

The Leading LIGHT

Spring 2004



Welcome to our revamped newsletter NEW PRODUCTS AHEAD!



David Rabone, Managing Director, writes

For RegaLead, 2004 is destined to be a dynamic and exciting 12 months. It will be remembered as the year our focus increasingly turned towards new product development.

We've got through the move and are now well bedded into our new premises. The factory is running smoothly and the time is right to concentrate on the new ideas to satisfy UK customers as well as our 42 export markets.

In January, we launched our innovative Fusion range of fused glass

tiles, designed in-house, developed to offer alternative colourful and more contemporary options, especially for door markets. The new components are bonded by a new Glass Tile Adhesive, developed by UV-Tek, specifically for this application.

Product development of the "Stained Glass Art Film" range is in progress, with the launch date set for our visit to the Glasstec show in Germany, in the autumn. We plan to increase the range by 110 lines, which will include new patterns, colours and more embossed films. Further RegaBevel designs are becoming available, and below we explain how customers can design their own bespoke bevels, which we can source very effectively.

We are also investing in a new computer system specifically to improve our processes, which will have a really positive effect on the way we make and deliver all products to our customers. We shall be spending more on new products and

processing this financial year than in the previous 12 months – the year of the move. This is a clear indication of our current commitment to be a progressive manufacturing business.

You don't need me to tell you glass is a hot topic, and a key element in new build and commercial applications. More opportunities exist than ever, with architects specifying the RegaLead overlay system in Europe and the USA.

While new products from RegaLead have been forthcoming, they may have been a little slower coming on stream than we would have liked. But throughout 2004, you will see a steady succession of exciting product launches to push our, and most importantly your, business forward.

So, if any of you have ideas or new products you would like to talk to us about, then contact me direct on david.rabone@regalead.co.uk. We're geared up and ready to move forward. We're sure 2004 will be a dynamic and successful year of innovation for us and our customers.

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CUSTOM BEVELLING AVAILABLE

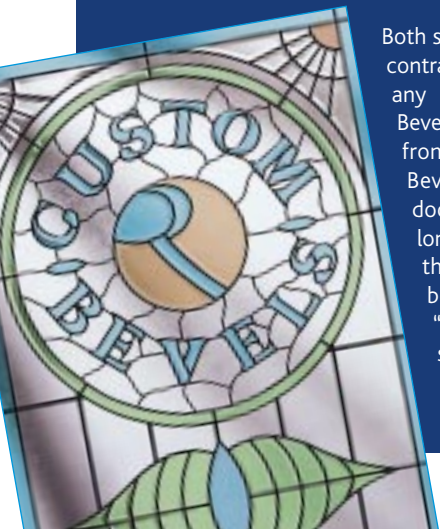
Window and door panel suppliers can add value to their ranges with bespoke designs from RegaLead's new Custom Beveling service.

Both small studios and large contractors will benefit, as any quantity of Custom Bevels can be supplied – from one to 1,000. Bevelled fanlight and door designs will no longer be restricted by the size and design of bevels now available. "Our Custom Bevel service opens up exciting new sales opportunities and

enables companies to offer their customers more choice," says Guy Hubble, Sales and Marketing Director.

To order a Custom Bevel from RegaLead, a sketch of the proposed design, including dimensions and quantity required, is sent in by the customer. RegaLead's team calculates an approximate price, including a one-off design fee per template and a set up charge incurred only once per design, plus the cost of beveling and the glass. If this is acceptable, a template and sample bevel is made.

RegaBevels, precision-made from high quality 5mm glass with finely feathered edges between 1.5 and 1.8mm designed to accommodate lead profile, are bonded to glass with a special system developed by RegaLead with UV-TEK, combining ultra-fast cure UV adhesive with CE compliant luminaires.



Contact RegaLead's marketing department for details

FANTASTIC FUSION

Several major door manufacturers have already chosen to offer RegaLead's innovative new Fusion range – the fused glass system which opens up all sorts of new possibilities for decorative glass with consistency of colour, clarity and repeatability.

RegaLead's Fusion range consists of three distinctive collections of fused glass tiles – Fusion, Vetro and Delkos Line – which can be bonded to glass to create stunning decorative effects for applications such as door panels, glazed partitions and furniture.

There are just 10 glass colours used, which leads to easy mixing and matching of tile styles in co-ordinating colourways. The tiles are manufactured from top quality Spectrum Glass to ensure that necessary consistency of colour, clarity and repeatability. Each is made from 3mm clear glass cut to shape and then heat fused with a 3mm tile of coloured glass.

The simple and cost-effective Fusion system brings an exciting new look to glazing in doors and conservatory toplights, for example, and works particularly well when used in

conjunction with Sandblast/Etched glass or Brilliant Cutting. No lead is required to cover the edges

"An increasing number of companies are looking for differentiation and to meet the growing demand for a more exciting choice of glazing designs," says Guy Hubble, Sales and Marketing Director. "Our new Fusion system delivers on both these requirements and has been very well received by the industry."

Alongside Fusion's standard options, RegaLead is also able to create bespoke designs for door panel companies, subject to volume, at its Manchester production facilities.

The new fused glass collection also includes the Vetro Suit manufactured in Italy using the famous Venetian Murano glass. This highly decorative range offers 80 complex designs and is ideal for a variety of interior design applications.

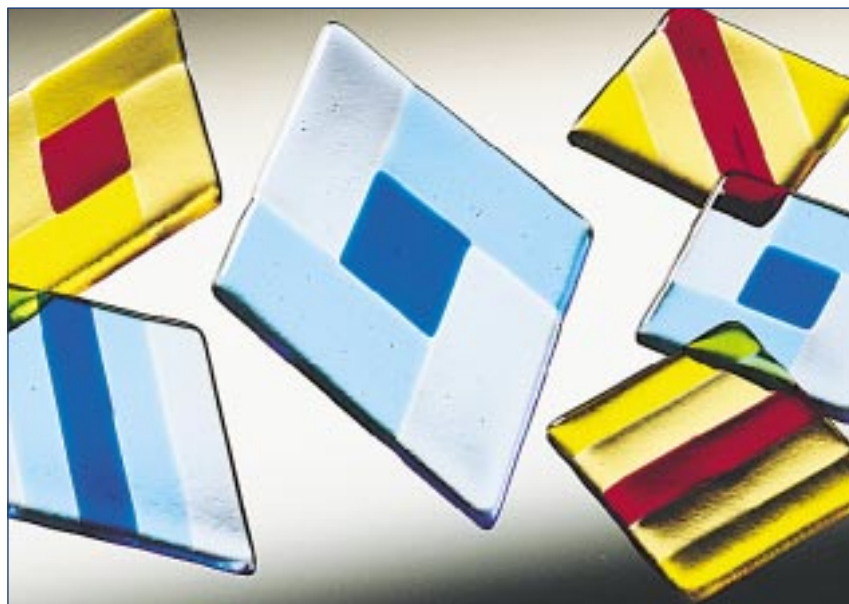
A contemporary selection of tiles from Delkos Line is also available for decorative glass specified for residential environments and commercial applications.

Fused glass has become increasingly popular across Europe over the past few years, and is now often finding its way into the UK window and door market. However, achieving consistent results during the manufacture of this specialist glass can be difficult.

"However," says Guy, "with our unique range of pre-fused glass tiles, this attractive new style of glass is now easily accessible for a wide range of applications.

The RegaLead fused glass range can be supplied ex-stock for next day delivery, and the full details of each collection, together with ideas for designs and applications, are in a free brochure.

RIGHT: JUST 10 GLASS COLOURS ARE USED IN REGALEAD'S FUSION RANGE, WHICH MEANS EASY MIXING AND MATCHING OF TILE STYLES





EXTRAS READ ALL ABOUT THEM

Whether it's the boning pegs to finish lead profiles, or the chemicals to create an aged effect, all the ancillary equipment and products needed for the successful completion of a decorative glass project are in RegaLead's new tools and accessories catalogue.

It includes all the tools and materials for the application stage plus the wherewithal to make sure the job is finished to perfection, as well as the tools which are necessary for anyone involved in stained glass projects.

Full details of what RegaLead can provide are in the new catalogue, along with the prices. When it comes to the application, RegaLead offers the rollers which ensure that lead profiles have the maximum adhesion. There are also film rollers in hard rubber or soft rubber. A 150mm hard rubber roller is for larger film areas, while the 75mm soft roller is for the application of 3M Accentrim™ tape. Boning pegs, the finishing tools to seal the edge and

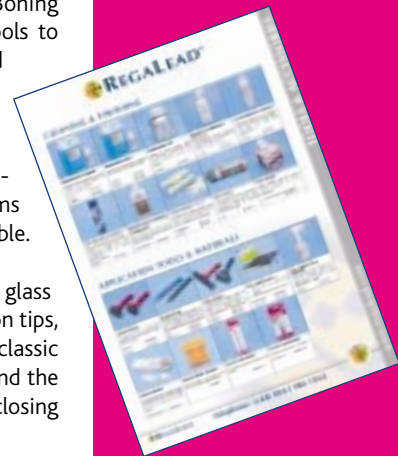
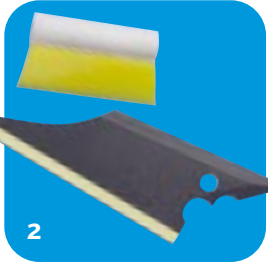
crimp at crossovers when dealing with lead profiles, are available in two types.

Film applicators also come in two varieties – the Turbo Pro is for small film pieces, while the Hard Edge is for larger areas. The film application solution, an isopropanol/water-based solution, is designed to enable fault-free application of films and 3M Accentrim™ tape. Craft knives and blades, plus safety blades, are also available.

A 100 watt multi-purpose soldering iron can be used for all types of decorative glass leadwork. RegaLead can also supply a soldering iron stand, two sizes of soldering iron tips, and a sal ammoniac tinning block for cleaning and tinning soldering iron tips. The classic tools for stained glass work include a lead knife, and a lead vice. Horseshoe nails and the All Nova Tool – a useful, general purpose tool which can be used for opening and closing lead comes – are also among the products in the new RegaLead catalogue.

The company offers two water-based chemicals to create an aged effect on natural lead profiles – Regasheen Original, and Regasheen Plus, which produces a darker effect. Patination oil is available to be applied to fresh natural lead to provide a protective film to prevent uneven oxidation. Stained Glass Finishing Compound is a wax-based protective polish which restores natural lead to an even patina.

- PICTURED:**
- 1 REGASHEEN ORIGINAL FOR CREATING AN AGED EFFECT
 - 2 FILM APPLICATORS – TURBO PRO FOR SMALL FILM PIECES AND HARD EDGE FOR LARGER AREAS
 - 3 BOSS WIPES LINT-FREE PAPER TOWELS
 - 4 LATEX GLOVES
 - 5 WAX-BASED STAINED GLASS FINISHING COMPOUND
 - 6 TWO SIZES OF FILM ROLLERS
 - 7 LEAD KNIFE



PROFILE IAN DUCKWORTH – SALES REPRESENTATIVE

It was a case of welcome back to RegaLead as Ian Duckworth rejoined the company just over 12 months ago, initially taking on the role of North West sales representative.

His return to the fold came after a five-year break. He previously spent three years in a broadly similar role at RegaLead, looking after the North of England. His first period with the company also included a trip to Taiwan with David Rabone, to help with training out there.

When he left RegaLead, Ian moved to UKAE, based in Birmingham, where he was selling IC components.

He brings with him a vast knowledge of products and applications.

Early in 2004, Ian moved to take on the South of England territory. The area he now covers runs from Staffordshire, through much of the Midlands (excluding Leicestershire and Northamptonshire), to Essex, and down to Devon and Cornwall, and including Greater London.



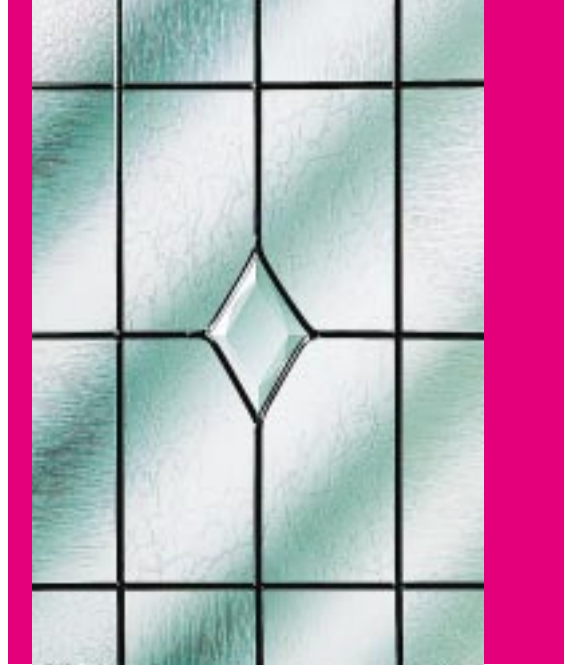
FILM FANS

RegaLead's latest additions to its embossed films range are just a part of its continuing commitment to new product development, through creating new, exciting and innovative products for the decorative glass market.

A further eight styles have been added to the RegaFilm background effects collection. The embossed background effect films offer a high level of privacy, while allowing exceptionally high levels of light transmission. Applications around the home range from fanlights and doors to conservatories and bathrooms – anywhere that will benefit from decorative glass designs without sacrificing natural light.

The popular "Rococo", which was launched last spring and is designed to cover large background areas, has now been joined by a smaller version with a tighter pattern. "Twine", "Raindrop" and "Kalahari" are also completely new to the film market, and are added along with the popular "Mosaic" and "Coral" patterns. Etched glass effect backgrounds give a more obscure look. "Mississippi" and "Zambezi" have been introduced, bringing the total number of background films in the range to 26.

RIGHT: REGALEAD'S NEW EMBOSSED FILMS TWINE, KALAHARI AND CORAL USED TOGETHER AS BACKGROUNDS



All are manufactured using the highest quality UV stable polyester base materials and adhesives.

It is the largest selection of background and textured film effects available in the UK market, having been launched initially over 10 years ago. Others in the range include "Pebble", "Crush", "Stipple" and "Reed", as well as "Crackle", "Ice", "Swirl" and "Dune". It all provides a wide choice of both traditional and contemporary glass effects.

There are further additions to the film range in the pipeline for later this year, when a revamp of the coloured film range is planned – so watch this space.



Window lead prices soar

RegaLead is facing continued pressure on lead metal costs, writes David Rabone.

Demand from China in particular for all metals is causing significant price increases in the traded metals market on the London Metal Exchange. Lead prices have increased by 66% during the last year, from prices of below £300 per metric tonne to

above £500 per metric tonne during March this year.

The changes are sustainable and it is expected that product costs will rise by up to 18% above the current price levels in April 2004. Even at the new price levels, if you look at the price relative to 10 years ago, it is still 25% lower, and the volume of highly decorative leading continues to grow in the marketplace.



LEFT TO RIGHT: LOUISE, JOYCE AND CAROLINE

Internal Sales Team for UK & Ireland

The Internal Sales Team for the UK and Ireland, has been expanded to support the increased external sales team.

Joyce Hines, Sales Office Manager, has been with RegaLead for 12 years. She is well known to many customers, and looks after Ireland.

She says she can't remember working anywhere else, but has always been sales oriented. She joined RegaLead when she returned to work in 1993 after

having her two boys, and has enjoyed watching the company grow by over 400% in ten years through to the MBO.

Louise McKeating and Caroline Flynn, both joined in the middle of last year. Louise previously worked for The Accident Group, while Caroline was at ntl Communications as an External Business Sales Executive selling broadband and telecommunications to small businesses with an average spend of £15,000 per year.

PROFILE

MAKE MINE A TRIPLE

Triple glazed brass lites are now available to RegaLead's customers in the UK and the rest of Europe. And RegaLead's design team is on hand to help create bespoke patterns for its customers.

The company has struck a relationship with a Far East-based supplier of many years' standing to offer this kind of glass panel. A long-time feature of the US door market, triple glazed brass lites are now increasingly to be found in the brochures of many of the UK's leading door companies.

They tend to be made in the Far East. Genuine brass sections plus individual glass and bevel sections are used to create stunning decorative glass panels.

The use of brass sections and subtle colours add a modern look to a very traditional art. As the products are encapsulated inside an insulated glass unit, they are protected from accidental damage, weathering and marking. They are also easy to clean. All panels are manufactured using the highest quality materials, including Spectrum Glass, 6206 certified toughened glass, and only genuine TruSeal swiggle is used to seal the unit. RegaLead is working with the

factory to ensure that all units are made to the standards expected by the marketplace, and a 10-year guarantee is offered. The company fully expects to have EN 1279 accreditation on the units later this year.

Each customer's design is bespoke, and the RegaLead design team is a valuable resource in helping create cost effective yet interesting-looking glass.

A range of 18 standard glass types are available, and virtually any bevel shape can be created as a centrepiece for the design. Although most customers have expressed a preference for brass sections, zinc can be used for a clean modern look, or traditional patinaed lead is another option.

As the panels are mass produced, there are certain volume restrictions. However, as orders from many customers are being consolidated, the volumes and lead times are much smaller than would normally be expected. Contact us for more details.



TUB THUMPING

American customers of RegaLead are increasingly using overlay materials to create stunning works of decorative glass in bathroom windows.

Many architects in the US are now specifying windows directly above bath tubs, and that leads to certain privacy and decoration issues as curtains or blinds are not normally suitable.



By using RegaLead's semi-opaque films, studios can create glass designs that provide the high levels of privacy required, as well as allowing scope for decoration.

One customer who has really captured the imagination of architects and house builders is Dragonfly Stained Glass Innovations in Kentucky. It has created dozens of designs ranging from the traditional to the contemporary.

RegaLead is planning a new marketing support package to back this innovative application of lead and films. Organised in conjunction with various glass artists, a brochure of designs should be available by the summer.



Exhibition News

1. Glassex March 2003

Launch of Custom Beveling service and new embossed films range. Also Accentrim™ tape application machine and demos of UV-Tek UV & Visible light adhesives.

2. Mir Stekla April MosBuild Moscow June 2003

Our first foray into the Russian market in conjunction with our Russian distributor, Bask XXI. The market is developing quickly for decorative glass as the window and door market grows. Russia is one of the few countries outside the UK where conservatories are becoming popular, so RegaLead's style of decorative glass and experience in this market gives Russia's new conservatory fabricators real added value.

3. Vitrum June 2003

Exhibited alongside Italian IG component distributor Neostucco, as well as gaining many interesting enquiries from the Italian market, we agreed distribution deals for several North African and Middle Eastern countries. The Italian market is very open to decorative glass, and fused glass has now become an established form of decoration for many doors and cabinets. This has now been modified for the UK market in the form of Fusion Tiles (see page 2).

4. St Just Open Day September 2003

St Just is world renowned for its range of art glasses, and RegaLead was invited to exhibit at its annual open day in October to show our range of Glass Bevels and our overlay system to some of the Continent's finest leaded light craftsmen.

5. Glasstec Asia October 2003

RegaLead took a stand in Singapore at the Glass Tec Asia show to continue our promotion of overlay in the developing Asian markets. RegaLead shared a stand with UK partners CADRAM which found a great deal of interest for its range of Resin Art Glass materials and equipment.

6. Windoor, Toronto November 2003

After an eight-year break, RegaLead returned to the North American exhibition circuit by attending at the major fenestration show in Canada. To follow up this success RegaLead has exhibited at Glass Build America and is likely to show at the AMD show this October in Utah.

7. GP&T, UK November 2003

This marked the launch of the Fusion range (see page 2)

8. Zak Glasstec, India December 2003

A first time exhibition for RegaLead in India was certainly a great success with hundreds of enquiries. We exhibited with our Delhi-based distributor First Formula Creations, who are also distributors in India for Cadram.

This year:

Glassbuild America March 10-12 2004, **MosBuild Moscow** April 7-10 2004, **Glass China** April 11-14 2004, **Mir Stekla Moscow** June 7-11 2004, **Glasstec Germany** Nov 9-13 2004



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