

NEW ZEALAND

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PIR CONSTRUCTION, RESIDENTIAL, COMMERCIAL & INDUSTRIAL DOOR NEWS

The latest news from Conqueror International Ltd



Conqueror factory expands to meet growing demand for PIR products Page 8

A special door for a very special home PAGE 2



Paul Kelly raves about new Efaflex door
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When only the best will do, choose Efaflex

The owner of this bespoke home in Red Beach, Auckland wasn't interested in compromises or anything other than the best when he went looking for a garage door to finish off his personal home. As the owner of a successful CNC shop which works for the likes of Americas Cup syndicates, his eye for design, function and quality borders on obsessive - which is why the only suitable door was an Efaflex SST oval roller door. The installation was challenging, but the client is absolutely stoked with the outcome.



EFAFLEX 
Safe High-Speed Doors

Low head-room made the installation difficult, but our Efaflex installation engineers were up to the challenge



The low-sheen brushed aluminium finish of the Efaflex SST oval roller door looks superb on modern homes

With construction commencing in late 2009, this Red Beach home is not only breaking new ground in the field of architecture but fully exploited the capabilities of CAD software and CNC technology in order to create a totally unique architectural experience. For a high-tech boundary-pushing project like this, an ordinary garage door just wasn't going to work so the owner chose an Efaflex, and couldn't be happier with the outcome.



Laser Sharp looks and performance

The Laser Electrical building in Blenheim Road, Christchurch, is a fine example of the might of Conqueror.

The building, which was completed last year, features both Conqueror roof and wall PIR panels.



Conqueror's Operations Manager Royd Stott says the clients were interested in creating a comfortable working environment, not just for the office part of the building, but the warehouse too. A product with excellent insulation qualities was a must.

"Through opting for Conqueror product they achieved a great level of insulation within both the roofing and wall cladding systems. Both products are renowned for their insulation values," Royd says.

The architectural appearance of the cladding was another drawcard, and the building has garnered the attention of many members of the public impressed with its aesthetics.

Conqueror's roofing panel offering was chosen not only for its insulation value, but also for its spanning ability and continuous sheet length advantage. Roofing sheets of 20 metres in length were used on this project. The panels span this length without any joins or central overlapping.

Conqueror has the ability to manufacture roofing panels up to 24 metres in length.

Mighty door for Mini

For a brand as cool as Mini, aesthetics are important. That's part of the reason they chose an Efaflex SST door for their wash bay at the Mini Garage, Newmarket. The other reason they chose the door is that it includes stainless steel hardware which is able to withstand the wash bay's high-use water environment. Goes to show you can have it all!

For examples of other special application doors available from Conqueror visit www.conquerorproducts.com



Moffat building a great example of large-scale PIR panel construction

Client: Moffat Group
Architect: Noel Strez Architects
Construction: HRS Construction.

The completed Moffat building, owned by Australasia's leading hospitality equipment suppliers, is testament to the benefits of using Conqueror product.

Moffat is a multi-national company that has established excellent credentials over the years. There was a need for Moffat's new Christchurch building (in the city's industrial estate) to be suitably top-notch. PIR product was deemed eminently suitable. In fact, Conqueror's PIR panel was cited as a 'must have' on the construction product list.

HRS Construction was called in to construct the company's new Christchurch factory, replacing a series of buildings damaged by the Canterbury earthquakes. The building was completed last year and is used for storage and distribution purposes, and for complex manufacturing. It comprises 1,500 square metres of office space on top of 12,000 square metres of factory.

HRS Construction General Manager and Director Andrew Marshall says PIR panelling has been used extensively, and features on the roof, walls and internal walls of the building. It was recognised that PIR would offer a stable working environment in terms of temperature control. Sound internal temperature control mitigates the effect of cold temperatures outside the building.

"From the outset the use of PIR will carry benefits simply because the building will be so well insulated. Plus, down the line, if the decision is made to introduce heating, this will be more efficient, once again because of the insulation quality of PIR."

"The company is also impressed with the fact PIR provides a clean internal surface within the building," Andrew says. Traditionally, netting and building paper would be used on internal roofing – there is no need when PIR panels are used.

"It is a massive project," he says. The building uses 15,000 square metres of roofing and external and internal cladding. In excess of 1,000 square metres of insulated roofing has been installed per day.

"PIR is a premium product, but the nature of the product means savings can be made in other areas," Andrew explains. "For example, with PIR comes increased roof span between purlins – more purlins are required when using traditional roofing methods."

"Using PIR is quicker and less labour intensive, although it does involve more craneage due to the expansive size of the panels. Roofers, however aren't on site as long, so overall there are gains to be made," Andrew concludes.

Being locally made is also a huge benefit.



Simple maintenance schedule saves big bucks

There is high-value in regular door maintenance; and Conqueror produces product worthy of that care and attention.

Conqueror's Commercial Door and Technical Manager Ray Jones says regular preventative care and maintenance ensures lasting safety and an extended operational life for doors.

"Our trained service technicians will help detect and minimise the wear on your door systems, caused by heavy usage every day. They will also advise of potential door misuse issues from a health and safety aspect as they may impact on the general public and employees," Ray says.

"Services can be tailored to clients' daily usage and requirements, which will ultimately increase the service life of their door systems and effectively reduce downtime and repair costs," he says.

Conqueror offers maintenance packages adapted to clients' personal inspection requirements, as required for all manual and power-operated doors.

Should servicing or repair assistance be required, a Conqueror team member will not be far away.

Conqueror operates a 24/7 service. **Just call 0508 999 000.**



Damaged your door? We've got you covered, anytime day or night

Conqueror's new uninsulated doors are the perfect blend of quality and economy

While Conqueror has always been at the forefront in the drive toward insulated doors, the company readily acknowledges there is still demand, in specific applications, for non-insulated product.



Great quality and competitive pricing has seen Conquerors new uninsulated doors become an overnight success

Conqueror National Sales Manager Brian Hill says that market research led Conqueror to the decision to invest in the very best technology available to create a door to compliment the Conqueror PIR insulated offerings. Conqueror's uninsulated Classic Range of doors is the result.

On offer will be three styles of door, in two finishes. One will be identical to the popular PIR door 'Velvet Finish', the other will offer what Brian describes as "Possibly the very best smooth finish on offer in non-insulated garage doors."

These will be available in both pre-painted steel and powder coat options. Already, orders for over 350 doors have been placed by building companies and developers.

"Given that Conqueror PIR Insulated Doors have raised the quality standards in the market, many customers are looking forward to the same quality being applied to the non-insulated door market – that quality had been slipping over the last few years."

Brian predicts the modern manufacturing methods and quality of components, coupled with the superior exterior velvet finish, will see these doors become the door of choice by quality builders and homeowners alike.

Fast company

Paul Kelly is effusive in his praise when it comes to his new Conqueror – Efaflex high-speed garage doors.

Paul, who is the owner of Christchurch's Paul Kelly Motor Company, has had two high speed Conqueror- Efaflex roller doors installed in his new 2,000 square metre service centre.

They were installed in early June and life then changed dramatically.

"My initial thought when I opted for them was that on a building that has cost approximately \$2 million, it was worth spending the extra on getting high speed doors. And that has absolutely been the case," Paul shares.

He says, however, he had no real concept of exactly what a great decision that was. Because the doors are high-speed he is now able to have his mechanical workshop functioning with closed doors. This is significant, he emphasises.

"We are in a service industry with 22 technicians on the floor so we have cars coming in and out, non-stop, all day. You could not, normally, run a high-volume mechanical workshop with the doors down. But we can, because we have these high-speed doors, and we have the appropriate ventilation systems. The doors auto-fire up and down, taking only 3.5 seconds to go from top to bottom of our full, container-height doors. They are very, very fast," Paul enthuses.

The day the doors were installed, he tells, it was about 3 degrees outside.

"Once we got them it was easy to forget how utterly, bitterly cold it can be in an automotive workshop. My staff, who used to be well rugged-up, now work in short sleeves.

"We have about 25 cars coming in here every morning. They have been driven here, so by the time they arrive inside our workshop their motors are like heaters. With our doors shut, the cars warm up our very large building.

"This has probably been the biggest surprise to us. We didn't realise what a difference the doors would make to our heating and therefore work environment. We are staggered. It is phenomenally warm and toasty."

"For 15 years my staff worked in workshop conditions perceived as normal – that is, with open doors. I look back now and think that is not the way to do right by people. It's not right for staff to be working in a building that is 3 degrees."

"If people query the cost of purchasing these doors, I now say 'ask yourselves...do you want your staff to be warm or cold,'" Paul says.

"The doors are also very quiet," he says, "And they look great." It's little wonder that more than one person has visited Paul Kelly Motor Company recently... just to check out the doors.

"They really are cool and do have a wow factor."

Paul encourages people to think beyond the commercial use of the doors. "Those building high-quality homes should consider this garage door option," he says.

"And, if I had built my new premises simply as a spec property to lease, I still would have put these high-speed doors in. Securing a tenant would never be an issue."

Paul tells how it has been a struggle to acquire new auto technicians in the past. Eight applied in the last month. He thinks the working conditions – courtesy of the high speed doors – have something to do with it.



***The Conqueror - Efaflex
high-speed roller doors have
revolutionised the Paul Kelly
Motor Company's work place.***

Occupant comfort leads schools to specify PIR insulated roof panel

Architects, specifiers, designers and builders throughout the country are increasingly communicating Conqueror product's availability and desirable qualities to their clients.

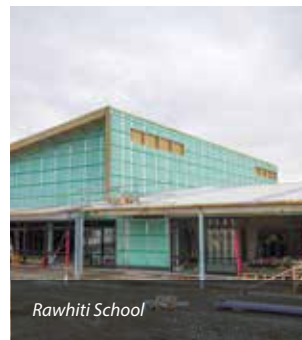
It has been used on many builds in Christchurch and throughout the country, and schools are amongst the latest projects.

Two Canterbury projects currently under construction are Waitikiri School and Rawhiti School.

Conqueror roofing panels are being used on both jobs, as specified by Hawkins Construction.

The roof panels' insulation qualities significantly influenced the decision. Both schools' roofs will feature a combination of long sheets of Conqueror insulated roofing panels, interspersed with Conqueror's tripple-skin translucent roofline systems, developed in conjunction with Alsynite.

The translucent panels have been incorporated into the design to allow natural light into the building.



Rawhiti School



Waitikiri School





Conqueror factory grows to meet demand

A recently completed 2,000 square metre Conqueror factory expansion will enable Conqueror to add to its current garage door product offering.

The expanded factory, which has been built from the company's PIR insulated wall and roofing panel, will enable Conqueror to soon offer the most comprehensive range of garage doors from any one manufacturer in New Zealand.

The addition of the new building increases Conqueror's Christchurch facilities to in excess of 8,000 square metres of factory space. This new addition is very necessary for Conqueror to be able to continue manufacturing efficiently to the very high standards the company has set for itself.

Conqueror Operations Manager Royd Stott says this goal was simply not going to be sustainable in the original 6,000 square metre space.

Work began on expanding the West Coast Road building in September 2014, before Conqueror had agreed to purchase High Speed Doors (HSD). There was, of course, always going to be the need for more factory space following that acquisition, Royd explains.

The additional space has now become home to two of the latest world-class design, complete manufacturing lines for a whole new range of garage door product. Line 1 is for a superior range of uninsulated sectional doors, and Line 2 for uninsulated residential and commercial continuous curtain roller doors.

The Garage Door product range now available from Conqueror includes:

- Efaflex –This German manufacturer is ranked number one in the world for high speed doors. There are no less than 53 special application door options, at operational speeds up to a staggering 4 metres per second.
- HSD roller shutters, uninsulated in sizes to suit most industrial openings. They feature many optional configurations and are available in both galvanised and powder-coat finishes.
- Conqueror 98mm industrial PIR insulated roller shutters, in sizes to suit the majority of applications.
- Conqueror PIR insulated residential sectional doors, with several architectural options.
- Conqueror classic series residential sectional doors in 3 different styles with pre-paint or powder coat options in a myriad of colours.
- Tilt door fittings, available in both track and jamb type for new doors or replacement hardware on existing tilt type doors.
- Insulated personal access doors to complement the Conqueror insulated wall and roof panel product.
- Roller grilles, custom built to suit most applications



German engineering leaves an impression on Conqueror's newest engineer

Conqueror owner Trevor Bills and engineer James Dixon have recently travelled to Germany to see first-hand the merits of Efaflex production.

The two have returned full of praise for the commitment to quality shown by this company, which is an unchallenged technology leader in the field of high-speed door manufacturing.

Trevor says the trip reaffirmed what he knew about the quality of Efaflex and reinforced the doors' superiority. The April visit was timed, he says, to suit a five-day sales course.

James says Conqueror's professional development policy enabled him to accompany Trevor to Landshut, a 45 minute drive from Munich.

"Travelling to the home of Efaflex had many advantages. It allowed Trevor and me to meet the staff members we communicate with on a daily basis, to view first-hand how they rigorously test their doors, and to deepen our knowledge of current and future products.

"The trip has improved my ability to give our customers the right advice first-time, while reaffirming what we already knew about the quality of the Efaflex doors," James says.

He says the company's commitment to quality through testing was hugely impressive.

EFAFLEX 
Safe High-Speed Doors



James learns about Efaflex products on his recent trip to Germany

STAFF PROFILE

Introducing James Dixon

James is a new-comer to the Conqueror stable.

He is a graduate of Christchurch Polytechnic Institute of Technology where he accumulated a number of qualifications relevant to his engineering role at Conqueror.

At CPIT he achieved distinction in the institute's Cad Diploma (Computer Aided Design) and holds three engineering certificates in the fields of Maintenance and Diagnostics, General Engineering, and Fitting and Machining.

Prior to studying he ran precision CNC machinery for a local engineering company.

James' daily duties at Conqueror involve Cad drafting of Conqueror's products including roller shutter doors, design and maintenance of Conqueror's factory facilities, and looking after technical information regarding the Efaflex doors.



The speed of the Efaflex High Speed Door is quite remarkable

PIR panel construction popularity booms



A groundswell of interest is being noted in Conqueror's PIR panels.

"Daily inquiries are now the norm, with an increasing interest being shown by architects and specifiers in both the PIR roof and wall panels," says Conqueror's National Sales and Marketing Manager Brian Hill.

"This is exciting and it's great to see the variation of inquiry, from the smallest jobs involving fencing to the largest, including hangers, abattoirs, factories, office buildings, vineyards and more particularly, of late, for modern energy-efficient homes"

"People are becoming more aware of the brand and like the fact it is a New Zealand-made alternative to other brands on the market."

"They like the fact it doesn't have to be imported, that we have much quicker lead times, and include, as standard, so many superior features," Brian says.

Conqueror's PIR panels are NZ made with an available length of up to 24 metres, thus minimising roof and wall joins.

"It's little wonder we are attracting such high interest given the product's superior spanning ability, coupled with the resultant savings."

"We have just confirmed a small order for a fencing project with 360 metres of our panel, such is the variety of demand. The product in this application looks good, yet it can also sustain very high winds which really makes specifying Conqueror product a simple task," Brian says.

A couple of the recently completed jobs featuring Conqueror's PIR roof and wall panelling include Waitakiri School in Christchurch and Air New Zealand's new hangar and training facility, located at Christchurch's busy international airport.

Architects are increasingly specifying the Conqueror roofing product, which Brian believes has been helped by the

Conqueror patented lap joining (clip-lock) system. The Conqueror patented roof panel clipping system removes the need for labour intensive, hand-applied longitudinal joint sealants.

There is also no need to close-stitch the panel lap at 300 centres with normal roof fixings, as is the case with similar imported product.

"Not needing to do this, we are informed by the most experienced roofers, saves up to a significant \$8.00 per square metre," Brian says.

Why Conqueror's PIR board is increasingly being seen as a product of high repute:

- Conqueror's PIR product is set for the future, positioned to meet future building regulations and other carbon-reduction programmes.
- PIR provides the 'green heart' to Conqueror's panels and boards as it is devoid of harmful substances or ozone depleting gases.
- The PIR core's insulation properties typically outperform similar products by more than 50 per cent.
- PIR roof, wall and ceiling panels are also praised for their inherent structural strength, speed of application, durability and ease of use.
- PIR board is increasingly being used as an insulating core on the floor of buildings. It is used as an insulation layer between layers of concrete, or with alloy foil cladding, or glued to existing concrete walls in older buildings to hinder heat drain.
- Conqueror offers optional PIR board cladding with alloy foil or Kraft paper in thicknesses from 50mm, widths up to 1200mm and lengths to suit, available throughout NZ.
- PIR wall insulation is now mandatory in all UK home-building projects as the standard and specified insulation.

When you gotta go...

When Jim Burrows goes shopping for construction product the road invariably leads to Conqueror.

Jim, who is a director of Outback Bathrooms Ltd, was already familiar with the merits of Conqueror before he, and his business partner, began producing towable bathrooms. He had opted for Conqueror garage doors on various house builds as he believes they are a market best.

However, it's Conqueror's PIR panels he is purchasing these days, thanks to a burgeoning interest in Outback Bathrooms' product.

Outback Bathrooms Ltd came into being in August 2013 as creators of KrappaTowa – marketed as the

ultimate in mobile bathrooms. The company also produces a modified version, called LovaTowa, which is suitable for people in wheelchairs. The panels used in the construction of these mobile bathrooms are exclusively Conqueror product.

"The panels are lightweight – only 10kg per square metre – which is important as our bathrooms are designed to be towable."

"The way the panels are manufactured suits our needs perfectly. For example, their male, female configuration means they slot together to suit the frames of our mobile bathroom units."

"They provide a smart finish and their insulation values are also what we are after – warm in winter and cool in summer," Jim praises.



Conqueror PIR panel turned out to be the perfect panel product for Outback Bathrooms to construct their innovative mobile bathrooms



To see Outback Bathrooms range of towables visit www.krappatowa.co.nz



Doors critical to process

HP Print's factory in Christchurch utilises a range of Efaflex high-speed doors to help control the print environments needed for a stable environment. Fast external doors help stop dust, debris and other foreign matter entering the factory by dramatically reducing the amount of time the doors are open. They're also insulated to help manage the temperature which is critical to the printing process. Internally the SRT doors help manage the atmospheric pressure between rooms which must remain positive to help the room vent. The team at HP acknowledge the Efaflex doors value to their operation - simply put they couldn't run without them.

24m PIR panels

Delivered anywhere in NZ direct from the factory

Conqueror's PIR factory can manufacture up to 24 metre roof and wall panels that can then be transported throughout New Zealand. Conqueror has all the required equipment to transport these panels from the Christchurch factory to South and North Island worksites and rooftops.

All the bells and whistles, include the trucking grunt of a 730 HP Scania, and the engineering wizardry of a Trombone, extendable trailer unit capable of transporting the 24 metre-long panels. (The company also owns two curtain siders for the delivery of shorter - up to 16 metres - lengths and PIR board).

Once on site, these expansive lengths of panel are transported to the rooftop by use of specialised suction equipment.

Conqueror owner Trevor Bills says an increasing number of customers are appreciating that the use of 24-metre roof panels means saying goodbye to risk associated with end-lap junctions. "Furthermore, the availability of these longer lengths brings significant cost savings. This is achieved through better design and construction efficiencies. The difference is incredible," he says.



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