

NEWSTRAND

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January 2009



WELCOME to the winter edition of NEWSTRAND. By now most of you will have had enough of all the doom and gloom regarding the downturn in the economy.

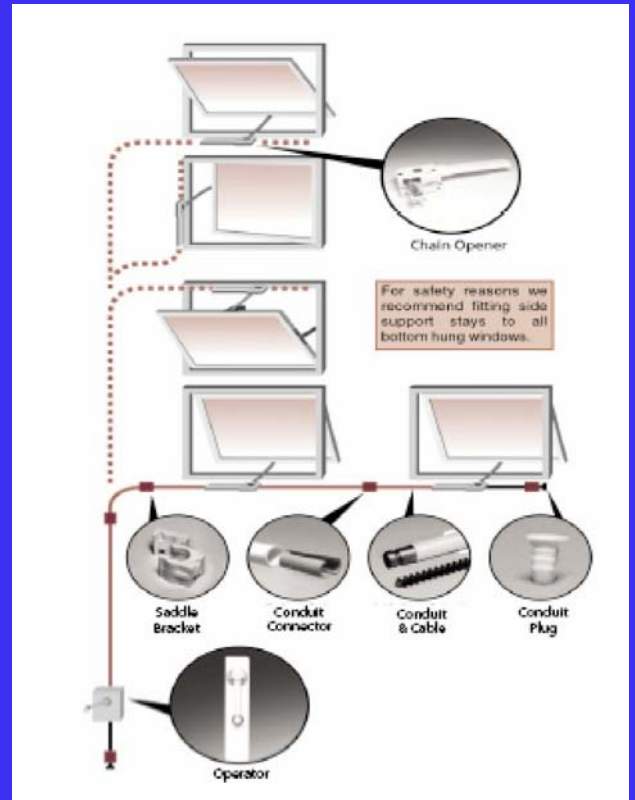
This has already hit our industry hard with a significant slowdown of the housing market and which has now started to affect certain areas of the commercial sector.

We must remain positive during these difficult times and look at new areas and opportunities where we can increase our business by offering customers products outside of the normal ironmongery package. How many times have you been involved with a project and not thought to ask about the ironmongery for the windows in particular if they are high level or difficult to reach because of a lack of product knowledge or what you think will have a relatively low order value? The chances are that most you would say every time, yet you shouldn't as this is very often a missed opportunity for you to increase your sales. All you have to do is complete the form inside the Highline brochure, send it to us and we will do the rest by providing you with a free specification and quotation service for our range of manual and electrically operated systems.

We can also offer smoke control systems but due to the variations of these we will require additional information from you before a specification can be prepared. For further information please do not hesitate to contact us by phone on 01922 639111 or email at: info@strandhardware.co.uk

Finally may I take this opportunity to wish you all Happy and Prosperous New Year.

Craig Fox
Sales Director



EMPLOYEE FEATURE

This year we have seen an increasing demand for our products - in particular the new Antipanic hardware and as a result we have taken on a new member of staff to ensure our already high levels of customer service are maintained.

Sandra has only been in the industry for a few months but brings with her a wealth of knowledge and experience that she has gained in previous roles and must be congratulated on successfully passing the NVQ level 2 for fork lift truck driving.



Name: Sandra Britnell
Job Title: Warehouse Operative
Likes: Cats, Reading
Dislikes: Shopping for clothes!

