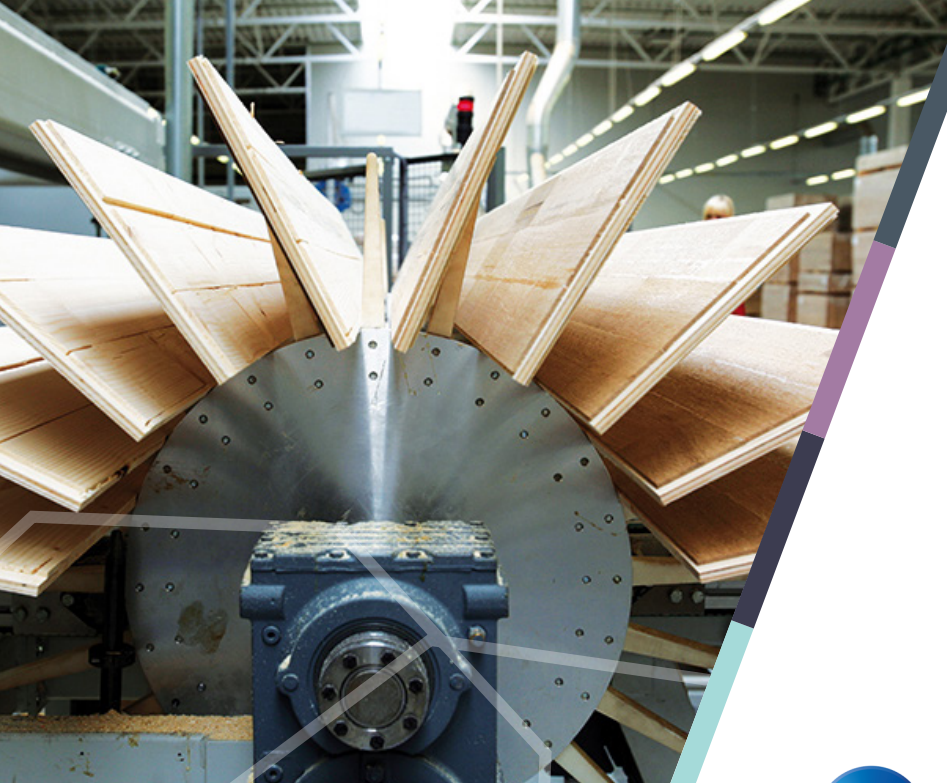
The relief is tax free and there are no limitations as to how it can be used.

**Find out more about Fiscale**

**Call: 01440 708 333**

**Email: [stephen.bunting@fiscale.com](mailto:stephen.bunting@fiscale.com)**





Asset  
Finance



**Close Brothers**  
Asset Finance

**Close Brothers Asset Finance is the largest, most successful and longest-established specialist asset finance funder in the UK with over 30 years' experience working with SMEs through all economic cycles.**

Our team of finance specialists have relevant woodworking and joinery industry experience themselves and work with businesses across the UK to provide funding for both new and used equipment.

## What is asset finance?

Asset finance is an alternative form of funding used by businesses to obtain the equipment they need to grow.

Common examples of asset finance products are:

- Hire Purchase (HP) allows the customer to buy the equipment on credit. The finance company purchases the asset on behalf of the customer and owns the asset until the final instalment is paid, at which point the customer is given the option to buy it.
- Refinancing (Capital Release): The finance company purchases the asset and finances it back to you. Repayments are calculated in line with the income stream that will be generated by the asset; at the end of the refinance term, you own the asset.
- Finance Lease: The full value of the equipment is repaid to the finance company, plus interest, over the lease period. At the end of the term, the company can enter a secondary

rental period, sell the asset and keep a portion of the income from the sale, or return it.

## Types of assets financed?

The beauty of asset finance is its flexibility – it can be used to fund any asset, including:

- Tooling
- CNC routers
- Sanders
- Moulders
- Saws
- Edgebanders
- Planers
- Jointers
- Mortisers
- Milling machines
- Drill press

There is very little that we won't consider financing.

**Find out more about  
Close Brothers**

**Contact John Buckle  
Call: 07703 471 426**

**Email: [jon.buckle@closebrothers.com](mailto:jon.buckle@closebrothers.com)**

**Contact Robin Timms  
Call: 07825 355 289**

**Email: [robin.timms@closebrothers.com](mailto:robin.timms@closebrothers.com)**

## What is asset finance?



**It is flexible**



**It gives a business options**



**It is predictable and stable**



**Release capital effectively**

[www.thejoinerynetwork.co.uk](http://www.thejoinerynetwork.co.uk)



## The Joinery Network

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