

PEARL & TMS MACHINERY – IN IT FOR THE LONG HAUL

MD of Pearl Windows Systems Jeff Walsh talks about the plans for further investment in 2018 and the company's ongoing relationship with machinery suppliers TMS. A partnership which has stemmed back over 25 years!

In addition to what's an already impressive manufacturing site Pearl's very own foiled window production factory is now open along side its original facilities with Pearl now on course to facilitate in the region of 5,000 frames per week.

Adding a stand alone bespoke foiled frame production facility gives the company control over the ever growing demand for foiled products, helps lead times for customers and means smaller quantities of profile can be foiled for specific jobs and in particular colours.

With control over foiling, Pearl is confident in its ability to provide a better quality and more consistent product, the entire facility has been carefully set up with machinery defaulted to accommodate a foiled window frame, this is complimented with unique handling equipment to keep the foiled window products off the floor whilst being manufactured.

Commenting on the recent machinery investment is Director of TMS, Rob Barber: "Jeff has had a working /business relationship with the directors of TMS for over 25 years and we were delighted to be invited in at the design stage, for the bespoke wood grain manufacturing facility. Together TMS and Pearl identified the machinery needed to produce the highest quality foiled frames possible. TMS then provided the necessary equipment, installed and set this up, all to the Pearl quality required standard.

"Together TMS and Pearl decided welding and cleaning machinery had to be Urban due to quality and reliability, although there were cheaper options! We also identified that beading needed to be exact. It was decided to supply fit and set up a Digibs bead saw and measuring machine, which is capable of cutting all beads to an exact size. A major advantage of the digibs is utilising a unique clamping system. No profile blocks are required and the one machine can produce both mitre and scribed bead. TMS provided the expertise and technical know how to deliver the project on time and to the high expectations of the Pearl team."

Jeff Walsh comments: "Pearl are committed to procedures. This is crucial for our customers. They need their orders on time and in full! Our recent investments and work with TMS, has resulted in our being able to provide the very best quality frames, with an opportunity for fabricators and installers alike, to buy in foiled frames."

With 2018 being a benchmark in Pearls history it's also a significant year of ongoing improvement for Pearl, and for further investment. The opening of next door with an additional 12,500 sq ft of manufacturing space represents a £¾ m investment with £250,000 in extraction and general kit alone. This new manufacturing line has been set up as the most modern and efficient line possible and designed to be inspirational for the Pearl family.

Currently a 15 person, handpicked team, are working the new line and will become a way for the workforce to progress within the company structure, being the aspirational place to work the facility has been developed with an in house training program to enhance our employees fabrication skills, in recent years fabrication skills have depleted within the industry, this facility will allow the development of



Jeff Walsh of Pearl and Rob Barber of TMS. A job well done!

our current team of 15 into 40 individuals who will have been trained to cover every job in the factory, we will use this part of the business to drive quality by training members of staff from the other 3 factories on site, ultimately the 200 strong workforce will embark on an in house continuous training schedule.



WHAT DOES THIS MEAN TO YOU?

FABRICATORS

- Buy in your coloured frames, reduce waste and costs
- No need for expensive stock, save money

RETAIL INSTALLERS

- Benefit from a reliable delivery service and controlled quality
- 23 Renolit colours – a huge choice to offer the consumer
- Homeowners drive the market, give them the colour choice they want
- Ask about our extended homeowner warranties and PIP Installer Scheme – supporting you in growth

TRADE COUNTERS

- Stock coloured frames with guaranteed delivery times
- Enhance your product offering with hassle free foils
- Increase footfall with the huge choice on offer

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