



Homeview Windows & Doors

Increase Your Sales & Profit!





Overview

- The Homeview Commitment.
- How we will achieve this.
- Who are Homeview Windows & Doors?
- The Easy Sale.





The Homeview Commitment

- 1. Grow your business*
- 2. Be easy to do business with*
- 3. Be committed to the channel*
- 4. Make you more competitive*
- 5. Recognise your importance and status*

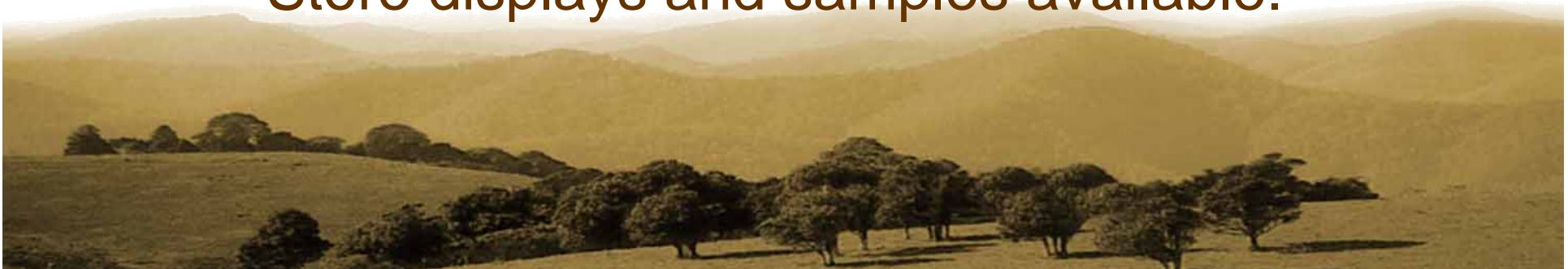




How we will achieve this!

1. Grow your business

- Provide a unique product bundle.
- Increase customer base through demand creation and lead referrals.
- Account plans focusing on growth.
- Early access to new products and systems.
- Store displays and samples available.





How we will achieve this!

2. *Be easy to do business with.*

- Dedicated Branch Account Manager with internal sales team back-up.
- Dedicated estimating team with quick quote turnaround times.
- Technical back-up.
- E-Business facilities.
- Staff and customer training.
- Dual calling site visits.
- Delivery confirmation calls.
- Site service rectification.
- Plan pick-up service.
- Free estimating service.





How we will achieve this!

3. *Be committed to the channel.*

- We sell indirect (we do not sell directly to the customer).
- Marketing support:
 - Product Catalogues
 - Website
 - Advertising
 - Design Advice
 - Energy Rating Advice (5 Star)





How we will achieve this!

4. Make you more competitive.

- Provide tactical pricing.
- Incentive programs.
- Quality timber products
4 timber species available:
Meranti, Western Red Cedar, KD Hardwood and Primex.
- Quality service.





How we will achieve this!

5. Recognise your importance.

- Priority supplier privileges:
 - including stock availability (if required).
 - access to new products.

- Industry information.





Who are Homeview Windows & Doors?

Homeview Windows & Doors are manufacturers of a broad range of quality window and door systems and is the wholesale division of Canterbury Windows & Doors. Homeview service a broad range of distributors, mainly along the eastern seaboard of Australia.

- 1944 – Started by Burwood Timber Mills.
- 1957 – Commenced “BARAP” roof truss manufacturing.
- 1960 – Started Trimview Windows on the site, jointly owned by AV Jennings & W. P. Fuller.
- 1983 – Changed name to Big J selling a broad range of building products, including timber, hardware, wall frames and trusses, kitchens, shower screens, windows and doors.
- 1987 – Homeview created to service country regions.
- 1993 – Big J was sold to current management.
- 1995 – Big J divested itself of retail stores to concentrate on timber windows and doors only.
- 1996 - Sydney office established to service NSW.
- 1999 – The Big J name changed to Canterbury Windows.
- 2003 – Companies new name “Canterbury Windows & Doors”
- 2008 – Homeview joins forces with Southern Star Windows.





Don't forget to ask;

“Can we quote your Windows & Doors!”

