

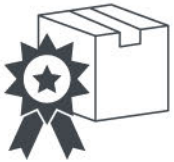


Products & Services

The best products
with the best service
at the *best prices*

About us

Quality products



Dedicated support



Incredible prices



Extensive resources



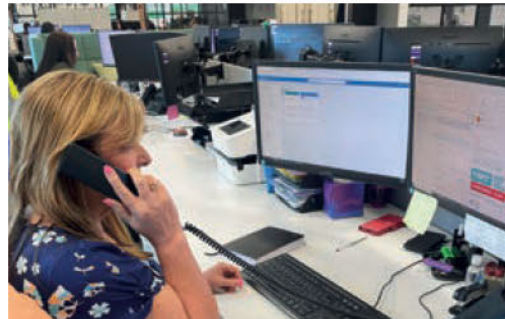
Innovative Design



“ Who are Made For Trade?

Made for Trade are one of the UK's largest and most respected manufacturers of aluminium roof lanterns and bi-folding doors. As the home of the multi-award-winning Korniche product range, MFT offers innovatively engineered products, unrivalled quality and excellent service - all at unbeatable prices.

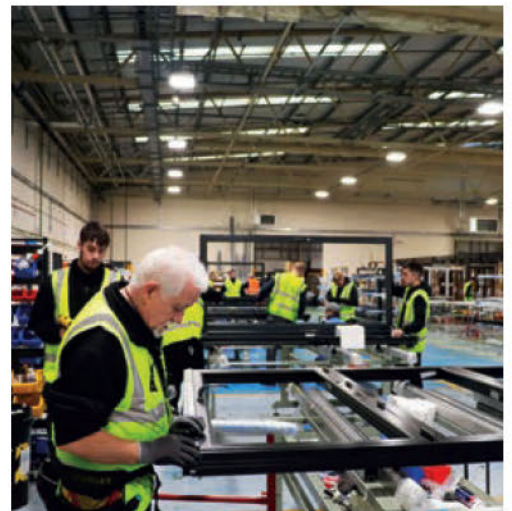
Operating from three purpose-built fabrication units offering **more than 185,000 sq.ft of production capability and employing in excess of 250 highly-trained operatives**, Made For Trade services the entire UK from quotation through to delivery.



History

Made for Trade is very much a family-run business; originally being founded as Aanco by Richard Gaunt over 40 years ago. The company was originally based in Sheffield before relocating to the North East and offered supply & fit windows and conservatories to the retail market. Aanco quickly became a household name and recognised brand in the Tees Valley area, forming an enviable reputation for quality and service that is still very much present in our ethos today.

In 2005 Richard's son, Bradley joined Aanco to help maintain the momentum and explore new avenues for the business. A qualified engineer specialising in manufacturing, it was Bradley's knowledge of modern and lean manufacturing methods - rarely heard of in the fenestration industry, that set the business up with revolutionary efficiencies in each department.



As the natural next step, Made for Trade was born to perform two functions. Firstly, to fabricate in-house retail glazing systems, but secondly, to meet the industry need for a trade supplier that could provide market-leading products with unrivalled levels of service, at a price point that really worked for the trade partner. **Since launching as MFT, the business has seen unprecedented growth and is now recognised as one of the leading trade suppliers in the UK, serving more than 2000 customers annually.**



Multi-Award Winning



The Brand, the products



Ethos

Made For Trade is driven by engineering perfection. Due to the understanding that there is no such thing as compromise when it comes to the consumer, MFT developed the Korniche brand with the goal of offering the most advanced glazing products on the market.

Designed from a clean sheet, every part has been meticulously engineered as part of a complete system, using experience gained from the motorsport industry and applied to offer game-changing accuracy and innovation to fenestration.

A wealth of unique features improve heat retention, security, functionality and aesthetic appeal, enabling the final product to be not only stronger, slimmer and warmer, but also faster and easier to install, **saving hours on site.**

Combined with lean manufacturing processes that are the key to offering installers exceptional value and turnaround times, MFT has seen unprecedented growth year-on-year and various awards and nominations as a result; not simply for manufacturing and engineering prowess but everything from customer service to marketing.





Products



Korniche Bi-folding Door

The Korniche Bi-Folding Door has been designed and built from the ground up with the homeowner and installer in mind. Expertly engineered and delivered pre-assembled, Korniche bi-folding doors exude the same quality in their function as they do in design, with patented features such as the **aluminium clip bead system** - unique to Korniche and removable - **saving hours on site** when glazed with the pre-installed gasket; and saving money for the installer and consumer alike.



These **incredible products** speak louder than words ever could.



Korniche Roof Lantern

The multi-award-winning Korniche Aluminium Roof Lantern is a market-leading product, engineered and developed by Made for Trade specifically with the trade and installer at the heart of the development process. This approach created a product that is impressively easy to install, as well as being meticulously engineered to be the strongest and stiffest on the market - supporting industry-leading maximum glass sizes without the need for additional rafters. With no cutting or messy silicone required within the roof structure, the Korniche is now the go-to lantern for trade installers. **Glazed in seconds, fitted in minutes.**

Quality Compliance

All Made For Trade products have undergone meticulous testing and exceed all industry requirements. Products are rigorously quality checked before dispatch, alongside all aspects and processes within the expanding business in order to now meet the stringent quality requirements of ISO9001 compliance - with the aim of ensuring complete customer satisfaction.

Made for Trade secured the enviable certification of **ISO9001:2015** in 2022 as part of a continued commitment to overall business performance whilst increasing levels in product manufacturing, service quality and operational performance; giving the highest standards available as a result.

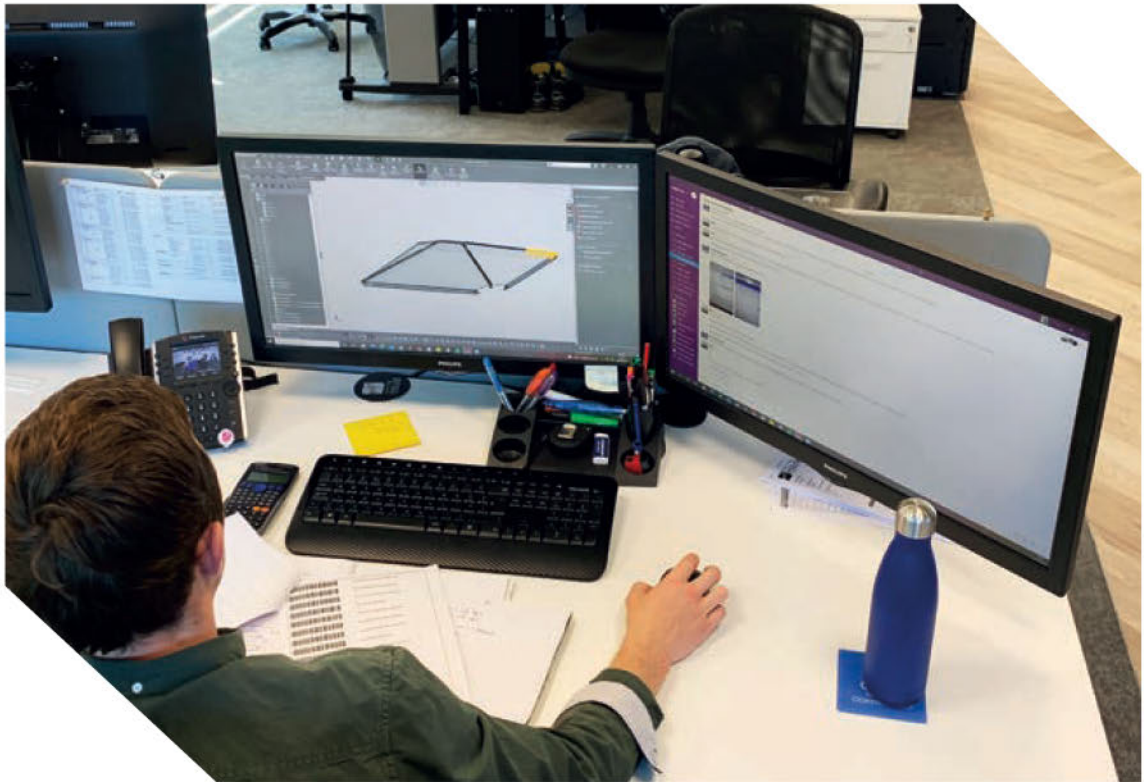




Engineering

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Inspiration, innovation,
research and
development.



The heart of MFT

Creativity and design have always been at the forefront of the business, and Made For Trade have since built a dedicated team of engineers working from a research and development Centre of Excellence at the company's Wynyard headquarters.

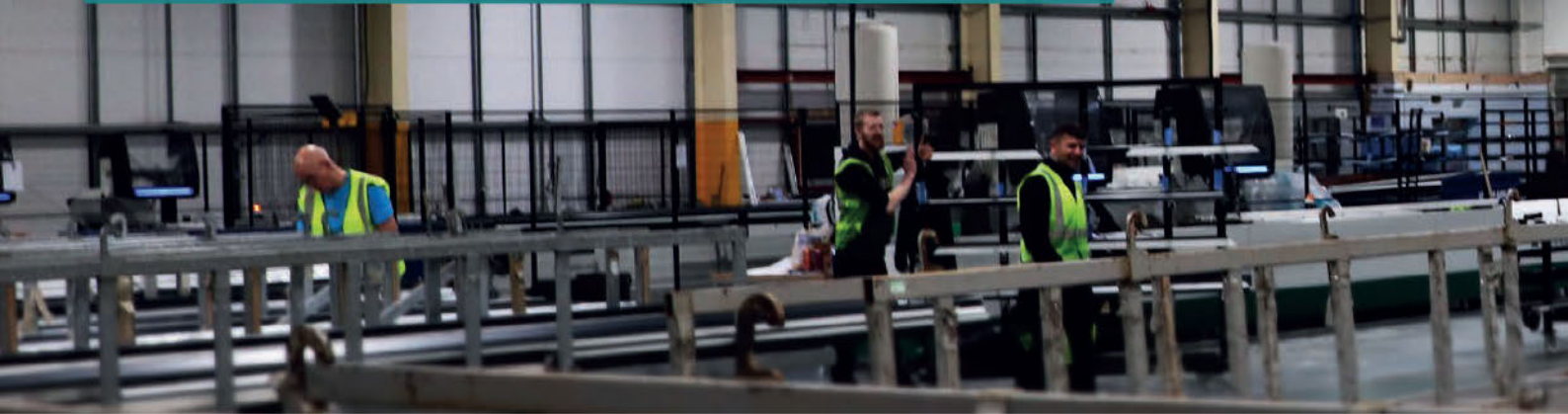
Managing Director Bradley Gaunt and Technical Director Ashley Gaunt are instrumental in driving design and product innovation behind the scenes. With decades of precision engineering experience mostly spent in Italy's exotic automotive and motorsport industry, Ashley joined the MFT team and family business in the launch era of the Korniche brand, and has since enabled a forward-thinking and disruptive creativity to the company's impressive R&D processes.

Significant investment has meant that the engineering department houses impressive facilities, with equipment and software that to many would seem out of place in the fenestration industry. The team uses SolidWorks 3D CAD and analysis software, alongside dedicated prototyping facilities and manufacturing test spaces.

The latest investment at MFT has now added Impact, PAS24, and weather testing rigs to pre-test new bi-fold parts before any official testing takes place. This in-house pre-testing further aids the company's close working relationship with accredited test houses to ensure that all MFT products meet existing and future industry requirements.

The considerable time and effort from this department has allowed Made for Trade to create and patent items and innovations such as the lantern and the revolutionary clip bead system used in Korniche products.

Services

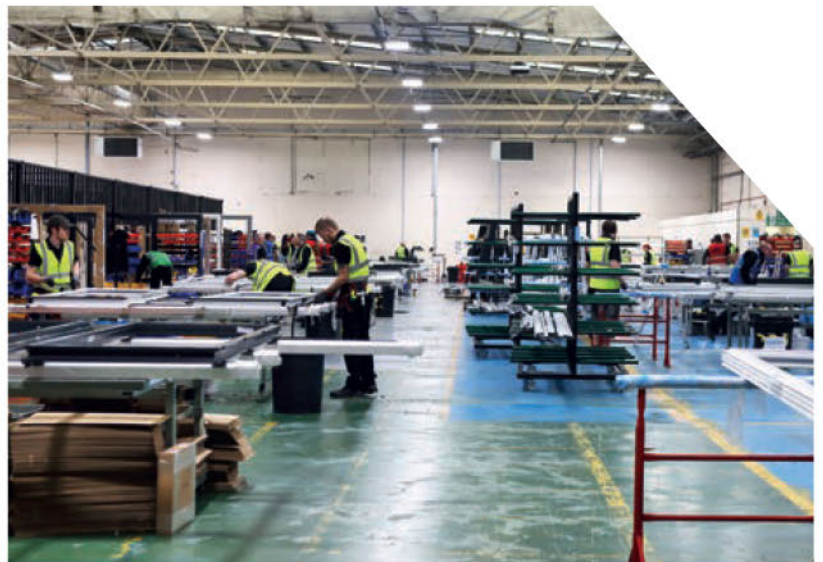


Factory & Fabrication

With three locations in the North East of England and more than 185,000 sq.ft of manufacturing space, Made For Trade is suitably resourced not just for high efficiency production, but continual research and development alongside.

The company's continual investment in the most cutting edge equipment and technology ensures unrivalled accuracy; from CNC machines to cut and shape aluminium production parts, to 3D printers for rapid prototyping of new designs and developments.

The processes and machinery however are just one side of the story, as **MFT's dedicated staff undergo rigorous and continual training** on all aspects of the job to ensure the utmost precision and repeatability to maintain the quality standard, whilst producing the highest quality glazing systems on the market.





Delivery

Once an MFT order is confirmed and a delivery date has been provided, the customer's products will be sent via an in-house nationwide delivery service. All orders arrive complete with a comprehensive and innovative graphic installation guide to ensure that installation is quick, easy and hassle-free.

With a record that sees 99% of orders arriving on time and in full, mistakes are rare but when they do occur, decisive action is taken to rectify any problems as part of the company's regimented ISO quality assurance processes. It is not just the game-changing products, but this proactive approach to customer service which explains why MFT's customer base continues to grow year-on-year.



“ Expanding reach
across the country

MFT

Marketing

A Desirable Brand



MFT have cemented their spot in **the industry**

The Korniche brand first became a reality in 2016, when the Korniche Aluminium Roof Lantern was launched at the FITShow - the fenestration industry's showcase trade exhibition.

With regular editorials and advertisements in all major glazing magazines and prominent exposure online, MFT have worked tirelessly to ensure that both Korniche and its Made for Trade parent brand are at the forefront of professional glazing.

Korniche products are not just recognised in the trade though; MFT's annual promotion and demonstrations at events such as Homebuilding & Renovating have allowed the company to grow brand recognition at consumer level. When potential customers request roof lanterns or bi-folding door systems for their home improvement projects... they ask for Korniche by name.





Free Supplier Locator

The Korniche Geo-Tool is the most recent innovation for the consumer and supplier, saving time and providing direct customer leads.

Once a trade partner signs up to join the Korniche Geo-Tool directory, Made For Trade simply add the business details into their ever-expanding database of suppliers around the UK. When a browsing customer inputs a postcode online, the tool's advanced algorithm will simply determine the closest supplier.

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Find a **Korniche supplier**, get homeowner leads direct from **MFT**

By streamlining and simplifying this search process as much as possible, the upshot has been a clear and obvious increase in direct lead-generated sales for the trade partner, and is the next step in for a company striving to be at the forefront of technology.

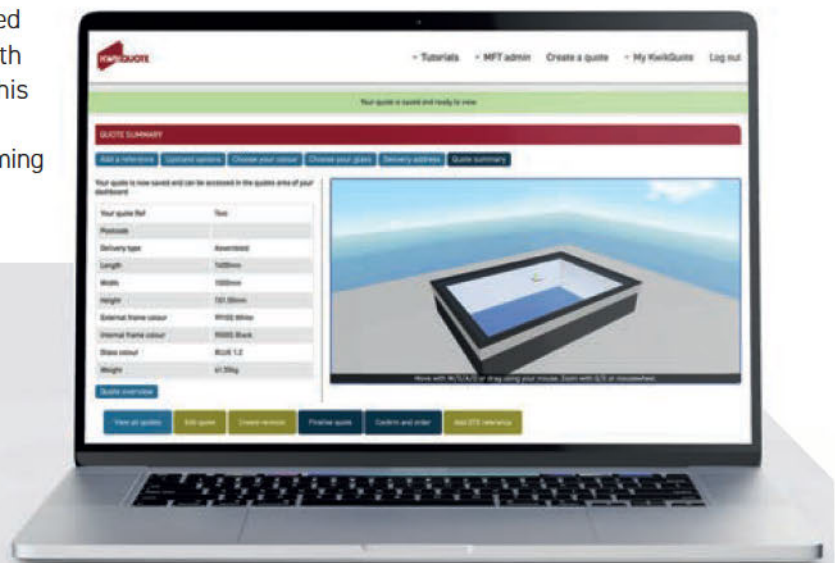
korniche.co.uk/where-to-buy/

MFT

Unbeatable Quotation Times

Made for Trade offer a rapid quote service on all products. All a customer needs to do is complete the online form through the KwikQuote service.

By simplifying and streamlining the steps required to quote, Korniche products are now backed up with the use of account-based KwikQuote software. This enables MFT's trade customers to quickly access pricing on the go, without the need for time-consuming written quote requests and response times.





Get in touch

Made for Trade want you to specify with confidence, secure in the knowledge that the award-winning products you choose will offer the perfect solution for your client's project.

For more information and quotes on Korniche products head to madefortrade.co and complete a quote or enquiry form.

 01642 610 799

 sales@madefortrade.co

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www.madefortrade.co | www.korniche.co.uk

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**MADE
FOR
TRADE**

