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HD SHARMAN LOOKS TO THE FUTURE IN ANNIVERSARY YEAR
Agricultural Buildings Show 2014, stand 2

HD Sharman, manufacturer of market-leading gutter-lining system Plygene Gutterline, this spring marks the product's 30th anniversary at the Agricultural Buildings Show 2014, announcing a number of exciting developments.

Sisters Lyn Hartley and Margaret Bullen have been joined by new managing director Mark de Rozarieux, who will be responsible for ensuring the ongoing delivery of the high quality, innovative products and excellent customer service that HD Sharman has become well known for.

With customer service at the core of their approach, Lyn and Margaret have been instrumental in establishing HD Sharman as a reliable, customer-centric company since they first introduced Plygene Silage Pit Liner for the agricultural industry in the 1970s. Since then, the sisters evolved the product to meet the needs of their customers and launched Plygene Gutterline in 1984, which revolutionised the way gutters are lined.

While still playing integral roles in the company, Lyn and Margaret have brought in managing director Mark to help manage an increase in demand for the company's products and to maintain high standards of quality and service.

Prior to HD Sharman, Mark held a number of senior positions within the building products sector, most recently at the PTP Group, owner of leading window timber brands Mumford & Wood and Timberwindows.com. One of Mark's goals during this 30th anniversary year of Plygene Gutterline will be to manage the expansion of HD Sharman's workforce and investment in its production facilities and offices in order to ensure that the firm is easily capable of keeping up with growing demand.

Commenting on his new role, Mark said: "In the 50 years that Lyn and Margaret have been involved in the business, they have successfully built up a company that remains true to its principles and puts customer service right at the core of its operation.

“Both Lyn and Margaret are well-known and highly respected within the industry, and it is a tremendous privilege for me to be able to work alongside them. My priority will be to maintain the exceptional levels of customer service on which the business has built its reputation.

“I firmly believe that by remaining true to Lyn and Margaret’s guiding principles, we can build on the success of the past and continue to grow the influence and application of Gutterline within the UK agricultural sector.”

In 2013 alone, HD Sharman delivered guttering solutions to over 500 customers across more than 1000 projects. It also launched product-specific quick response (QR) codes, enabling those installing its products to easily access the necessary information via any internet-enabled device while on site. The company is currently piloting an on-line quotation system designed to save on the time involved in the traditional “print and fax” method.

HD Sharman is the exclusive manufacturer of the patented Plygene Gutterline. It was the first company to create gutter-lining, and Plygene Gutterline remains the only product of its kind to be approved by the British Board of Agreement. It is guaranteed waterproof for 20 years.

Plygene Gutterline creates a waterproof gutter within a gutter, leaving the original structure untouched, eliminating the need for structural work. Pliable enough to mould to any gutter, regardless of structure, age or material, Plygene Gutterline can tolerate changes in temperature and building movement without splitting.

The firm has its roots in the agricultural sector, where it created the first silage pit liner and strip curtains, and both its Plygene strip curtain and Plygene silage pit liner will be on show at the Agricultural Buildings Show.

Plygene strip curtain keeps rain, draughts, birds and insects out of farm buildings, while still allowing easy access through wide entrances, and is available in both interior and exterior thicknesses and cut to any length.

Plygene silage pit liner enables silage production at an accelerated rate and without wastage, enabling the cost-effective production of silage for as little as 10p per ton. It is guaranteed for five years.

The HD Sharman team looks forward to meeting visitors to the Agricultural Buildings show on stand 2. For further details about the company, please visit www.hdsharman.co.uk.

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