

# The Gliderol Gazette

March 2005

## New Corporate Look...

Welcome to our second edition of the Gliderol Gazette and already we have a new look. We hope the new look is in keeping with our Corporate identity.

The feedback on the first edition has been very positive and I thank all those who have contributed in this edition.

The Company continues to go from strength to strength with the opening of a number of domestic and overseas branches.

With the expansion of our production facilities and increased product range it was only logical to strengthen our branch levels in order to facilitate future growth. I wish all the success to the new staff who have joined us during the recent expansion.

Export continues to develop in a number of countries. Our most recent expansion has occurred in Europe in partnership with Janus International,

where Gliderol Storage Systems will commence production of roller doors and storage modules designs in conjunction with Janus for the European self storage market.



Gliderol Executive Chairman 'Warwick Lumbers' with Janus President David Curtis at the signing of the JV in Atlanta

Our Executive Chairman – Mr Warwick Lumbers, recently flew to Janus headquarters in Atlanta USA to consummate the deal with their President – Mr Dave Curtis.

Warwick stated "...the Joint Venture enables Gliderol, one of the world's

leading roller door manufacturers to link its technology with Janus, the leading US self storage door and system manufacturer, and produce a product unique to the European markets...."

The operation will be based in Gliderol's European headquarters in Durham England and be operated by Janus and Gliderol staff.

The official release was made at the European Self Storage Conference in Barcelona Spain on 4 March 2005.

In summary, another exciting period in Gliderol's development. We are continuing to strengthen our position in both domestic and export markets, to ensure we minimise the effects of any slow-down in the domestic building market.

Thank you for your support

**Ben Lumbers**  
General Manager

## New Web Site to Open Door on Sales

It is with great pleasure that Gliderol announces the launch of our new web site [www.gliderol.com.au](http://www.gliderol.com.au). The new site, which replaces the existing web site, will cover in detail the full Gliderol product range incorporating our new products such as the Roll-a-matic GR11, Timbaglide sectional overhead door, Aluglide sectional overhead door and the Broadline commercial roller door.

Accompanying the newly displayed products will be an 'Interactive Design Centre' whereby the retail public will have the

ability to select designs to suit individual opening preferences. It is envisaged that the interactive design centre will provide a valuable tool to refer to for all sales departments and on-sellers Australia wide.

Also included in the site will be all the Gliderol brochures and installation manuals in PDF form enabling anyone anywhere to access this information. Included will be a 'Support Centre', which will be linked to the relevant technical departments in each branch. The Company is extremely excited at the announcement of this site, which will only serve to strengthen the Gliderol brand name worldwide.

In other news, Gliderol is pleased to announce the appointment of **Richard Gard** as the new Queensland State Sales Manager. Richard joins Gliderol with a wealth of experience within the building industry, together with an impressive track record for sustained success within closely related supply companies to the building sector. Outside of work Richard is keen to express his interests in triathalons and Aussie Rules football and rumour has it that he can still be seen chasing the leather around the oval in the masters (geriatrics) league.

**Alu-Glide<sup>®</sup>**  
Aluminium Sectional  
Overhead Garage Door

**Aluminium Framed Advantage** The Alu-Glide<sup>®</sup> aluminium framed overhead garage door provides the perfect alternative to composite material construction. Any of the finished exterior door range with Alu-Glide<sup>®</sup> sectional overhead door can be manufactured to suit individual preferences. Each door is meticulously manufactured using strong aluminium extrusions, which are bolted together into sections. Each section is then brought together to lock smoothly overhead in a steel track system. Aluminium framed doors are extremely strong, lightweight and corrosion resistant.

**Residential or Commercial** The Alu-Glide<sup>®</sup> is designed to cater for both residential and commercial applications. Special commercial specification may be available for transporting heavy loads through applications which require low surface.

**Convenience of the price of a bathon** Accompanied with an optional automatic city stop mechanism, Alu-Glide<sup>®</sup> door will not need to leave you for as your Alu-Glide<sup>®</sup> rises smoothly and effortlessly at the press of a button guaranteeing low safety and convenience. When buying a Gliderol product, you can rest easy knowing that it backed by an Australian company that has been at the forefront in the design and manufacture of garage doors and systems for over 25 years.

**Alu-Glide Garage Doors**  
A Division of Gliderol  
Gliderol Pty Ltd  
11 Astoria  
Melbourne, Victoria  
3048  
Tel: 03 9479 1111  
Fax: 03 9479 1112  
Email: [enquiries@gliderol.com.au](mailto:enquiries@gliderol.com.au)  
Website: [www.gliderol.com.au](http://www.gliderol.com.au)

The Company welcomes Richard to the Gliderol Group and wishes him every success in his new role.

**Nick Storen**  
National Sales & Marketing Manager



## Front Foyer

In our last edition we mentioned the new and much overdue upgrading to the front reception foyer of the building at head office.

As with all good things – the final touches took longer than expected to be completed.

Gone are the dated and dark features of the original area to be replaced with a very smart and truly corporate image.

A series of floor to ceiling glass panels form the main area separating it from the passage way. This is complemented by a

polished timber floor white ceiling and walls and architecturally designed reception desk in the Gliderol blue.

A large world map on one section of the glass wall highlights the many overseas countries and locations of Gliderol operations and distributions throughout the world.

Finally after many months of effort we have a corporate look to our head office of which we can all be proud especially when introducing new clients to Gliderol.



## Reign the Power!

The Power supporters are currently having the time of their lives at the moment after their emphatic victory in the 2004 Grand Final.

Unfortunately the butt of their joy is mainly the Crow supporters as with the majority of the Power supporters living in South Australia there is no other AFL team to take the heat.

However, the "Power" fully deserves their reign as champion AFL team for 2004 and with head office in South Australia evenly split with "Crow" and "Power" supporters the 2005 season is being looked forward to in earnest with the "Power" favourites to take the flag again.

The "Crows" in the meantime are continuously giving the two-finger salute, which does not represent two pies with sauce but two premierships.

BRING IT ON!

## New Broadline Door

Gliderol is proud to announce the release of its Broadline Commercial Roller Door. This door offers superior strength through an increased panel thickness to 0.5mm BMT and a highly developed profile with increased sectional strength.

All Broadline doors have 100mm wide guides offering greater coverage and affording additional strength.

Broadline doors may either be supplied with the popular industrial Glidermatic operators or factory fitted with the required adaptor plate to suit the Grifco motorisation kits.

For additional strength in areas subject to high wind - Broadline doors may be fitted with windlocks.

The Broadline profile was originally developed during a successful licensee agreement between Gliderol and the Overhead Door Corporation of America. Thousands of these doors were manufactured in the US and today remain a popular style of rolling door.

## A True Garage Door Man

It is with deep regret we advise of the passing of Maurice Minervini. Maurice, as he was known to all was truly a 'garage door man' after spending the last 30 years of his life in the industry in South Australia.

Maurie joined Gliderol SA after the company purchased the Renlita business in South Australia and remained with the company until his recent retirement three years ago.

Maurie held various positions in the company, Renlita Manager, State Sales Manager and Sales Director and his knowledge of garage doors especially tilt doors was unsurpassed and his loyalty to the company unquestioned.

We offer our condolences to his wife, Isobella and to his family.

## Team Gliderol at the Tour Down Under

Each year Adelaide plays host to the popular 'Jacobs Creek Tour Down Under' cycling event. Professional teams from all over the world send their riders to compete in the grueling six-stage 728-km road race.

A popular part of the event is to invite recreational riders - both competitive and amateur alike to ride one of the stages.

This year our National Technical Manager and fanatical cyclist, Richard Mons, managed to enlist the support of Gliderol to transport himself and his riding team to the event in the Gliderol bus starting from Salisbury.

'Team Gliderol' as it is known worked together and completed the tough 150km stage through scenic Barossa Valley, (however not enough time was allocated to sample the local product) in five hours on a day when the temperature rose to a warm 40 degrees.

It is noted that the 'National Technical Manager' being a fanatical cyclist, is not supplied with a company car!



# Around the Traps

## NSW

### NEW BRANCHES FOR NSW

Gliderol Garage Doors have recently opened two new branches in the NSW market.

In October 2004 our new retail sales office, showroom and warehouse was opened in Auburn (a centrally located suburb of Sydney). This site is 850 M<sup>2</sup> of premium office and warehouse space, and will allow room for the future growth of this business.

The Auburn branch has been opened to give Gliderol a stronger retail presence in the NSW market and provides a base to market the full range of Gliderol residential and industrial door products.

Mr Dean Powell has been appointed as the Branch Sales Manager responsible for operating the branch and expanding Gliderol's presence in the Sydney market. Brand awareness to the retail market will also be a prime function of this branch.



During February 2005 we will also be opening our Wollongong branch located at Unanderra just south of Wollongong. This is also an exciting opportunity for Gliderol not only to better service our major builders in the southern region of NSW, but also to promote our full range of products to this growing market in the Wollongong and South Coast regions.

### BEN GOES DOWN THE AISLE

Benyamin Youkhana one of the sectional door store persons was finally married on the 3<sup>rd</sup> July 2004.

Welcome on board to two new members of the crew. Ian Webb joins the day shift crew on the assembly line and Khamvene Phommata joins the afternoon shift as a window assembler.

The sectional line (or Alcatraz, due to the high security fences, gates and lock outs or is it because once you're here you can't get out!) operates a 2 shift operation on a just in time basis (just make it and stick it on a truck).

## VIC

### NO MISTAKING WHO HAS ARRIVED IN YOUR DRIVE !

Our Victorian operation has just recently taken receipt of their new "totally Gliderolised" service van.

With its bright new company signage our Serviceman, Geoff Neate knows he can be seen coming from kilometres away.

"We have already had many comments from customers about how good the van looks and with these days of uncertain home security customers can easily see who has arrived at their home." Says State Manager Steve Dockrey.

"Our new van is fully equipped with all the latest equipment to ensure that we can satisfy all our customers door repair needs."

Gliderol Victoria services every suburb of Melbourne daily using both our own service van and long term authorized Contractors."

Geoff, who has been with Gliderol Garage Doors for over fourteen years states that people even comment about the van when he is stopped at traffic lights. Hey Geoff, are you sure they are not commenting about your driving?



## QLD

Richard Gard, our newly appointed State Sales Manager married his long time sweetheart, Kelly in August 2004. Richard has many years experience in the building industry in Queensland and we wish him well in his new position with our company.

We welcome also Jiri Virtanen our Service and Installation Co-ordinator and Michael Inmon who has joined our sales-team as a Sales Representative.

Steve Judd and his wife Jenny recently returned from New Zealand after proudly becoming Grandparents for the first time - CONGRATULATIONS!

The Brisbane Lions enjoyed a large slice of 'CROW PIE' during 2004, however there was a 'POWER SURGE', which found Brisbane with no lights and left in the dark.

## WA



### W.A. WHISPERS

A busy time of the year for Sales and Production with a fantastic effort by everyone to achieve a few short lead time projects for local, country and export orders to Singapore and Indonesia. The housing market in W.A. is still very buoyant and with our resources sector booming a large number of construction projects are being undertaken in the Goldfields and Pilbara regions of W.A. (generally nothing closer than 1000kms from Perth).

Perth has finally received the start of our winter rainfall which while slows home construction down slightly is certainly welcome to re-fill our Dams to hopefully acceptable levels as we have experienced water restrictions for as long as I can remember. Better still, Lake Argyle is 21 times greater in volume than Sydney Harbour, full of fresh water (and a large number of fresh water crocodiles) if it was pumped via a pipeline to Perth would fix all our problems for ever. Seems that we could build a pipeline from Perth to Kalgoorlie in the late 1880's to pump water to the Goldfields and a gas pipeline 200km's offshore at Dampier in the North-West down to Collie in the South-West but a simple pipeline from the Kimberley's is too hard!

Gliderol has always been a proud supporter of the Variety Club and this years West Australian "Bash" has just finished travelling through the Kimberley region. Starting in Derby then travelling along the infamous Gibb River Road ( the word road is used very loosely) where many of the Bash cars found that anything not welded on would fall off including differentials, gearboxes, tailshafts, axles, mirrors, doors and the odd motor to leave a trail of what looked like a single file wrecking yard over 300km's. We travelled thru some of the most spectacular scenery in Australia visiting remote outback stations and Gorges, thru the King Leopold Ranges to Kununurra, Lake Argyle, Halls Creek, Fitzroy Crossing and finishing in Broome 7 days later. Over \$1.2 Million dollars had been raised prior to the "Bash" to benefit West Australia's sick, disabled and disadvantaged children. The attached photo's show Car12 in Derby at the start of the Bash, then 50km's down the road and you can probably guess the rest, however a great time was had by all.

With the Footy season about to kick off from all of us in the West "Carn the Eagles."

## Fun Page

### Gliderol's New Phone Answering System:

"Thank you for calling Gliderol Garage Doors. To assist you in your call please select from the following options:

"If you wish to verbally abuse a staff member, press 1,

"If there is a blackout and your electric operator isn't working, press 2,

"If your remote control isn't working because the batteries are flat, press 3,

"If you want your door ordered, made, and delivered in half an hour, press 4,

"To speak to a staff member who hasn't worked here for two years, press 5,

"If you've attempted to install a door yourself and want it fixed for free, press 6,

"To complain about how expensive everything is these days, press 7,

"To tell the receptionist long, tedious anecdotes, or to repeat the same irrelevant details 4 times, press 8,

"If you need a service or a part for an opposition door, press 9,

"For all other requests, please press 0, and a staff member will be happy to help with your enquiry."

#### \*\*\*GLIDEROL HEALTH WARNING\*\*\*

Medical authorities warn that attempting to contact a Sales Rep after noon on a Friday is hazardous to your health, and may cause extreme levels of stress, high blood pressure, and heightened states of agitation.

## ANAGRAM

Make as many words as you can using the letters from the word :-

### GLIDEROL

Words must be a minimum of 3 letters. Letters can only be used once.

No Plurals.

We found 54. How many can you find? (There are at least 4 words containing 6 letters). Answer next issue.

### Opposition Activity?

Salesman: Thank you for the opportunity to quote you a Roller Door.

Customer: Can I have windows in my Roller Door?

Salesman: Of course you can.

Customer: Do they work well?

Salesman: Yes, but only for the first operation of the door. After that, we refer to them as air vents.

Customer: Can I put the door up myself?

Salesman: Yes but we prefer to install our doors onto garages.

Customer: Is there strong enough fixing in my garage?

Salesman: If not, we may have to bolt right through your head.

Customer: That sounds painful.

Can you tell me, How long my door will be?

Salesman: About 2.5 metres.

Customer: No, I mean what is the wait on my door?

Salesman: Sir, there is no weight on the door it is all on the brackets.

Customer: Thank you. That makes every thing so much clearer.

Salesman: No Sir. Thank you for calling Miracle Doors.

Remember our motto:

" If your garage door is delivered on time, and is the correct colour and size it must be a - Miracle!"

### Employee Profile

## PHIL BENNETT



#### Position:

ZIC of the Finance Department

#### Years of Service with Company:

1.5

#### Family:

Married 3 children (2 boys and a girl)

#### Favourite Food:

Fish & Chips

#### Favourite Drink:

Squash

#### Interests/Hobbies:

Football, Basketball, Woodwork and Gardening

#### Car:

2002 Commodore Berlina

#### Car I wish for:

BMW

#### Likes at work:

The variety and people

#### Dislikes at work:

The people who handball rather than kick the goal and being miss quoted.

#### Favorite Sportsman:

Brett Maher

#### Favorite Teams:

Adelaide Crows, Adelaide 36ers and Sturt Football Club (go the Double Blues)

#### Favorite Politician:

May as well ask for favourite lawyer - NONE

#### Person You Most Admire:

My Family

## CORPORATE CHALLENGE

The Corporate Challenge winner has now been decided and is awarded to Alan Spence Customer Service Manager - SA with winning entry... "Opening Doors Around the World". We extend our congratulations to Alan and take this opportunity to thank all those whom participated.



LADIES AND GENTLEMEN AS WE ARE READY FOR DEPARTURE, PASSENGERS ARE REMINDED TO TURN OFF ALL MOBILE PHONES AND PLEASE, FOR SAFETY REGULATIONS DO NOT AT ANYTIME PLAY WITH YOUR GARAGE DOOR REMOTE CONTROL HAND TRANSMITTER!