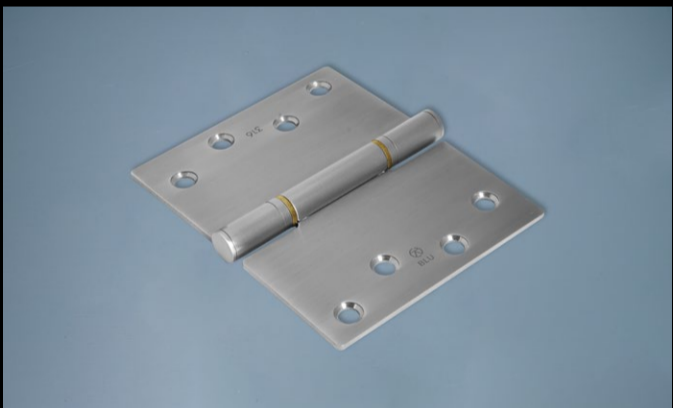


New product highlights, see page 6 for more detail.



# CONNECTED SOLUTIONS

Edition 7



Welcome. As our 'Sense of Purpose' states "We think beyond products and today's needs and create standard and bespoke hardware solutions for doors and windows, focussed on tomorrow's requirements." This latest newsletter certainly conveys some of the ways we're doing this with a view to helping you.

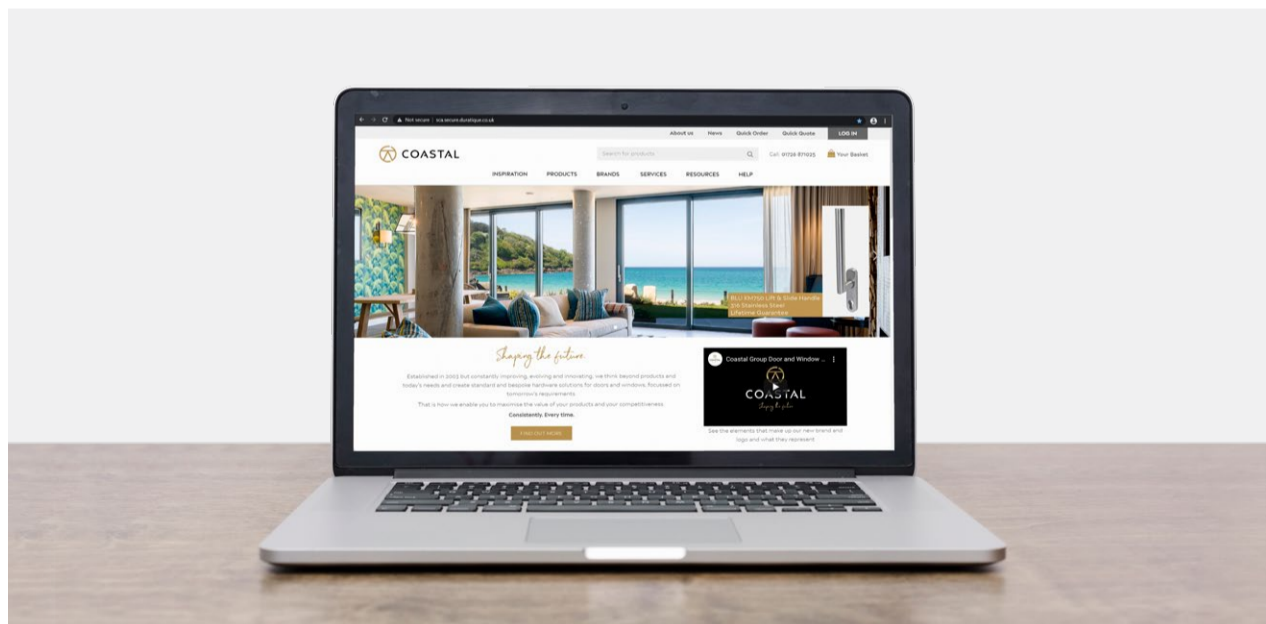
You can enhance the look and performance of your doors and windows with new products and new finishes we've introduced. You can also benefit from some innovative suggestions to help with the current challenge of high demand for doors and windows combined with the shortage of skilled labour.

Why not arrange a visit to our new Brand Centre where you can see and feel for yourself our many door and window hardware solutions.

Something you'd like to discuss? We're here to help - please contact us on [sales@coastal-group.com](mailto:sales@coastal-group.com) or 01726 871 025.

Best regards,

*Loren*



## Save Carriage by Ordering on Our New Website

- Needing to place smaller orders more often?
- Did you know Carriage Paid for orders placed on our website is only £50?
- Get set up with your Online Trade Account to view your trade prices.
- Email [sales@coastal-group.com](mailto:sales@coastal-group.com) to request your Trade Login to our website.
- Visit [www.coastal-group.com](http://www.coastal-group.com) to place your online orders, remember to login to view your trade prices.



## Visit our New Brand Centre

Looking to develop new door or window ranges? Or have a bespoke hardware requirement you'd like to discuss?



Visit us in our new Brand Suite where we have a whole range of door and window hardware and production models on display for you to try for yourself.

Contact your Rep or email [sales@coastal-group.com](mailto:sales@coastal-group.com) to book your visit.

## Did you know?

### Extended striker plate keep specifically for Bi-fold doors

Our MK9 Adjustable Keep for the centre gearbox of a multipoint lock is available with an extended striker plate.

Designed specifically for bifold doors to prevent the frame from being damaged from the latch on the lock.

Enquire on [sales@coastal-group.com](mailto:sales@coastal-group.com) or order online at [coastal-group.com](http://coastal-group.com).



### TSY Door Thresholds - coming in 1m and 3m lengths

Part M Compliant Door Thresholds – will shortly be available in 1m as well as 3m lengths.

1m lengths will be available in Silver or Black finish and suitable for 44mm or 56mm thick doors.

Enquire on [sales@coastal-group.com](mailto:sales@coastal-group.com) or order online at [coastal-group.com](http://coastal-group.com).



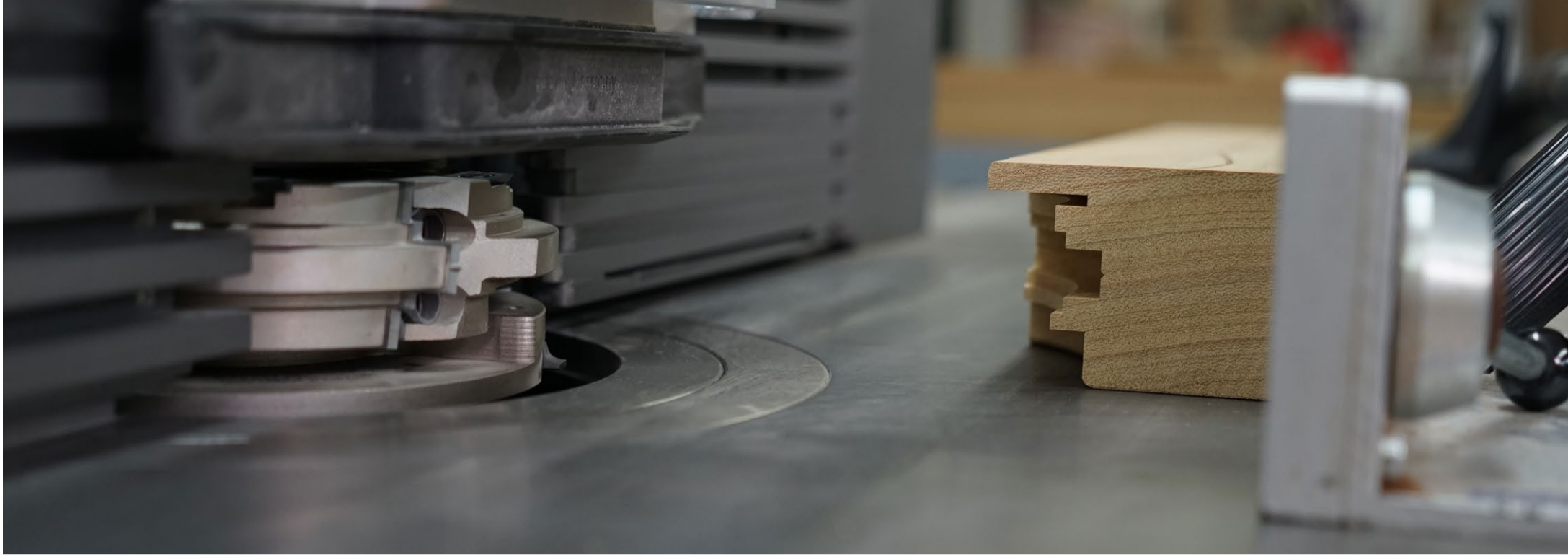
## Back into stock - EBT MACO TRICOAT Rail Espag Bolt

Why choose the EBT MACO TRICOAT Rail Espag Bolt?

- Corrosion Protection - ideal for use on acidic timber such as Accoya® and Oak and in coastal areas.
- Security - Provides BS7950 levels of security for your windows without the need to fit a shootbolt espagnolette bolt.
- Quick to fit - Symmetrical design with no cropping or extensions required making fabrication fast and simple.



Enquire on [sales@coastal-group.com](mailto:sales@coastal-group.com) or order online at [coastal-group.com](http://coastal-group.com).



## Solutions to the Skilled Labour Shortage in the Joinery Industry

The current boom in the Home Improvement Industry is causing issues for Joinery Companies as the demand for windows and doors outstrips the speed at which orders can be fulfilled.

A skilled joiner takes years to train so recruiting additional labour is not a quick and easy fix. There are however several ways that we can help, and which don't necessarily need skilled labour.



### SOLUTION 1: A faster, efficient way to produce bespoke Flush Casement Windows

Our Tritus Window System can save you 15 – 20 minutes production time per opening light.

It enables you to manufacture bespoke side hung or top hung, singles or pairs of flush casements whilst speeding up your machining and installation processes.



### SOLUTION 2: Remove the labour-intensive part of machining your beading

Beading is very labour-intensive to machine and it can be a challenge to machine the ends without them blowing out.

Our Durodeen Beading Profile range:

- comes pre-machined and end scribes very clean
- stays consistent from batch to batch,
- does not warp, distort, or rot,
- provides a very high-quality paint finish.



### SOLUTION 3: De-skill and speed up the whole machining process for single and double doors

Our new 3-in-1 spindle tool simplifies the machining process for double doors with a multipoint lock using:

- Zero set positioning.
- One pass operation.
- Same tooling for master and slave doors.

This tooling solution for our French door double rebated multipoint lock system (Solo & Klone) has the flexibility of separating the cutter head to be able to use for a single door. Also available is a single rebate option and the flexibility to incorporate any specific profile requirements.

The block is fitted with disposable tip carbide knives ensuring an optimum finish and constant diameter tooling.



For more information on any of these solutions please contact us on [sales@coastal-group.com](mailto:sales@coastal-group.com) or 01726 871 025.

### Vari-Angle Tool - Your Solution for Machining Accurate Bevels Quickly & Consistently

- Quick, easy and accurate to set required angle.
- Easy to repeat a required angle.
- Angle can be adjusted whilst tool is mounted on the spindle.
- Doubles up as your 50mm rebate block reducing the need for multiple tools.



Email [sales@coastal-group.com](mailto:sales@coastal-group.com) to request a demo of this tool.

# DURATIQUETM Solves The Issues With Black Antique Hardware

We've listened to the issues caused by traditional antique hardware made from malleable iron and designed our DURATIQUETM Suited Antique Hardware Range to solve these issues for you.

## ISSUE 1: Hardware rusting and failing on site.

Our DURATIQUETM Solution:

- Has a base material of stainless steel - to prevent hardware from rusting.
- Has an extremely durable topcoat finish.
- Has all fixings and components made from stainless steel - preventing rust streaks.

DURATIQUETM door handle has been successfully Salt Spray Tested to Class 5.



## ISSUE 2: Inconsistent hardware time consuming and awkward to fit, especially when CNC'ing your doors.

Our Solution:

We've CNC machined the fixing screw and lever locations on the DURATIQUETM handles. This ensures they're in a consistent location - enabling you to batch produce your doors and fit the hardware quicker.



## ISSUE 3: Handle droop and spindle rattle.

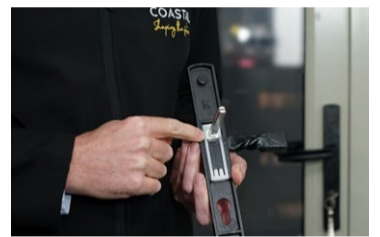
Our Solution:

DURATIQUETM door handles are fitted with a high quality dual sprung mechanism and spindle. This ensures a nice positive action and returns the handle consistently to its original position.

DURATIQUETM door handles - Durability tested to 200,000 cycles.

Feedback has been excellent: "Awesome furniture. So solid and fabulously built. Ideal for coastal locations and our customers love them."

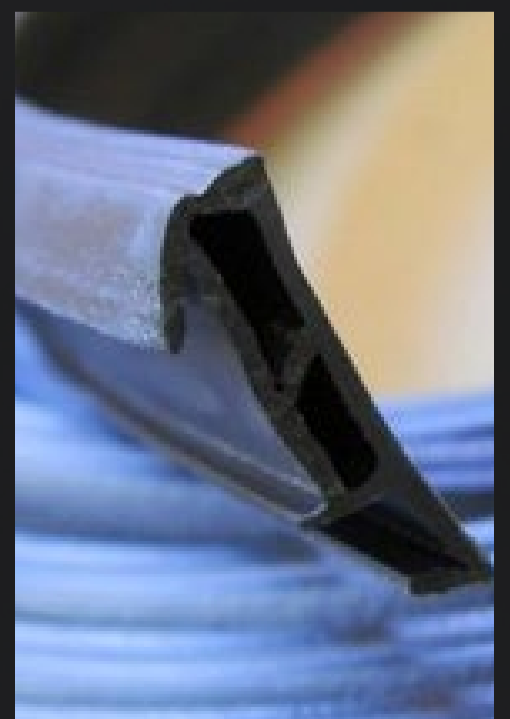
DURATIQUETM - assembled here at our premises in the UK.



## The best seal for your timber windows and Front Entrance doors

- Deventer Weatherseal offers a much lower compression ensuring it works well in conjunction with the hardware. It makes the lock and handle much easier to operate and gives a more comfortable feel when opening/closing the door/window.
- Deventer Weatherseal is designed with a rigid back and a 'universal foot' to ensure quick mounting of the seal into the groove. It also removes a machining process helping to save valuable time during production.
- Deventer Weatherseal is made from high-grade TPE closed cell foam which cannot tear easily, and which does not stretch or absorb water.

Request your 6m sample roll on [sales@coastal-group.com](mailto:sales@coastal-group.com) or 01726 871 025.



## Add the Wow Factor to Your Classic Style Front Doors

We've increased the number of products available in our Suited Range of Classic Heritage Door Hardware to include a Centre Door Knob, Ring Door Knocker, Letter Plate, Cylinder Pull and Lever Door Handles. These are available in the following finishes:

- Satin Stainless Steel
- Polished Stainless Steel
- PVD Stainless Satin Brass
- PVD Stainless Polished Brass
- PVD Stainless Satin Black

And to ensure the hardware isn't going to let your doors down, the hardware is part of our BLU™ Range made from 316 Marine Grade Stainless Steel to provide the best protection against corrosion.

Classic Suited Hardware Brochure enclosed, email [sales@coastal-group.com](mailto:sales@coastal-group.com) to request a pdf version.



## ML480 – Auto Slam-Shut Winkhaus Lock for Heritage Doors

- Tested to PAS24 to provide excellent security.
- Dual bolts from top and bottom gearboxes provide better weathersealing.
- Daytime Latch can be activated for times when flexible entry from outside is required without the use of a key.
- Now available in Black or Silver finish.



Request our new Lock Alignment Guide for ease of fitting this lock from [sales@coastal-group.com](mailto:sales@coastal-group.com).



## Add that something special to your doors and windows with our new finishes

We've taken our 316 Marine Grade Stainless Steel hardware and added a PVD coating to create some new and very special finishes.



PVD Stainless Satin Brass to create that very 'on style' warm matt finish,



PVD Stainless Satin Black for a very distinctive matt black finish which works well with both contemporary and traditional heritage styles.

The PVD coating provides an additional extremely hardwearing protective layer to the hardware and is proving very popular where you can still see the 'brush lines' of the metal through the finish.



Email [sales@coastal-group.com](mailto:sales@coastal-group.com) to request your Suited Hardware Poster pdf.

## New Product Highlights



### CO8477 - Curly Tail Espagnolette Handle

- Push button to open, with key to deadlock for added security.
- Faux screw cover cap to help retain heritage look.
- Tested to PAS24 for enhanced security.
- Tested to 50,000 cycles for durability.
- Salt spray tested to 480 hours for corrosion resistance.



### TBH100 - Opera Lever Door Handle

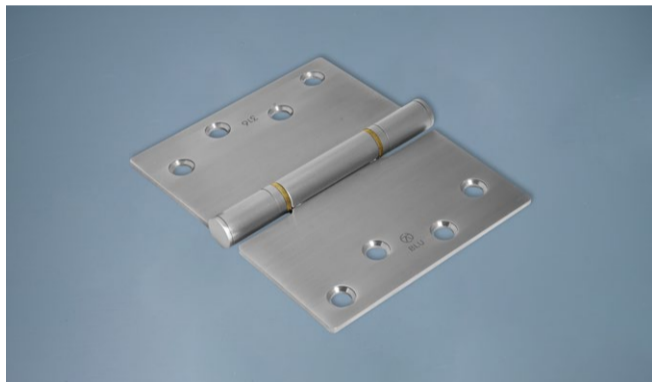
- 316 Marine Grade Stainless Steel.
- Durability tested to 200,000 cycles.
- Dual sprung for use with multipoint locks
- In 3 finishes with suited escutcheon - Satin Stainless Steel, PVD Stainless Satin Brass and PVD Stainless Satin Black.



### Regent Window Handle Improvements in the Pipeline

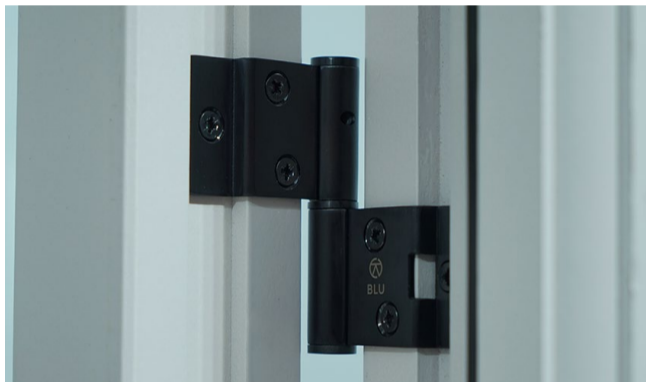
Based on feedback we've made some design improvements to the REG020 Window Handle. You'll see the following soon coming through on the handle:

- Reduced projection to avoid handle potentially clashing with the frame.
- Improved the shape and thickness of the lever making it more aesthetically pleasing and comfortable to hold.
- Reshaped the curve of the lever to give more space for your finger to grasp the lever without hitting the frame.
- Successfully cycled tested to 10,000 to ensure ultimate lasting performance.



### HQ45 - Projection Hinge

- 316 Marine Grade Stainless Steel.
- Projects door away from frame.
- Available from October in 4 finishes - Satin Stainless Steel, Polished Stainless Steel, PVD Stainless Polished Brass and PVD Stainless Satin Black.



### FH70 - TRITUS Lift-Off Butt Hinge

- New PVD Stainless Satin Black finish now available.
- 316 Marine Grade Stainless Steel lift-off butt hinge with pressed flanges to fit into the Tritus Flush Casement Window grooves.
- Hinges meet the requirements of BS DS EN 1935: 2002 Grade 9: 25,000 cycles / 60kg.



### KM388 - Centre Door Knob

- Solid 316 Marine Grade Stainless Steel.
- Available in 7 finishes.
- PVD Stainless Satin Black finish Salt Spray Tested to 1,000 hours.



### DKB200 - Ring Door Knocker

- Solid 316 Marine Stainless Steel.
- Part of our suited range of door hardware.
- Available in 5 finishes.



### Regent Door and Window Handle Display Case

- Available from October 2021.
- An excellent way for your sales team to show the handle range to your client during home/site visits.
- Protects the range whilst enabling your client to see and feel the quality, the range, and the finishes.

**Reserve yours today using Part Number DSP-CAS-REGENT - email [sales@coastal-group.com](mailto:sales@coastal-group.com) for pricing information and the quantity you're interested in.**

View these products on [coastal-group.com](http://coastal-group.com) or email [sales@coastal-group.com](mailto:sales@coastal-group.com) for more information.



## Care & Maintenance Hints & Tips

Whether it's polluted city air, corrosive salt air in coastal settings or continual exposure to the elements – external hardware certainly has a lot more to deal with compared to internal hardware.

It's not only the door furniture, it's the locks and cylinders as well. Locks and cylinders can become clogged up with dirt and grime, and dry out making them difficult to operate.

This can affect the lifespan of your doors and windows.

### HOW TO AVOID THESE ISSUES

With a little hardware care and maintenance many of the issues can easily be avoided and prevent unnecessary site callbacks.

#### Issue 1: Tea Staining on Hardware.

Tea staining is a cosmetic issue that takes place on contaminants sitting on the surface of the stainless steel. It does not affect the structural integrity or lifetime of the material.

It can easily be avoided through regular cleaning of the hardware using a soft cloth and mild soapy water, then drying with a clean, soft cloth. Rubbing or wiping should be carried out in the direction of the brush or polish lines.

If tea staining has occurred, or the door is in a corrosive environment such as on or near the coast then our DR121 stainless steel cleaner should be used.

After cleaning with the DR121 cleaner we recommend applying the DR121 Conditioner. This will leave a nano layer on the metal and help prevent new corrosion as much as possible.



#### ISSUE 2: Keys sticking/jamming in euro cylinder?

Over time cylinders can become dried out or clogged up with dirt and grime. Some cylinders can also become corroded. These combine to make the cylinder very difficult to operate and the key difficult to insert and turn around.

Our KABA cylinder spray makes it very easy to resolve this. A regular squirt of this into the cylinder cleans, lubricates and maintains it providing trouble-free operation and helps prevent corrosion.

Note cylinder manufacturers state not to use other fluids or aerosol lubricants such as WD40 as they can have detrimental effects on your cylinder.



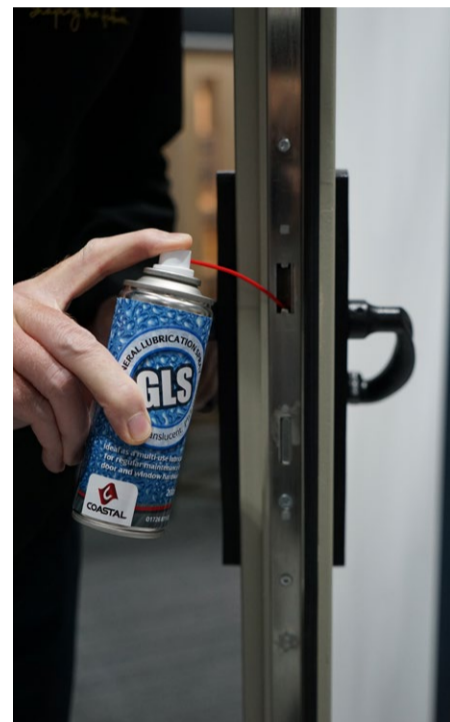
#### ISSUE 3: Multipoint locks seizing up, jamming, and making your door handle difficult to operate?

Again over time the gearing in the multipoint lock can become dried out or clogged up with dirt and grime.

This makes the door handle difficult to move up and down and the multipoint lock hard to operate and lock.

A regular application of our GLS200 lubricant spray will help resolve this and prevent from happening in the future.

GLS200 is a fully synthetic PTFE grease which protects and lubricates with a clean, non-toxic, anti-corrosive shield. It is totally water and salt resistant which can be used in multiple applications.



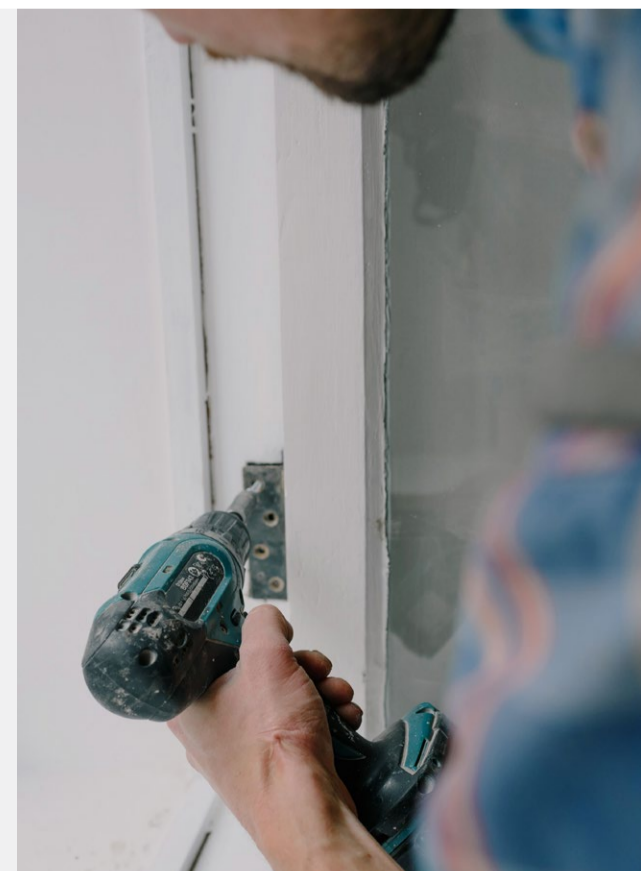
Stand out from your competition and make it easy for your customer to care and maintain their doors - ask about our Hardware Care and Maintenance Packs on [sales@coastal-group.com](mailto:sales@coastal-group.com).

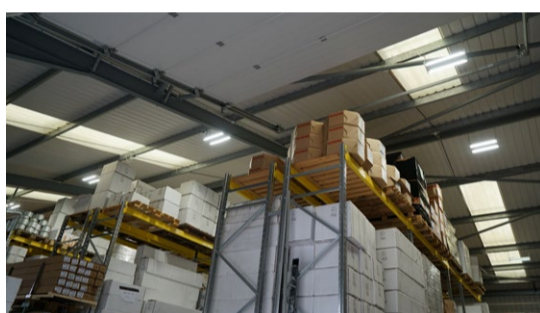
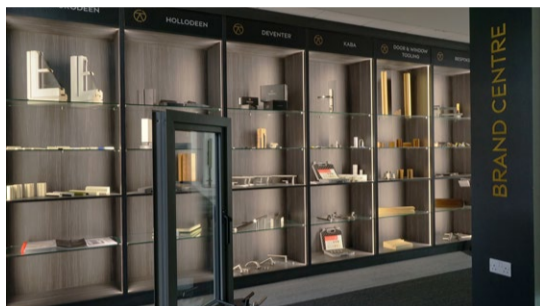
## What's taking your time on remedial work?

Take a minute to send us your feedback and we'll have our team of experts look at these issues.

We'll see what solutions we can come up with to save you time and money, and help free up your time for *production* rather than *remedial* work.

Send your feedback or book a Zoom video call with us on [sales@coastal-group.com](mailto:sales@coastal-group.com).





## Sustainability at Coastal Group

We've been working hard at Coastal Group to reduce our carbon footprint and improve our sustainability.

- Our electric vehicle fleet has seen the recent addition of an ID.4 to the Teslas already on the electric fleet. We've also installed an electric vehicle charging point at Head Office should any customers or suppliers visit and need to charge their car.
- As part of our building upgrade program the lighting at both our Head Office and Distribution Centre have been changed over to LED spots and panels for reduced energy consumption and improved staff wellbeing.
- Last but not least in our current sustainability drive is our New Warehouse Management System. These not only improve efficiencies and accuracy in order picking, but have enabled a paperless picking process with customers' orders now picked via handheld scanners.



## New Warehouse Management System Optimises Our Service

As part of our continued investment into improved customer service we've integrated Oracle's Netsuite Warehouse Management System (WMS) throughout our multisite storage and distribution facilities.

This new Warehouse Management System has enabled us to:

- Optimise our day-to-day warehouse operations using industry leading best practices.
- Go paperless as part of our pick and pack process.
- Speed up order processing through intelligent pick and pack processes, handheld barcode scanning, and integration with our shipping systems.
- Improve accuracy in order picking.



Warehouse routes and bin locations are optimised and defined as part of the setup of the WMS to maximise efficiencies. Wireless handheld scanners quickly and accurately direct operatives to bin locations to select the items on your order, helping to reduce the time between your orders being placed and dispatched.

This investment is part of our commitment to sustainability, future-proofing our business and providing you with a fast, efficient and accurate service offering.

So whether you're a small, medium or multi-national door and window manufacturer, we at Coastal provide you with the service level required to meet the needs of your business.

