

Tony Chadwick, Managing Director of the Trojan Group, looks at how hardware can help fabricators to improve their bottom line

Quality and value from 'one size fits all'

Our mission statement at Trojan is to deliver intelligently designed hardware with tangible feature benefits that bring major advances in terms of innovation, security and operational performance. Developing products like this means we have to listen closely to our customers: fabricators and installers are the best people to tell us what they need from their products. Their input is vital in developing products that add value.

In recent months and years the message from the market has been loud and clear: give us products that offer high quality at an attractive price point.

At first glance, this is seemingly impossible! High quality and low cost simply don't fit together. Add in rising raw material prices and increasing manufacturing costs and the issue becomes even more difficult. But when we looked at the problem from a different angle, we saw the solution.

The traditional approach to a hardware product is to have multiple sizes. When it comes to keeping control of costs, this presents two difficulties. In terms of manufacturing, it means that we need to manufacture smaller numbers of multiple sizes. And from your point of view it means stocking multiple products to cater for all the sizes you offer. The solution was to develop products that could be 'one size fits all'. This helps our manufacturing costs because it gives us much better economies of scale that translate into a better price for you. It also means that you don't need to tie up so much capital in stock, freeing up cash to help your business.

Four innovative products

This innovative approach has helped us develop three of our latest products, while a fourth offers time and money saving benefits in the fitting process. All four products come with a ten-year mechanical guarantee and meet Class 4 corrosion resistance requirements,



providing peace of mind for both you and the homeowner.

The first product is the Pegasus High Security Window Lock, which is suitable for PVC-U profiles or profiles with a standard eurogroove application. This non-handed lock is suitable for all sizes from 400mm to 1750mm. It is designed to be easy and fast to fit thanks to gasket compression adjustment of up to 0.75mm, a compact central gearbox that's 65mm long for minimal routing and simple keep positioning, while offset applications are easily achievable. The Pegasus has multi-point

locking with enhanced night vent security and achieves PAS 24.

The Sparta 3 Window Handle is the latest generation of our Sparta handle and is the most versatile to date. The innovation comes in the form of interchangeable spindles that help to reduce your stockholding. It is also packed with features for the homeowner, including more substantial aesthetics, an improved action button and a soft grip for improved comfort.



The third product is the Mega Egress Hinge, which is suitable for side-hung casement window systems. Thanks to the superior integral strength, two hinge lengths cover all frame widths up to 900mm at a maximum load of 40kg for the 345mm version, or 33kg for the 220mm version. The strength also makes it perfect for triple-glazed systems, making it an extremely versatile product.

The hinge offers a true 90° opening for egress compliance and has high security and excellent compression thanks to the unique hinge geometry.

Alongside these three products, we have also introduced a fourth product, the Patriot Plus High Security Door Hinge. The

innovation on this product focuses on another area of concern for our customers: time.

The Patriot is supplied pre-assembled and ready to fit. This dramatically speeds up the fitting process, saving you both time and money. It adjusts vertically with no gap created between

the flag and the base and it has full 3D adjustment. The hinge is non-handed and has a slim, unobtrusive appearance.

Quality and value

Quality has always been a watchword at Trojan. It's one of the things we're renowned for and it's something we'll never compromise on. But we also recognise that we can't deliver quality at the expense of value. I believe that in our four latest products, we've delivered the perfect combination: outstanding quality with outstanding value. In doing so, we've delivered for your business and your customers."

CONTACT INFORMATION

Tel: 01922 713 933

www.trojan-hardware.com