

FOCUS®

Insulated Glass Door and Display Systems

 carona
GROUP PTY LTD



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PRESENTATION



FRESHMILK

ICE-CREAM

SERVICE

QUALITY

FOCUS[®]
on...

CHOICE

**ENERGY
EFFICIENCY**

FINISH

Focus on *Presentation*

Create a brilliant first impression with Focus. When customers walk into your store, they expect a crystal-clear view of the stock on display. A lot goes into showcasing your product. Getting the right lighting. Making it easy for customers to find the item they want.

The solutions to all these challenges come together in our glass display doors. Focus doors will complement the design of your store, and send a clear message that the products on display are high-quality. If you give your customers a better experience, you will influence them to buy more from your store, and more often.





FOCUS[®]

on...

Customers Welcome
Please Enter

MORRIS TAWNY PORT 12%
MORRIS TAWNY PORT 12%
10% MERE WINE 13%
10% MERE WINE 13%

7% 13% 15% 7% 6%

Focus on *Quality*

We know glass doors inside out. Focus draws on more than 35 years' experience in designing and delivering insulated glass door and display systems for retailers across Australia.

You can trust our products to last. We take pride in the quality of our work and test every door, panel and part thoroughly.

Hygiene is vital for food and beverage retailers. You expect surfaces to be germ-resistant, and easy to clean. Focus products are inspected for and certified by HACCP Certificate No. PE-37-CS-2F2-06. Our products are designed, built and rigorously tested to maintain a food-safe environment.





FOCUS[®]
On...

Focus on *Service*

When you deal with our staff, you talk to someone who has an interest in the company and wants to get you the best result for your business.

Whenever a store changes its fittings — including refrigerated display — you want to minimise disruption and downtime. We'll help you return to business as usual as quickly as possible:

1) Same day quote

When you give us all the details of your job, we'll give you a quote the same business day.

2) Quick dispatch

We keep large stock reserves of standard components on hand so that we can manufacture your order within five working days.*

3) Quick delivery

We have excellent freight links across Australia. Wherever you are, we'll get the product out to you promptly.

4) Personal advice

Our products are designed to be the most easy-to-use on the market. But if you do have any questions, just contact us. One of our team will be happy to help.



Focus on *Energy Efficiency*

Refrigeration is one of the biggest costs for Australian food and beverage retailers. Refrigeration often makes up more than 30% of business's energy costs. Energy consumption is not just a financial cost — it's a major environmental issue. Customers expect retailers to show leadership and innovation in cutting their energy costs, while still providing affordable products.

Open-fronted display cabinets cannot deliver the energy savings — or the environmental gains — that customers expect. Open-fronted displays chill the rest of the store. Expensive heating may be needed to bring the store up to a comfortable temperature. Major retailers are switching to glass doors to maintain temperature and keep stock fresher for longer.

Focus products help Australian stores cut energy costs for smarter, greener retail.



Insulation



Lighting



... BEER, TA... ON THE WALL, 43 BOTTLES OF BE...
... 39 BOTTLES OF BEER ON THE WALL, 43 BOTTLES OF BE...
... BOTTLES OF BEER ON THE WALL, 43 BOTTLES OF BE...
... BEER, TAKE ONE DOWN AND PASS IT AROUND, 43...
... 26 BOTTLES OF BEER ON THE WALL, 43 BOTTLES OF BE...
... BOTTLES OF BEER ON THE WALL, 43 BOTTLES OF BE...
... IT AROUND, 19 BOTTLES OF BEER ON THE WALL, 43 BOTTLES...
... OF BEER, TAKE ONE DOWN AND PASS IT AROUND, 19...
... 9 BOTTLES OF BEER ON THE WALL, 16 BOTTLES OF BEER, TAKE...
... BEER ON THE WALL, 6 BOTTLES OF BEER, TAKE ONE DOWN AND...
... N AND PASS IT AROUND, 2 BOTTLES OF BEER, TAKE ONE DOWN AND...
... TORE AND BUY SOME MORE, 39 BOTTLES OF BEER ON THE WALL, 2 BOTTLES

Beer

Longnecks

Cool Room (Hot prices)



Cool Room
Cold Beer
HOT PRICE



Insulation

Insulation is the first step in saving energy. The more effectively the cold is contained, the less heat is transferred into the case. The result: less heating is needed to keep the exterior free from condensation.

Layers of insulation are built into Focus products:

- Double and triple-glazed units use Super Spacers to cut heat transfer between glass panes.
- Metal kick-plates on Pedestrian Entry doors have foam-filled voids between panels.
- Door seals have three air-pockets between the door and point of contact.





Lighting

Show your stock in the best possible light at the most vital point. The right lighting creates a crisp, fresh impression that will catch your customers' eyes.

LED lighting is the best option. LED lights are perfect for refrigerated display — they work best when they're cold. At up to 120 lumens per watt, the maximum amount of shine on your stock. Focus uses only the latest and best-quality LED lights from GE and Phillips. Technology is evolving so rapidly that if you replace your old LEDs, you can increase your light output by up to 1,000%.

Fluorescent lighting can also be fitted by request. Fluorescent lights need to be kept warm to work properly, so Focus has created an energy efficient solution: the light is encased in a tough polycarbonate shell. It seals in the heat — saving energy — and protects the fragile fluorescent tubes.

Motion sensors are an optional feature on all Focus lighting systems. These sensors will dim the lightning when no customers are nearby — yet another way to save energy.



Focus on *Choice*

Whatever Focus product you choose, you can customise it to your exact requirements; from size right down to the type of coating.

Our staff will help you find the perfect blend of visual appeal, energy efficiency and labour-saving features.

Doors

Choose the best fit for your store.

	Glide Away	Auto Slider	Walk Thru	Alpha Insert
Space-saving door action	Y			
Sensor-operated for hands-free operation	Y	Y		
Hold open	Y	Y	Y	Y
Energy-saving materials	Y	Y	Y	Y
Pedestrian Access	Y	Y	Y	
Reach-in				Y



Features

Whatever your needs, we'll customise our products to suit.

Glazing	Single, double, triple or quad-glazed
Glass coating	Heat reflecting or anti-fog film
Finish	Powder-coated, bright polished silver, brushed or anodised aluminium
Colour	Unlimited colour options
Graphics	Add your logo or custom signage bonded during production
Size	Single or double-door (custom sizing available on request)



Lighting

LED or conventional fluorescent lighting — the choice is yours.

	LED lighting	Fluorescent Lighting
Average energy output	120 lumens per watt	50 lumens per watt
Average energy usage	14 watts (light + driver)	62 watts (light + driver)
Best operating temperature range	Cold -10 to 10° C	Warm 35 to 40° C
Protective casing required?	No	Yes
Upfront cost	Higher	Lower
Ongoing cost	Lower	Higher





Energy-saving glass display doors and inserts frames: a good fit for any store



**ALPHA GLASS
DISPLAY DOOR**



Easy to install

Alpha Glass Display Doors are all-in-one door and frame units designed to fit with any refrigeration system. Fully adjustable tensioning and hinges ensures that the door will close smoothly for a tight fit. They can be quickly adjusted after installation to fine-tune the alignment.



Money-saving

Alpha Glass Display Doors will save up to 62% of your labour expenses. Unlike refrigerated cabinets, Alpha Glass Display Doors allow your staff to load stock from the back. Automatic stock rotation. No double-handling. That means no stock left in the aisle. Your staff can also lock doors open with the touch of one finger, making restocking quicker.



Easy to maintain

Alpha Glass Display Doors are designed so that technicians can reach parts quickly, cutting downtime and maintenance costs. Heater wiring, hinging systems and gaskets — all can be replaced independently without removing other parts. Routine maintenance becomes a simpler job.

Chilled Wine

Ready to Drink

COLD DRINKS

ALPHA GLASS DISPLAY DOOR

Easy to use

Alpha Glass Display Doors swing to open so customers can easily reach the products they want. When one customer opens a sliding door, they block an entire display panel, and keep other customers waiting.

You can choose either a D handle or a full-length handle. Both are ergonomically designed to fit the aesthetic of your store.

Clear display

Light up your stock with the latest LED lights or fluorescent tubing. Alpha Glass Display Doors also feature anti-fog heating so your customers have a clear view at all times. On the inside, Focus's quality lighting and anti-condensation system will make your stock shine.





**ALPHA GLASS
DISPLAY DOOR**





Make the most of your retail space with sensor-operated doors that fold away





Space saving

Glide Away doors feature an elegant folding action: each door rests flush against the wall and takes up only 100mm of space per door. The doors open quickly and smoothly, leaving plenty of room to move through the doorway. When every inch of retail floor space is valuable, Glide Away is your only solution.



Energy saving

Cut costly air leakage with automatic-closing doors. No more coolroom doors left open. You'll save on refrigeration costs for the climate-controlled area — and save on heating costs for the rest of your store.



User friendly

Automatic-opening doors will make life easier for your customers and staff. Your customers will appreciate the convenience of carrying large purchases straight from the coolroom. Your staff will appreciate how easy it is to move stock quickly and safely.

Chilled W



GLIDE AWAY



Quick to install

All doors feature modular, fully adjustable parts so your door can be fitted and ready to use in a matter of hours. The more you cut disruption and downtime, the quicker you can be back open for normal trading.

Fit for purpose

For the shop-floor, we recommend the Glide Away with glass display panels, which offers maximum visibility. For backroom storage, we recommend a robust solid panel option for maximum durability.





GLIDE AWAY



*Achieve climate control and convenience
with sensor-operated doors*



LAGER ALL

An excellent choice with subtle
flavour and a crisp finish.



AMBER ALE

A classic beer with a rich
flavour and a smooth finish.



EXPORT

A classic beer with a rich
flavour and a smooth finish.



LAGER BEER

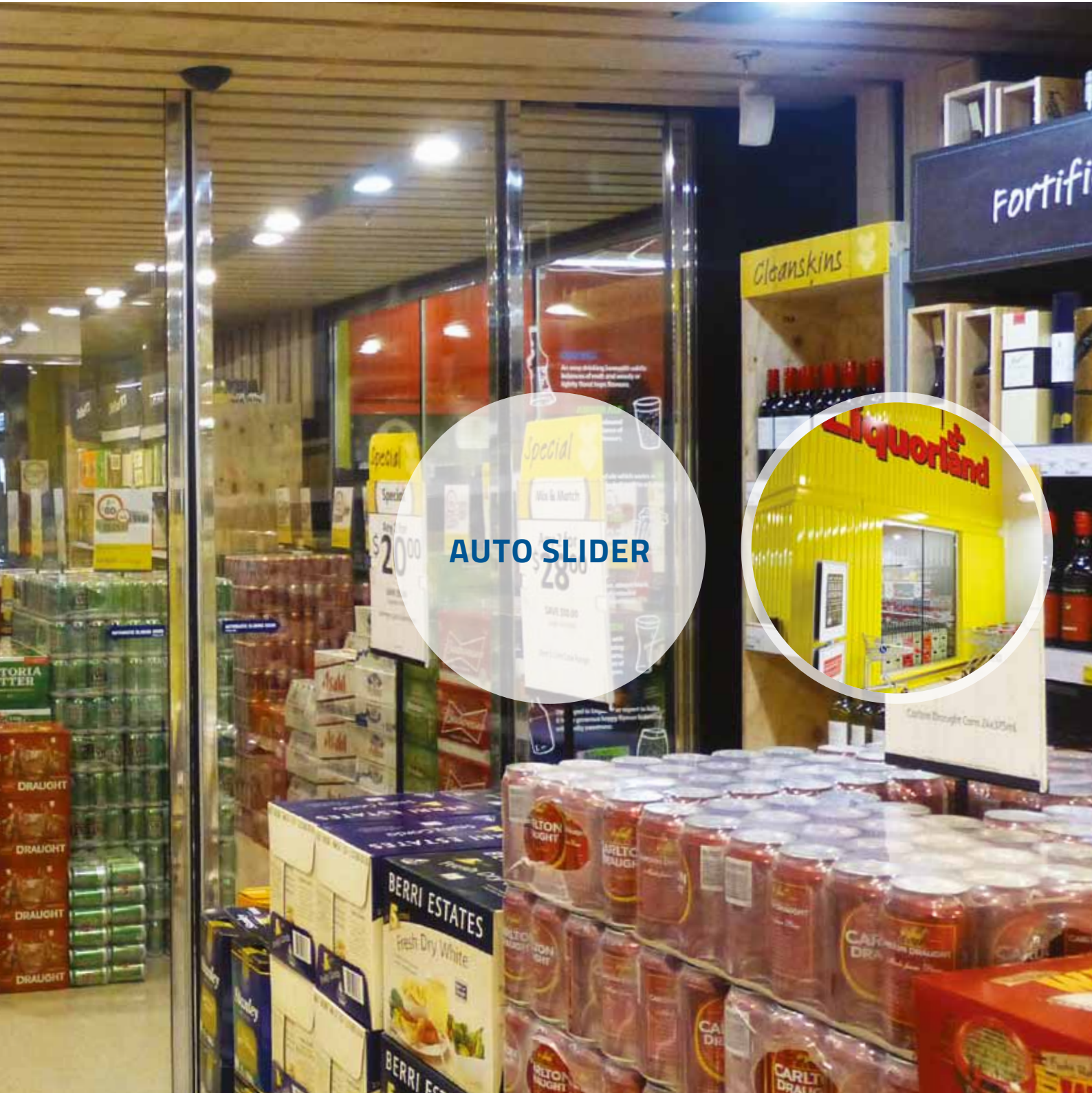
A classic beer with a rich
flavour and a smooth finish.



LAGER BEER

A classic beer with a rich
flavour and a smooth finish.

This is cool



AUTO SLIDER



User friendly

Auto Slider doors will make life easier for your customers and staff. Your customers will appreciate the convenience of carrying large purchases straight from the coolroom. Your staff will appreciate how easy it is to move stock quickly and safely.



Energy saving

Auto Slider doors feature sensor-operated doors with adjustable opening timer. Heat transfer between your cool room and your store is kept to a minimum. Auto Slider doors will cut your energy bill and maintain a comfortable environment for your customers.



AUTO SLIDER

Easy to install and maintain

Auto Slider doors' modular design makes them easy to install and adjust. From first installation and for the life of your door, Auto Slider doors are a convenient, low maintenance, reliable choice.





AUTO SLIDER



Discover the low cost, high-durability door



WALK THRU



User-friendly

The doors swing in either direction so your customers can move freely. For the times when customers are carrying heavy items, full-width push handles on both sides let them open the door hands-free (D-handles also available).



Convenient for staff

At times of high-traffic, or during a restock, staff can lock the doors open with one push of the finger. And just a gentle tug on the door will release the doors.



Built to last

Like all Focus doors, Walk Thru doors are constructed to outlast our competitors'. At the base of the door, stainless steel with insulating foam core protects the door from accidental knocks. Rugged, architectural-grade aluminium frames give the doors maximum strength.

Cool Room (Hot

BWS

Get Beer from the Cool Room!

\$14.20

BWB

Get Beer from the Cool Room!

\$41

COOLROOM
Cold Beer
**HOT
PRICE**

Push

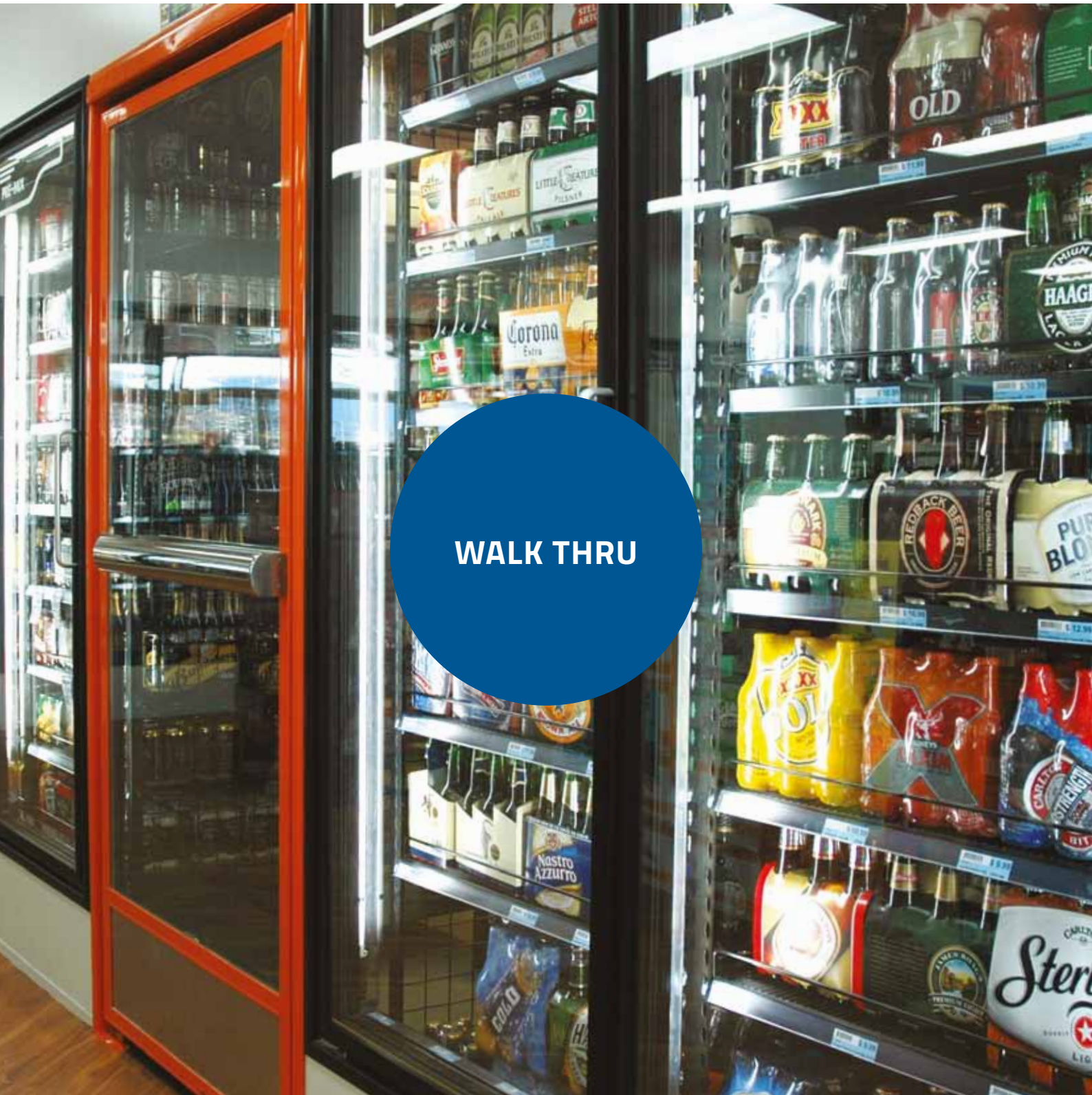
WALK THRU



Clear view

Walk Thru doors feature glass panels for clear visibility, anti-fog and anti-sweat heating. Better visibility means more security and safety; know who's on the other side of the door before you open it.





WALK THRU

Get a clear view of your stock



**VIEW PORTS
& PANELS**



Safe and secure

Install glass view ports or panels along a coolroom wall for easier monitoring of a wider area.



Welcoming for customers

If your store has refrigerated retail spaces, your customers will want to see what's inside. View ports and panels create a lighter, more inviting environment. Anti-condensation heating is included to stop condensation, so your view stays clear whatever the conditions.

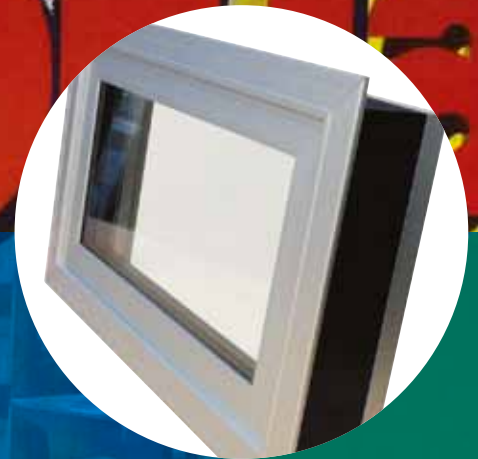


Quality finish

Slim-line framing and heated glass conveys that image of quality. With toughened-glass, your view port or panel is built to last.



**VIEW PORTS
& PANELS**



Energy efficient

Each panel can be double or triple glazed and includes air-void insulation to cut your energy costs.



We've helped you with refrigerated storage. Now we can keep your stock safe with durable shelving.



**STALWART
SHELVING**



Study and stable construction

High-density wire shelves add strength and holds your stock steady. Keeping your stock in position on the shelf creates a more professional image, and reduces the risk of breakage.



Gravity feeding (optional)

Shelves can be angled for gravity feeding so that stock moves to the front. There's no need to manually rotate stock — just add the guide rails for your product.



Easy to install

Our shelves feature an easy-to-assemble bolted design.

STALWART SHELVING

Cantilever

Give your customers a clear view of your stock. Shelves are supported from the rear, with no front post. This means that your customers can spot the item they need and reach it easily.

Four-post

Four anchor points for each shelf gives you the best combination of strength and display.



Stop wasting energy: fit Focus glass doors to your open display units

FROM THIS



**CONVERSIONS
TO GLASS
DISPLAY DOORS**

TO THIS



Minimise disruption

Start saving on energy — without having to redo your entire fit-out.

Energy efficient

Open refrigerated cabinets are a poor option. Stock is exposed to warm air from the rest of the store, so more energy is needed to keep stock cold. The cold air chills the rest of the store, meaning that you spend more on heating. Sealing in the cold with Focus glass doors can cut store heating costs by up to 50%. And you'll reduce the risk of food spoilage. Insulated glass doors eliminate the need for compromise.



**CONVERSIONS
TO GLASS
DISPLAY DOORS**



Choose your design

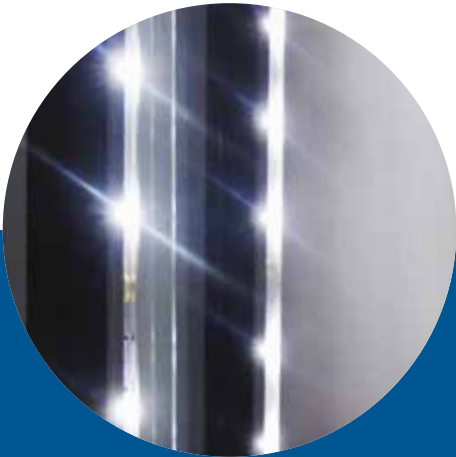
We'll match our products to the image you've chosen for the rest of your store.

We make doors, display units and shelving to your specifications



**CUSTOM MADE
SOLUTIONS**





Quality materials

Architectural-grade aluminium, polycarbonate lighting covers, and the latest in LED technology: we use the best materials for the job, because we know that's what will last.

Years of expertise

We've been in business since 1972, so our staff know display, storage and access inside-out. We'll listen to what you need, and advise you on what solutions will work best for you.



**CUSTOM MADE
SOLUTIONS**





Why choose Focus?

...We deliver a brilliant experience!

Your customer's experience: We present your products in the best light — showcasing the quality of your products.

Your staff's experience: Your staff will find it easier to handle stock, and easier to maintain Focus products, compared with our competitors.

Your experience: We offer fast, personal service with experts ready to give you sound advice.

Spare Parts

We keep a full range of spare parts in stock for all Focus products. We can also supply replacement parts for standard sliding doors. Whatever part you need, let us know and we'll despatch it to you.

Contact us

A Focus team member is ready to help:

Email: sales@carona.com.au

Phone: 1300 780 186

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 **carona**
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