

## January 2019 Newsletter of NRG Automation

NRG Automation are the UK's largest supplier of motors & controls for home automation including garage doors, blinds and shutters



### Latest News

#### Indutrade acquires NRG Automation Ltd

It proved to be a huge 2018 for NRG Automation finally becoming part of the Indutrade group on the 30th November 2018. Indutrade signed an agreement to acquire all of the shares in NRG Automation Limited, with annual sales of approx. GBP 5.0 million.

NRG Automation offer a range of gate and barrier automation solutions but



Indutrade's history dates back to 1978

specialise in the automation of garage doors, shutters and commercial shading.

NRG Automation will be part of Indutrade's UK company Ellard Ltd but remains autonomous within the group.

More information can be found here: [www.indutrade.com/about-indutrade/](http://www.indutrade.com/about-indutrade/)

### Indutrade in Numbers

200 +

Companies Acquired

6000 +

Employees Worldwide

31+

Countries, 4 Continents

£1.4+ Billion  
Gross Sales

Decentralised since 1978  
Indutrade acquires profitable,  
well managed companies

that we support and develop so that they can grow and be even better. The entrepreneurial spirit is kept and the acquired companies can

continue doing business as previously and keep their management, culture and names.

## New Bottom Slat Transmitter



## 5 Years Battery Life BST

We are about to launch a new Bottom Slat Transmitter (BST) with a choice of 1 or 2

Lithium batteries providing up to 5 years life. The new BST will be used with the upgraded N09 control panel that itself will feature some new key updates.

We've also removed the circular grommet and 6 external screws replacing these with a simple cable clamp and 2 securing screws. This helps make for a much simpler installation. Programming remains the same.

A new Anthracite colour helps the BST blend in with all door colours. Shipping will begin the 1st quarter of 2019.



## Training is important to us



### Importance of Product Knowledge

Product knowledge is the most important tool for closing sales. It instills faith, trust, and respect in the customer, which creates a positive customer experience. The importance of product knowledge represents itself the most in these situations. Product Knowledge will also help you pinpoint and solve problems during any installation.

Our newly refurbished training room offers the opportunity to focus on a single product or a range of core products used in your daily business; we can tailor a training course around your exact needs using real examples and experience.

This will help build trust between you and your customer whilst making the right long lasting impression.

Gaining confidence and strengthening your product communication skills will help boost enthusiasm for your products and services.

This will assist you to overcome objections using factual information gained from one of our courses.

Solid knowledge about your products coupled with your new confidence will provide that added advantage over your competitors or objections providing you with enhanced selling skills.

Benjamin Franklin  
An investment in  
knowledge pays  
the best interest.

Product training is an essential part of our company philosophy and has formed an important part of our sales offer for many years. During 2019 we will undertake approx 200

product training courses.

These are best served using our purpose built training room but, we are able to extend the offer of training to you at your premises or on site during any installation.

For more details please get in touch using the contact details below.

Training Courses 2019  
We will conduct more than 200 FREE training courses make sure you're on one of them

Contact: Kim Arnold in the Technical department to book your course.  
Tel: 0151 4248900

email your training needs to us:

[Technical@nrgautomation.co.uk](mailto:Technical@nrgautomation.co.uk)

Website:  
[www.nrgautomation.co.uk](http://www.nrgautomation.co.uk)

- New NHK Motor
- New Wireless Controls
- New Rollsafe Logo
- Smart Phone Control

elero



## NEW Wireless Handsets from elero GmbH

Mono, Lumero and Vario Comm hand transmitters including single and group versions.

The complete range will use elero's award winning bi-directional wireless system often used to extend the wireless range in commercial applications and provide feedback as to the position of a blind or shutter.

Programming remains the same as the current Proline 2 range and as they share the same radio protocol any mix of the two ranges is possible.

Wall transmitters are also available in single and 5 channel versions.

Available during the 1st quarter 2019.

## New Products for 2019



### New Limit Head Design

We were invited by a customer to submit a new design of our popular 50Nm 'econom' tubular motor to be used for roller garage doors. Our customer's brief included looking at ways we could increase the security fixings of the motor to the end plate.

Using the current 'econom' motor body, we were able to modify the motor limit head and produce a new motor. The newly designed motor was fully tested during 2018 and introduced to our stock programme during December.

The new limit head design permits the use of 4 number M5 bolts to secure the motor plate to the motor. We also changed the colour of the two limit screws making them both 'white' and easily visible for limit setting. The manual override mechanism remains the same using a 7mm Hexagonal shaft. The current range of 'econom' adapters all fit the new motor design and the motor benefits from the same 5 year product warranty.

### - ROLLSAFE -

Our new logo referring to all our radio control systems for doors and shutters. It's meaning is derived from the following:

ROLL -	Rolling door
SAFE -	Safety in conformity
Radio Waves -	Wireless technology

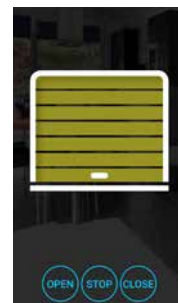


## Daisy Smart Phone Control

Having control over your door, gate, lighting or any other electrical device has been made easier with the introduction of Daisy - the home automation App for smart phones.

Daisy can work your door remotely and let you know visually the position of the the door using intelligent bi-directional feedback.

Available February 2019 for use with all Rollsafe products.



Do you have an interesting installation you want us to feature?

Why not share with us news of your installations? They could feature in our next newsletter or be a feature through our social

media channels. Send your story to: [sales@nrgautomation.co.uk](mailto:sales@nrgautomation.co.uk) and we'll take it from there.