

# Talbot Autodoors Newsletter

Issue: 1  
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## Talbot's First Franchisee Starts in the Western Sydney Region.

Talbot is very pleased to introduce Tek Temel as the company's very first Franchisee, taking over the Western Sydney region.



Tek started in November 2017 and has proven to be a great asset to the Talbot team; really upping the service offering we provide in the Western Sydney area.

The Talbot vision is to provide the business framework and systems to replicate the successful model of the Talbot Auto Doors business; with the business owner having direct dealings with our customers and taking a personal interest in servicing our clients in a responsible and ethical manner.

As the Talbot Business grew, Doug realised that the only way to maintain the service standards of a business owner working directly with his clients is to break the business down into smaller business units under a unified Talbot Franchising system.

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## Ten Years Service - Dimitri Samsonov



Dimitri Samsonov was recently congratulated on 10 years continual service working at Talbot Automatic Doors and Gates.

Dimitri started with the company when it was owned by Brian Talbot operating out of Miranda. He has enjoyed seeing the company grow with Doug and is one of the company's most trusted employees.

Dimitri enjoys solving complex problems and never turns away from a challenge. He is now a senior technician with excellent experience and specialist technical knowledge in the auto door industry.

Dimitri says "Working with Talbot has been the best job he has ever had and believes that the company is under excellent management"

Dimitri immigrated from Russia in 2002 and has settled well in Australia. He is married with one child.

Out of working hours Dimitri enjoys spending time with his family.




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## Talbot Accreditation Card

	
<b>Talbot Technician Accreditation Card</b>	
Approval Number:	<input type="text"/>
Valid To:	<input type="text" value="04/20"/>
Surname	<input type="text"/>
Given Names	<input type="text"/>
<small>This accreditation card certifies that the above named technician has completed the Talbot training program and gained certification to undertake service, repairs and installation work</small>	

Over the years we have approached TAFE and Fair Trading with regards to getting certification or licensing for our Auto Door technicians. Unfortunately we have not been successful as our industry is extremely small and specialised and does not fit into any specific category that already exist.

After completing the TAFE connect / disconnect qualification, a Tribunal against Fair Trading ruled that Doug could not be issued a connect dis-

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Accreditaion card-  
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connect license as our industry was not specified as those qualifying for this license under the ruling of the ACT.

Many of our technicians have electrical experience with process electronics and because this is low voltage electronics, in Auslralia an electrical license is not required. In many cases a qualified electrician has no experience with process electronics and requires extensive training to work in our industry.

With the increasing compliance requirements that building managers face, we have often been asked for a technician licence. Talbot has now introduced its own certification based on our extensive inhouse training program.

Talbot technicians are provided training on all the major auto door brands, and the various roller shutter motors and controlles and how to set the travel limits. The subject matter covers 26 areas of specialisation including a review of our OH&S requirements, the Auto Door Standard AS 5007 and our customers induction and compliance requirements.

The purpose of the card is to now provide our clients with the confidence that the Talbot Technician working onsite has been appropriately trained and does represent the high standards this company endeavours to maintain.

The card is dated and will have to be renewed ensuring that its holder is a current representative of Talbots and is updated with the latest technologies and standards.

## AADIF - New Chairman Appointment

Congratualtions on our Director, Doug Surmon being appointeded as the current Chairman of the Australian Auto Door Industry Federation (AADIF)

The AADIF is a National body that represents the manufactures, installers



and service businesses working with automatic doors in Australia.

The purpose is to promote safety and professionalism in the industry and about 10 years ago was instrumental in delveloping and implementing the Australian Auto Doors Standard AS 5007.

With Talbot Auto Doors being a responsible player in this industry Doug is keen to assist the industry further and support the AADIF in updating the standard and implementing new initiatives to improve the industry service standard and safety for users of auto doors in Australia.

## Talbot Trade Show:

Talbot will again be exhibiting at the Sydney home show this year to be held at the new exhibition centre located at Darling Harbour.

We are very excited to launch our new gate motors from Key Automation. These new style motors are intergrated with LED lighting , providing light to your driveways as you open and close the gates. The key system can also be intergrated to your mobiled phones through both blue tooth and your local wireless network.

We will be featuring our new and improved trackless bifold gate, a product that Talbots is now uniquely known for, plus our telescopic gates that have been accredited for there unique design and ability to easily be adapted to work as a triple telescopic gate.

We will again be exhibiting our DSH 250 sliding door system and DSL 100 swing door operator.

Come and visit us at Stand xxxxx from May xx to xx



## New Product Innovations - Trackless Bifold Gate

Talbot introduced the trackless bifold gate four years ago and are still currently the only company in Australia offering this solution. We have been perfecting the design of the gate so that it is now easy to install, reliable and looks good.

With the every increasing constraints in the property sizes and the growing need for off street parking; the trackless bifold gate with a swing arc of only 1/4 the driveway width has been the solution for providity security where no other gate design works.

The secret of the gates design is in making precicion engineering easy. The unique manufacturing process allows for the bottom mounted s/steel chains and cable sytem to turn the inner gate leaf 180 degrees while the oute gate leaf opend 90 degrees. The outer gate leaves can be automated by a standard swing gate motor allowing for a reliable automated solution.

For more information visit our website or search youtube for Talbot trackless bifold gates.



## NDIS Accreditation Accreditation number -----

Talbot Auto Doors is now successfully registered as and NDIS provider.

We have assisted disabled people in numerous homes with automated swing and sliding doors. Now as an NDIS provider these installation can also quality for government funding.

The service that could also attract funding will include the routine maintenance of the automated equipment installed.

Our automated door systems are also integrated with a wireless network and can work off an app. loaded on your mobile phone to open and close the doors.

Talbot Doors can assist with replace existing manual sliding doors with automated sliding doors and automating existing swing doors as shown in the picture below using a remote from a wheel chair to open and close.



## Talbot Automatic Doors and Gates - Our Service Offering:

Talbots is a specialist auto door service and repair company for commercial and residential clients . We strive to be a partner with strata and building managers in servicing and maintianing auto sliding and swing doors, car park roller shutters, sectional shutters, boom gates and swing and sliding gates. The company also maintains and replaces hydraulic floor and transom closures in commercial buildings.

We install automatic doors and gates for both commercial and residential clients with our own inhouse aluminium door leaf and side light fabrication facility and partner gate fabricators.



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The realities of that concept has now finally been put into practice with the most stunning success; and all thanks to Tek Temel, who has embraced the system and provided a service offering probably better than what Doug ever provided.

Tek's Talbot Franchise experience started when he realised that after worked very hard for a very long time as an employee in the service industry he really did not have anything to show for it.

"I loved my work, and enjoyed working with my team, however I only had a very small amount of the wealth I generated for the business.

It was time for me to venture out and tackle the daunting task of starting my own business.

Considerations and requirements that I thought about and listed included the following:

What services will I offer? Where will I get the product and parts? I need a van and some tools. Do I need some kind of work management/accounting software? How long will it take me to make a living? Will the bank give me a business loan?

I quickly realised it was impossible to start my own business without help.

Franchising would have been something I would not have considered before, but I decided to take a look around. I searched high and low, from coffee shop franchises to electrical service franchises. After many enquiries and meetings, for

many reasons the Talbot Auto Doors franchise was my choice.

After joining the Talbot team, I have never looked back. I now own my own area of Western Sydney.

Starting with a stream of steady work and planning on building the business even larger is something that would have taken years to accomplish if I started my own business, if I could get to that point at all.

My training was comprehensive, and the ongoing support is fantastic thanks to everyone in the Talbot team, all the way from the management, to individual techs.

I am impressed at the efficient work management software where the work appears and I complete jobs on my mobile phone.

When I need a second (or third) pair of hands on the job, I have a team of experienced techs that the management team has always made available for me. I have plans in place to get my son started to work with me on my franchise, adding to the capacity of my business growth."



For Franchisee opportunities please contact James Young at DC Strategy on 0404078782 or email : james.young@dcstrategy.com

## Meet the staff: Michelle Wharry - Administration Co-Ordinator



Michelle joined Talbot's in August last year, shortly before the retirement of Marilyn.

She is now the backbone of the day to day administrative operations of the company.

She has brought a tremendous skill set working with our new Simpro job tracking system and her friendly enthusiastic nature has already endeared her with many of our clients.

Michelle's interest include morning gardening and weekends away at her highland country cottage.

She really enjoys the Talbot work environment and working together with the other Talbot staff members.

Michelle finds Doug the owner of Talbot's to be a "strong leader and shows great passion; having a sound knowledge within the industry, which in turn makes it a pleasure to work alongside him".

"I admire the efficient way with which works are handled; always as a priority and attended to on the day of the request, a refreshing environment from previous experiences I have had".

For your next automatic door service request, call Michell on 1300560608