

TALL STORIES

THE SKYSCRAPERS
SET TO DOMINATE
LONDON

inside

NEWS

The GAI
conference 2018

FEATURES

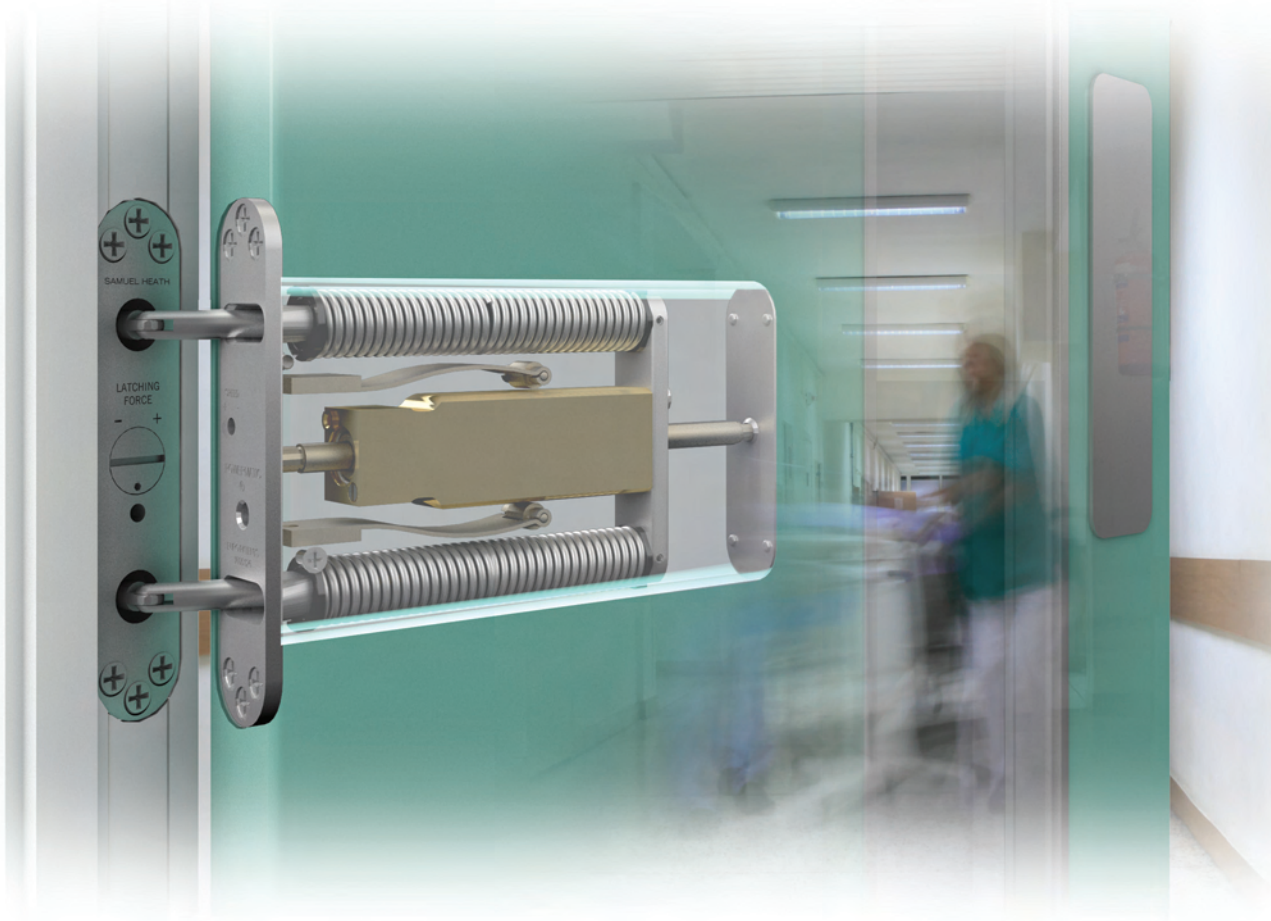
Promising
ironmongers
roundtable

Coping with
Carillion fallout



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aij is published by The Guild of Architectural Ironmongers.
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Telephone 020 7033 2480. Website: www.gai.org.uk

Although this magazine is the official publication of the Guild of Architectural Ironmongers, claims and opinions expressed by contributors and advertisers do not necessarily reflect the official view of the GAI. Copyright The Guild of Architectural Ironmongers 2007 ISSN 0959-986x

ARCHITECTURE PRIZE LONGLISTED



The Royal Institute of British Architects has released a long list of 62 projects vying for the RIBA International Prize 2018 – a biennial award that aims to set a global standard for architecture.

Covering everything from small housing projects to major new museums and office buildings, the list includes projects from 28 countries, by firms including BIG, Zaha Hadid Architects, Foster+Partners and Heatherwick Studio.

Somewhere among these 62 individual buildings are the four that will eventually be scrutinised by the 'grand jury' of judges.

There are nine categories of buildings embracing public and private offices, places of worship, private homes and museums, apartment blocks, assembly plants, buildings responding to

conflict and natural disasters, and new architectural landscapes.

Within these categories is a mosque on the fringe of Istanbul; a thatched visitor centre set in the sand dunes of Jutland (pictured above), from where millions of migrating birds can be observed; and a pair of 'vertical forest' apartment blocks in a revitalised industrial quarter of Milan created by Stefano Boeri and which graced the cover of the autumn 2017 issue of *A/J*.

The winner will be announced in December 2018 after the judges have selected a shortlist and visited each project in person.

The first edition of the prize was won by Grafton Architects, with its vertical campus for UTEC (Universidad de Ingeniería y Tecnología) in Lima, Peru.

NEW LOCKERS BRING CALM TO YOGA STUDIO

London yoga studio, triyoga, has installed lockers from Codelocks. The brief was for modern, simple and secure lockers that were hassle-free for members to use. Codelocks provided the KitLock KL1000 lock, a robust, easy to use electronic locking system specifically designed to provide keyless and coinless access.

Founded in 2000, Triyoga has become one of London's top destinations for yoga, pilates and treatments. With established centres in Camden, Chelsea, Covent Garden, Ealing and Soho, the latest addition in Shoreditch was designed by Aldworth James & Bond.

Before the KitLock lockers were installed, guests used coin-operated key locks and had to take their locker key with them to classes, often misplacing them. Managing locker keys for triyoga staff was often problematic. The KitLock digital cabinet lock is the ideal replacement for padlock locker mechanisms used in many gyms, spas and leisure centres. It uses a four-digit code instead of a key.

Triyoga members now have a stress-free experience without carrying locker keys or coins.

James Cannon, facilities manager at triyoga said: "We designed our centres to be slick, beautiful and at the top of their game, whilst offering comfort and convenience. The KitLock has allowed us to ensure this aesthetic goes beyond the studios and treatment rooms and into the changing rooms, much more in keeping with the quality expected from our centres."



ALLEGION SECURES MIDDLE EAST MANUFACTURER

Allegion plc has acquired door manufacturer QMI based in United Arab Emirates.

QMI is one of the Middle East's largest manufacturers of commercial steel and wood doors and frames.

Lucia Veiga Moretti, Allegion senior vice president and president of EMEA says the purchase is part of expansion plans. "With QMI, we're further expanding our code-compliant products to include doors in the Middle East-

ern market, while leveraging the strength of our existing specification writing capabilities and adding strong relationships across new build and aftermarket environments. All of this supports our strategy to accelerate Allegion's

growth in this fast growing region and EMEA as a whole."

QMI generated approximately \$24m in net sales for the 12 months ended September 30 2017. The business will operate in Allegion's EMEA region.



DORMAKABA GOES ON TOUR



dormakaba has launched a mobile showroom providing a look at its comprehensive access products portfolio. Visiting specifiers across the UK and Ireland – the mobile showroom offers an opportunity to gain product insight, and demonstrations of all of the components.

The new mobile showroom features automatics, door hardware, mechanical key systems, access control, lodging products, electronic access and data, interior glass systems, and safelocks and is permanently touring locations around both countries.

The mobile showroom follows the launch of the virtual reality dormakaba 360° City app. Already the recipient of industry accolades including the German Design Gold and Red Dot awards in 2016, the app – which is available via iOS and Android – allows users to take a virtual tour of the company's portfolio of products with detailed information and in-situ images.

To book a visit with the dormakaba mobile showroom, email: showroom.gb@dormakaba.com or call 01462 477600. For more information on the dormakaba 360° City app, visit www.dormakaba.com/360-city-en

■ SECUREFAST ACADEMY INTRODUCES FREE TRAINING DAYS

Securefast plc, access controls and security system provider, has announced a series of introductory training days, which are open to all industry personnel involved in the supply or installation of access control and hotel locking systems.

Of particular benefit to sales teams, specification staff and installation technicians, these free, half-day training courses will focus on an individual topic. Topics include: 'the introduction to access control' covering operating programmes, types of systems and the various forms of electric locking; 'training for hotel locking' explores how hotel locks operate, suitability and applications and types of systems to suit individual requirements;

'the introduction to network success control' encompasses key areas such as the types of systems available, when and where they can be used and how to quote for the most effective system.

The Securefast Academy has secured the services of industry experts to deliver the training days which will be run at the company's head office in Cannock, Staffordshire from 10am to 2pm, with lunch provided, on selected dates from February through to November 2018.

For further details of topics and dates visit the Securefast website at www.securefast.co.uk or to book your place call 01704 502801.

■ INDUSTRY EVENT WILL DRAW ARCHITECTS AND MORE

ArchitEx 2018, is set for its third successful combination of conference and exhibition next month. The Annual Exhibition, Conference and Networking Reception for the UK architecture and building design industry, being held at St. George's Hall in Liverpool, has 24 speakers lined up to talk at the conference including, policy experts and industry award winners. Topics to be addressed include sustainability, technology, design, planning and construction, with case studies.

The event also includes an exhibition with stands from architects, specifiers, building designers, planning authorities, construction firms and more. There will also be a drinks reception on the evening of the second day. www.architex2018.co.uk
info@architex2018.co.uk

■ FIRE DOOR CPD FOR CARE HOMES

HOPPE (UK) is offering free CPD seminars to care home staff to ensure their knowledge on fire doors is current. The firm recently delivered its fire door CPD presentation to Polestar, a supported living provider in Birmingham.

Polestar offers supported living to deaf people with long term mental health issues and complex needs. The home has six flats that allow tenants to live independently accessing any support they need.

Although Polestar does not own the building as a Care Quality Commission (CQC) registered care home, it has a duty to carry out its own health and safety checks. After its most recent assessment, Richard Charles Jones, the administrator at Polestar, decided it was time to improve staff awareness of fire doors.

The session was delivered by Andy Matthews, head of sales at HOPPE (UK), alongside a member of staff from Polestar who delivered the presentation to deaf members of staff using sign language.

Charles Jones said: "All of the staff now have much more awareness about all of the different elements that make up a fire door and what issues can stop a fire door from working which will help us be more aware of what faults to look for so that we can report it to the landlord."

HOPPE (UK)'s RIBA approved seminar covers: the role of fire and escape doors; the appropriate hardware to use; maintenance and inspection of ironmongery on fire and escape doors and the consequences of ignoring risk.



DOORS TAKE STARRING ROLE

The former Denham Film Studios in Buckinghamshire has been converted by developers Weston Homes into apartments. The developer specified from doorset manufacturer ABL a wide range of cutting edge door designs in the modern finishes that would complement the development's retro aesthetic, including 30-minute fire-rated doors for apartment entrances.

"It was incredibly important for us to achieve an effective balance of modern functionality and old-style glamour," says ABL's MD Andy Williams. "The flat entrance

doors needed to be Secured by Design accredited FD-30 fire doors that would function brilliantly yet look refined to suit their surroundings. We opted for CE-Marked Astra 3000 closers to avoid the obtrusive institutional look of an overhead closer."

In its 1940s and 50s heyday, Denham Studios was a thriving film production studio producing classic British films such as *Brief Encounter* and *Great Expectations*. The site has now been developed to provide 154 apartments and 70 family townhouses.

DOOR FITTINGS MARKET SHOWS SLIGHT GROWTH

The UK market for door and window fittings grew by around 3% in 2017 according to the latest data from AMA Research.

Polarisation is a key feature with at one end high value, high specification products and low cost, basic product ranges at the other end – with the lower value sectors of the market experiencing

significant downward pressure on average prices due to increasing import penetration.

There has been little change to the product mix. Locks and handles represent the two major product sectors, accounting for over half of the fittings market, although mechanical locks have lost some share as electronic locks become more widespread. Door closers now account for an estimated 15%, having shown stronger than average growth.

Order the report online at www.amaresearch.co.uk

AIJ PEOPLE

ABLOY UK enhances expertise with new appointments



From left: Duncan Rigby, Geoff Bowers, James Harvey

Abloy UK has appointed three new members to its team: Duncan Rigby as technical sales and specification manager; Geoff Bowers as systems integrator channel manager for the North; and James Harvey as CNI market development manager – transport.

Director to take Axim to new heights



TPG, The Parkside Group Limited has announced that Richard Reeve, sales director will be exclusively looking after one of its major divisions, Axim Architectural Hardware.

Richard has been with TPG for 15 years and is excited to take the leading hardware brand to even greater heights.

Allegion makes two new appointments



Allegion UK has appointed Andrew Shaw as architectural consultant for its UK and Ireland businesses to build and strengthen relationships in specification.

Andrew joins Allegion UK following more than 20 years of experience in architectural sales in the construction industry.

At Allegion, Andrew will consult with architects, clients, quantity surveyors, project managers and facilities management teams to

provide ironmongery schedules ensuring that building standards are met and that products are selected to match the requirements for projects.

Andrew will also be responsible for providing CPD seminars.

Allegion has also appointed Karen Trigg as business development manager to develop and strengthen new and existing business opportunities in the South East.

Growth for GEZE UK

GEZE UK has expanded its service division and created six supervisor positions to work across its regional offices.

The field operations supervisors' key role will be to support engineers in the field.

The new supervisors include: Julio Meneses, Chris Boulton, Matthew Lovatt, Gary Wootton, Ian Fletcher, and David Yearnshire.

Geze has also appointed Martin Revie as general manager for GEZE UK in Scotland. The appointment is part of a strategy of planned growth and expansion north of the border, Martin is overseeing a number of changes at GEZE UK's Scottish HQ, in Cambuslang, including a redesign of the existing factory and the installation of new equipment.

Carlisle Brass appoints SW manager



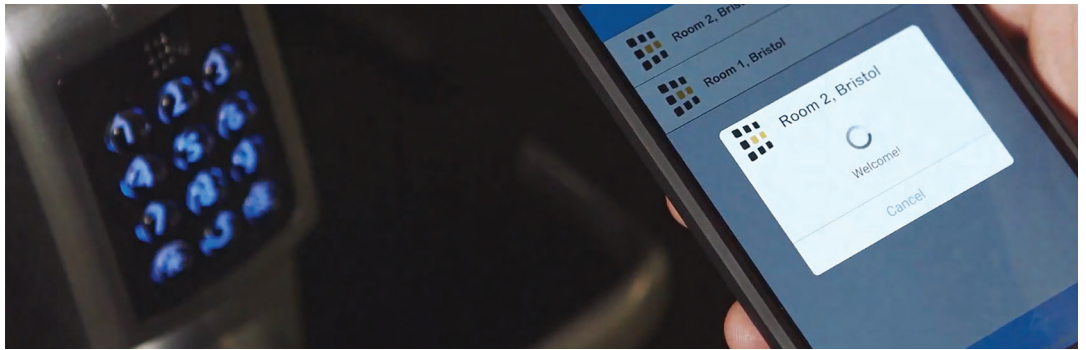
Richard Lawes has joined Carlisle Brass as area sales manager for the South West region.

Richard has more than 30 years sales and management experience in specifying and selling hardware to architectural ironmongers, locksmiths and door manufacturers. He has a proven track record selling market-leading security brands in the south west.



New roles at GEZE. From left to right: Ian Fletcher, Julio Meneses, David Yearnshire, Matt Lovatt, Gary Wootton and Chris Boulton

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ARCHITECT'S ATTENTION TO DETAIL SPREADS TO HARDWARE DESIGN

Custom door handles, intelligent glazing and sliding doors are just some of the interior details being applied to Japanese architect Shigeru Ban's Terrace House for Vancouver, set to become the tallest hybrid timber structure in the world once complete (pictured).

Ban's residential tower is expected to reach 71 metres at its tip – a feat that its developers Port Living say will make it the “world's tallest hybrid timber structure”. The building will comprise an outer frame of timber and glass top, paired with a concrete and steel core.

The building on Vancouver's waterfront will provide 20 luxury residences, featuring a simple and neutral palette, and custom door handles, cabinet pulls and millwork all designed by Ban.

Nearly half of the apartments will occupy an entire floor. Three homes will be spread across the top seven floors

as the timber structure tapers upwards. Residences in the gabled structure at the top will be detailed slightly differently, exposing the wooden structure. Winter gardens at the front will be encased in electronic, motorised glass-sliding panels, which the developers describe as a world's first “pioneering design”.

With prices starting at \$3m (£2.2m), the luxury residences will also be detailed with smart technology, glazing chosen to protect art collections from sunlight damage, and in-floor heating and cooling systems.

Ban first unveiled his design for Terrace House last year. The building is set for completion in 2020, and it will mark the architect's tallest design to date, as well as his first in Canada. This is not the first time Ban has experimented with wooden construction: – the most notable feature of his first building in Switzerland is its exposed structural system made entirely of timber.

DALE HARDWARE AND EXCEL ARCHITECTURAL HARDWARE JOIN ASSA ABLOY

ASSA ABLOY has acquired Dale Hardware and Excel Architectural Hardware as part of its acquisition of the Progress Ventures Group. Dale and Excel are the suppliers of architectural hardware to builder's merchants in the UK.

Both Dale & Excel will continue to operate as autonomous businesses as part of ASSA ABLOY Security Solutions, retaining the existing commercial and operational team. Existing customer contact points remain unchanged.

Dale was established in 1974 and has its headquarters near Leeds. The business employs approximately 70 employees and 2018 sales are expected to reach around £19m.

Excel established in 2012 is a distributor – most notably of Scrigno, Frascio, Masterlock and its own brand.

FENSTERBAU PROMISES SELL-OUT SHOW

Over 100,000 visitors will head to Nuremberg this month for the biennial Fensterbau, one of the world's leading shows for the window, door and façade industry.

Thousands of exhibitors will be displaying new products, innovations and cutting-edge technologies and this year's event also includes a dedicated Architects' Area and numerous special shows. A new forum on current industry issues will be held

at the show; topics will include: digitalisation in the trades; building automation; safety and practical tips for trades people. Experts will explore these and other topics in TED-style presentations over the course of the show. An adjacent Job Board will bring together employers and potential recruits.

Other new events include Windows & Doors 4.0, a show by NürnbergMesse and ift Rosenheim that will address

simple planning, assembly and configuration of electronic components and the use of smart home technologies.

The Innovation Award for Architecture + Window Door Façade, awarded by the AIT and xia Inteligente Architektur magazines to Fensterbau Frontale exhibitors, will be presented during the show.

Windays Light, a series of seminars on 'Innovations from Switzerland', organised by the

University of Applied Science in Bern and a number of Swiss industry associations, will be presented, as part of the Taste of Windays event series.

The fensterbau frontale will take place on four days from Wednesday 21 March to Saturday 24 March 2018 in Nuremberg.

For more information, to exhibit or register to attend visit www.frontale.de/en



BIRMINGHAM STUDENTS OPEN DOORS TO NEW ACCOMMODATION

The University of Birmingham has created new student accommodation with Chamberlain Hall – part of the Vale Village scheme.

The new development replaces the 50-year-old Eden Town, known as High Hall and its associated wings, with new purpose-built accommodation comprising a 21-storey tower block and three low-rise residences.

It provides a home-from-home for 725 students in either en-suite study bedrooms in clusters of five or six, which share a kitchen/lounge – or self-contained studios.

Students living in the tower benefit from lake-side views across the Vale, a Grade 2 historic park and garden, and those on the upper floors enjoy vistas right across the city. The three low rise blocks have been designed to sit at an angle maximising views across the Vale.

GEZE products were used throughout the development. Every bedroom and circulation door, more than 800 in total, is fitted with a TS 3000 EC.

This surface mounted door closer has a low opening force, requiring less energy to open it.

It adheres to strictest safety standards, features an adjustable hydraulic latching action, closing force and closing speed, and also

incorporates a sleek guide rail rather than an obtrusive arm to make it a safer choice for residents.

Kitchen Doors were fitted with the TS 4000 EFS – a pinion toothed door closer with free swing arm function which enables people to go through the door while applying little physical force once the door has been initially opened. It has an electro hold-open function which ensures safe closing of the door in the event of a fire.

TS 5000 E closers were fitted to lobby doors. They are fitted with electro-mechanical hold-open devices which are released in the event of a fire, closing the door safely. The TS 5000 E is suitable for doors up to 1400mm in width and has adjustable closing force, size EN 2-6, adjustable closing speed, hydraulic latching action and hydraulic back check.

Fifteen GEZE Slimdrive EMD-F electro-mechanical swing door operators were fitted to entrance doors and rooms for disabled students.

They are almost silent in operation, with the capacity to move large and heavy, single leaf doors with ease. The durable Slimdrive EMD-F operators are ideal for areas of heavy footfall such as student accommodation.

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GAI TALK ANGIE CORKHILL

// As we enter the new financial year, we look forward to another great series of events and discussions for our members. I'd like to encourage all our members to get involved with our activities.



After postponing the IAI AGM 2018, we are now pleased to announce the new dates, 27th-28th April 2018. We hope you are all still able join us in celebrating the upcoming IAI chair and the outstanding achievements by some of our members. We're also proud to

announce the launch of GAI Conference 2018 being held at DoubleTree Hilton Hotel, London on Friday 18th May. We have an array of thought-provoking presentations by industry experts and a gala dinner.

The next high-profile event is the GAI's Specification Awards. Run every two years in conjunction with the RIBA, these awards are unique in recognising both the architectural ironmonger and the architect in the complex and often very beautiful projects that show off the genius of well-specified door hardware. We're just about to launch the nomination process. Look out too for a brand new category covering the best new product or innovation. We hope that with the introduction of this new category, it will further expand the reach of the awards. The nominations will open in August and the winners will be announced at an event in March 2019.

If you have members of your team studying, you'll know that this year's students will be taking exams in June and I wish them all the very best of luck. Please also remember that enrolments for the Foundation in Hardware are open all year round. This online course delivers a comprehensive introduction into the architectural ironmongery industry and could benefit anyone who is working with door hardware, from architects and technicians to builder's merchants staff and trade counter assistants. Head to our website to find out more.

The GAI is committed to delivering member value and will be working to evolve the organisation to offer the most relevant products and services to support your business. Member feedback is important to us and I welcome your views and suggestions on how we can continue to develop and improve for the benefit of the industry and all its clients.

Angie Corkhill
Director

LEGAL AND TECHNICAL UPDATES PUBLISHED FOR DOOR HARDWARE SPECIALISTS

Door and window hardware specialists can now benefit from two new technical briefings from the GAI.

'The GAI Guide to Door Closing Devices' is designed to give architectural ironmongers, architectural technologists, designers and specifiers clear guidance on how to specify and supply door closing devices for self-closing fire doors. It covers the role of a door closer, CE marking, permitted power sizes and functions, fire testing and third-party certification.

Door closing devices are an essential part of the ironmongery specification on any door. They are required for various applications including privacy and security but above all to keep a door in its closed position fully into its frame in the event of fire.

The other new technical briefing, 'GAI Guidance on Rebranding', outlines the changes from the Group of Notified Bodies' interim guidance document released in November 2017. The guidance marks a change in Construction Products Regulation policy regarding the use of notified body certificates by any manufacturer that rebrands another's products.

The Guild has created its technical briefing to outline these changes and to give clarity on definitions to members.

Both guides have been created by the GAI technical manager, Douglas Masterson, and add to the Guild's 31 strong technical briefing collection.

Douglas said: "The Guild continues to produce and update its technical briefings as part of its commitment to providing high quality technical advice to members. It is important that ironmongery professionals continue to keep up-to-date with the latest industry standards and best practice in order to pass on the best service and advice to their customers."

In addition to these two new briefings, the GAI has also updated its existing briefing, "Spring Hinges", which looks at the clarification on the usage of spring hinges on fire doors.

To access the latest technical briefings, go to the membership area of the GAI website:

www.gai.org.uk

For further information, contact Douglas Masterson on technical@gai.org.uk.

GAI WELCOMES HACKITT RECOMMENDATIONS

The GAI has welcomed the findings and recommendations of the Independent Review of Building Regulations and Fire Safety and Dame Judith Hackitt's interim report, 'Building a Safer Future'.

Of the views put forward to the Hackitt review by the GAI earlier this year, several of its ideas are mentioned in the interim report, including the potential reintroduction of the Clerk of Works role.

Douglas Masterson, GAI technical manager, says: "This was one of the GAI's key recommendations, as a better regime of inspecting the installation of fire doors and ironmongery on site by a trained professional who is aware

of many of the regulations and standards as well as how their application would eliminate many of the current gaps in fire safety."

In the stakeholder evidence section of the interim report, Hackitt specifically discusses ironmongery and repeats the view that "many products are tested totally in isolation and do not account for the interaction with other elements. For a fire door to function, all of the components (seals, glazing, ironmongery) must



Previous Winner of Winners

PRODUCT INNOVATION TO BE RECOGNISED IN SPEC AWARDS

Innovative product design will be recognised in a new category at the next GAI/RIBA Architectural Ironmongery Specification Awards.

The 'Best New Product: Design and Innovation' category has been created to celebrate new door and window hardware product, allowing advancing technologies to be fully showcased and recognised.

Products using new methods of manufacture, a new design concept or displaying originality of thought would be eligible. They could also show a unique

way of using a material, a new solution or a new design.

This category is not limited to mechanical products. New innovations or technologies in access control, door automation or any field allied to architectural ironmongery could also be submitted.

Projects can also be nominated for: residential; commercial and hospitality; public sector health and education buildings; and international projects outside the UK and Ireland.

Architects, specifiers, building contractors, clients and their architectural ironmongery advisers and suppliers can nominate projects for the 2018/19 awards from August 2018. The projects or products must be either completed or released on to the market between 1 October 2016 and 30 September 2018 to be eligible for entry.

For each category in the awards there will be a winner, second and third place. The judges will also decide on an overall 'winner of winners'. There is no limit to the number of entries. The first entry from a GAI or RIBA member is free of charge.

Check Twitter (@gai_uk) for entry date updates.

NEW CPD OFFERING FROM THE IAI FOR 2018

A range of new CPD seminars has been launched by the IAI for 2018.

There are 18 new CPDs being released throughout the year developed by the IAI and GAI and other contributors including Secured by Design, Fire Door Inspection Scheme (FDIS), Exova Group and the Copper Development Association.

Mario Del-Signore, chair of the IAI, said: "RegAIs, demonstrate their commitment to maintaining high levels of technical knowledge through the IAI CPD programme. These CPDs will help Institute members to stay at the top of their game and to ensure they provide their customers with quality technical advice and product knowledge."

The IAI offers 60 seminars and videos to the IAI branches across the UK, Asia and the Middle East.

See the full CPD programme at www.gai.org.uk/iai/regai-cpds

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be compatible. Many lack a formal process to check that products are as originally specified, or even whether the products that are delivered to site are as specified."

In the GAI's submission to the review, it called for both fire door inspections and third-party certification of fire safety products to be mandatory and for fire services to be more involved in the sign-off of buildings.

The report also addresses the industry-wide issue of 'value engineering'. Masterson says: "The GAI and its members would welcome any change to existing value engineering practice. Ironmongery, which is one of the last elements fitted to a building, is often at risk of being substituted and not always to an equivalent standard. This creates potentially fatal fire safety issues."

The issue of a better qualified supply chain was

also raised in the report, with a clear recommendation that those working on the design, construction, inspection and maintenance of complex and high-risk buildings are suitably qualified.

Masterson commented: "We totally support the development of a more joined-up system covering all levels of qualification in relevant disciplines. The GAI's diploma and RegAI CPD programme demonstrates an individual's ability to specify architectural ironmongery to a high level."

The Independent Review has also said that during its next phase of work it will conduct further research into the potential for BIM to improve the documentation and handover of essential fire safety information.

The GAI has released 35 BIM product data templates to members.



Post Grenfell interim report includes GAI recommendations

IAI AGM LINE UP PROMISES BUMPER INDUSTRY WEEKEND

The AI industry's finest minds will gather next month for the annual IAI AGM where the best in the industry will also be recognised in the annual awards.

The event takes place on 27th-28th April at the Copthorne Hotel, Merry Hill. The awards will see presentations in four categories.

The IAI Fellowship Award is given to an individual who has shown a longstanding and ongoing commitment to the IAI over at least 10 years, and who is still actively involved within the industry and Institute.

Last year's winner was Peter Haywood, former area sales manager for GEZE UK where he worked for 17 years before his retirement at the end of 2016.

The Paul Lewis Award for Customer Service is given to an individual, group or company that has made an outstanding commitment to customer services throughout the year. The 2017 award went to Paul Barrows, commercial manager for UK and Ireland for Assa Abloy Security Solutions.

The GAI Award for Services to the Institute is always awarded to a current IAI member who has made a recent and visible contribution at branch level. Last year Paul Grech, managing director of Glutz UK Ltd scooped the prize.

The Promising Ironmonger of the Year award went to Tom Davis, residential category manager at Carlisle Brass Ltd. This award is given to the brightest ironmongers in the early stages of their careers. They could be involved in scheduling, estimating, sales or a combination of them all, and the award also recognises they have the charisma and personality to inspire others.

Mario Del-Signore, chairman of the IAI, says: "The IAI awards are always a joyous opportunity to put truly outstanding individuals and companies in the spotlight, and for them to receive the praise they deserve for their particular contributions in our sector."



2017 award winners with IAI chair Mario Del-Signore and GAI past president Maria Powell

PROGRAMME

Full programme of informative presentations and networking opportunities are as follows:

FRIDAY 27TH APRIL 2018

PAS 24 Demonstrations – Exova:

12pm-1.30pm – PAS 24 test demonstration 1 (TBC)

2pm-3.30pm – PAS 24 test demonstration 2 (TBC)

Dinner & Bank Heist:

6.30pm – Bar opens at the hotel

7.15pm – Buffet dinner

8.15pm – Bank Heist activity

9.30pm – Close

SATURDAY 28TH APRIL 2018

AGM & Presentations:

2.30pm – AGM and new chair presentation

4pm – 'CPD structure and requirements' presentation

4.30pm – 'CPD - Compliance with new

GDPR laws in 2018' presentation

5pm – Close

IAI Awards Dinner:

6.30pm – Drinks reception

7.15pm – Dinner commences

8.15pm – IAI Awards 2017 presentation

9pm – DJ

JAIME MCCAFFREY



GAI CONFERENCE: STELLAR SPEAKERS IN LUXURY LOCATION

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The 2018 GAI Conference is on course to be another successful, not-to-be-missed event, boasting a prestigious line up of speakers promising stimulating talks on industry topical themes and fantastic networking opportunities.

It will be held on the 18th May 2018 at the Double Tree Hilton in London's Tower Hill. The GAI AGM and presentations will be followed by an evening drinks reception and dinner and dance complete with DJ and entertainment.

Proceedings will kick off at 1.30pm with the AGM taking place at 2pm. Key speakers are Michael Dall, lead economist at construction market analysts Barbour ABI, who will give an economic overview; Jonathan O'Neill OBE the managing director of the Fire Protection Association who will provide insights into the Hackitt inquiry; and Andreas Haerberli, chief technology officer at dormakaba who will discuss the effect of digital technology on the industry.

Book your place at www.gai.org.uk

The Doubletree Hilton bar under glass atrium



**Thought leadership
from (l-r): Jonathan
O'Neill, Michael Dall and
Andreas Haerberli**

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RETENTION DEFICIT

In the wake of the Carillion Collapse **William Brown** explains where sub-contractors stand and how to build protection into your contract regarding retention to prepare for anything like this happening to you.



The dramatic collapse of Carillion has sent shockwaves through the industry. Speculation was rife, but I doubt anyone expected the catastrophic failure to come the way it did. No section of the industry was hit harder than those subcontractors directly working for Carillion. Let me preface this article by making a few things clear. It will offer no magic fix on recovering outstanding retention monies from Carillion (or any other insolvent employer/contractor). Instead, this article will focus on how you might wish to protect yourself in future with respect to "retention". Also, retention should be made a thing of the past. Its fundamental purpose seems to have been lost over the years. The primary purpose for the protection of costs for the making good of defects has now been overtaken by its use as a negotiating

tactic or a carrot to dangle, on the premise of monies already owed. With the above in mind, the issue of retention always rears its head when it comes to settling final accounts. This, rightly or wrongly has become the norm, and is fairly uncontroversial. What I tend to get most calls about is when a main contractor or private employer is in difficulty, and the question of "am I still getting my retention" rears its head. When a company becomes insolvent, money held by it on retention is generally considered part of its assets. Those assets are then divided up amongst its secured creditors. To cut straight to the point, if you are owed retention money by Carillion, it is highly unlikely that you will ever see it. Retention in construction has historically been used as a means of withholding payment downstream to ensure that contractors complete »

// Retention should be made a thing of the past. Its fundamental purpose seems to have been lost over the years”

work free from defects and omissions. It is usually calculated as a percentage of the total contract value and retained from interim payments. Generally, half is then released at practical completion and half at the end of the defects correction period. If the contractor fails to rectify defects etc., then the retention can be used by the employer as a pot of money to correct said defects.

In principle, retention makes sense. It gives the paying party a safeguard to ensure that the works being provided are to the agreed standard. But practically, retention eats into a contractor's profit margin, is never repaid on time and can often be lost if the payer goes bust. So, what can you do to protect yourself?

Have retention held in a trust fund.

If retention is held in a trust, it is protected if the payer becomes insolvent. Setting up a trust is not difficult – parties simply must agree at the outset of a project to have retention monies set aside into a separate account. This just needs a simple off-the-shelf contract amendment and the willingness of the paying party to set up a separate account as per that amendment. Always question a contractor as to why they would not wish to do this. Can you think of a good (legitimate) reason why retention should not be held on trust?

Use a Retention/Performance Bond.

In return for a fee (based on the financial standing and contract value), a contractor can take out a retention or performance bond to cover any defects that occur during the defects liability period. The employer gets surety that any defects will be corrected, and the contractor keeps hold of its cash and reduces their



exposure to employer insolvency. This is the primary alternative to the use of standard retention and makes the most sense in practice. It stops the payer using retention as a bargaining chip and affecting cashflow and allows them (when on demand bonds are utilised) to protect its interests.

Other options include using Project Bank Accounts where retention isn't used, or simply not including this outdated system.

Retention should be a thing of the past. In times where profit margins are being continuously slashed, giving up money in retention is a sure-fire way to cripple cash flow. There are much better ways to protect projects from defects and poor-performance. The 30,000 out of pocket due to the Carillion collapse will be feeling the effects for years to come. Don't let that happen to you when the next big fish goes belly up. ■

William Brown is an associate at construction law specialist Quigg Golden.

CARILLION: A GIANT FALLS

On the day of liquidation, the industry giant was the main contractor on 57 construction projects worth a total of £5.7bn, including a £1.3bn HS2 contract.

Ten of the 57 projects were each individually worth more than £150m, such as the Royal Liverpool Hospital and an Army basing programme in Salisbury worth £450m and £340m respectively.

Carillion was also involved in 16 framework contracts as part of a list of companies pre-selected or pre-qualified to undertake works for an organisation. These framework contracts are not included as part of the final 57 projects.

Commenting on these findings, Michael Dall, lead economist at Barbour ABI, said: "Carillion was

deeply embedded within the construction industry – it was the second biggest contractor in the UK by revenue. Our records show that it was the main contractor on almost 60 schemes worth a total value of £5.7bn. That is not to mention the plethora of other contracts where they were carrying out other construction roles."

"The sector where Carillion had the largest presence was infrastructure – road and rail projects were a particular speciality for the firm. In addition, Carillion was in the process of delivering two new hospitals and were also responsible for various school improvement projects. What happens to these projects is a matter for conjecture. If the reason Carillion went bust was due to under-bidding then

it stands to reason that the financial terms will have to be renegotiated. There is no doubt this will happen but will it happen quickly enough to save the many firms in the Carillion supply chain?"

Small businesses have accused the construction giant of using delaying tactics and withholding money as security on work in order to defer payments to suppliers. Many subcontractors waited up to 120 days for payment. Rudi Klein, CEO of the Specialist Engineering Contractors' Group, called Carillion a "commercial bully" over its treatment of supply chains.

Hear more from Michael Dall at the 2018 GAI Conference. See page 13 for details and follow @gai_UK on Twitter





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THE SKY'S THE LIMIT

A crop of skyscrapers is set to pop up in London in the next decade. Nicky Roger takes a look at what the capital can expect





The London City skyline is set to change dramatically in the next decade with 13 new skyscrapers due to spring up, one expected to be 290 metres high.

The City of London commissioned CGIs – released at the beginning of the year – to show how the skyline of London's square mile will be affected by 2026, based on current plans. The images show a group of 13 skyscrapers that have been consented, are under construction or are due to start construction imminently.

Since the Millennium, London has witnessed the construction of a series of tall buildings that have transformed the city's skyline – from the Gherkin, which gained planning permission in 2000, through to The Shard, which opened in 2012, to The Leadenhall Building and 20 Fenchurch Street. The cluster of new proposed towers includes 236 buildings in the pipeline, 113 of which are already approved for planning.

Among the new proposed 'super-towers' is 1 Undershaft – a 289.9-metre skyscraper designed by Eric Parry Architects, nicknamed The Trellis after its expressed cross bracing. There is also PLP Architecture's 278-metre Twenty Two tower, yet to receive a moniker.

"It is unprecedented to see such a scale of development taking place at one time in the Square Mile," said Chris Hayward, the chair of the planning committee at the City of London Corporation. "There are now more cranes in the City sky than in recent decades."

Higher and higher

Six of the 13 skyscrapers set to complete by 2026 will also include free public viewing decks at their tops, joining the sky garden of Rafael Viñoly's Walkie Talkie tower.

These six are: the 85-metre 10 Fenchurch Street by Eric Parry Architects; 1 Undershaft by Eric Parry Architects; the 185-metre 6-8 Bishopsgate by WilkinsonEyre; Make Architects' 182.7-metre 1 Leadenhall Street; Arup's 2-3 Finsbury Avenue scheme; and PLP Architecture's TwentyTwo.

The City's occupier base is becoming more dynamic, with SMEs and media companies choosing the Square Mile as their home," said Hayward. "I am particularly proud that we are able to make available economically inclusive spaces with free public viewing galleries in City skyscrapers."

"Over the next 30 years I expect that we will need to deliver office space for up to 100,000 extra City workers," he added. "Therefore iconic buildings such as TwentyTwo will lead the way in ensuring the City remains competitive as a leading financial centre."

The seven other skyscrapers set to complete by 2026 are: Kohn Pedersen Fox's 206-metre-tall 52 Lime Street or The Scalpel; the 181-metre 100 Bishopsgate tower by Allies and Morrison; the 164.3-metre 70 St Mary Axe by Foggo Associates; the 150.92-metre 150 Bishopsgate by MSMR Architects; the 78-metre 80 Fenchurch Street by TP Bennett; the 105-metre 130 Fenchurch Street by Farshid Moussavi Architecture; and Make Architecture's 170-metre 40 Leadenhall Street. »»

// Over the next 30 years I expect that we will need to deliver office space for up to 100,000 extra City workers"

The City of London skyline already under construction with more towers in the pipeline

The Mayor's London Plan, the overall strategic plan for London, outlines broad design guidelines for tall buildings in the capital, designates general areas where they should be located and the protected views they must not impede.

- Alexandra Palace to St Paul's Cathedral
- the summit of Parliament Hill to St Paul's Cathedral
- the summit of Parliament Hill to the Palace of Westminster
- Parliament Hill, at the prominent oak tree east of the summit, to Palace of Westminster
- the viewing gazebo at Kenwood House to St Paul's Cathedral
- the summit of Primrose Hill to St Paul's Cathedral
- the summit of Primrose Hill to the Palace of Westminster
- Greenwich Park, north east of the General Wolfe statue, to St Paul's Cathedral
- Blackheath Point, near the orientation board, to St Paul's Cathedral
- Westminster Pier to St Paul's Cathedral
- King Henry VIII's Mound in Richmond Park to St Paul's Cathedral
- the centre of the bridge over the Serpentine to the Palace of Westminster
- The Queen's Walk at City Hall to The White Tower at the Tower of London

In March, New London Architecture is due to launch the results of its annual tall building survey, which this year will examine the impact of Brexit on the city's skyline. Last year's report showed an unprecedented number of skyscrapers completed in the capital.

But it's not just the City that has plans for high rise growth. Other areas in the capital have plans in place for construction of towers.

Zaha Hadid Architects' has plans for two soaring skyscrapers at Vauxhall Cross, although the design is proving controversial.

The architecture firm submitted plans for the two towers, measuring 185 and 151 metres respectively, at the end of 2017. Renders show the two rectilinear towers rising from the fluted podium, with soaring floor-to-ceiling glazing in between a grid of oblong arches and indents to accommodate for outdoor terraces.

The Vauxhall Cross Island area has been identified as a 'key regeneration site' by Lambeth Council and the proposed podium footprint would occupy what is currently a patch of scrubland covered in billboards in the middle of the Vauxhall Gyratory.

The area is part of the wider Vauxhall, Nine Elms, Battersea Opportunity Area Planning Framework (OAPF), which has allowed for the proliferation of tall buildings along the western stretch of the River Thames' south bank.

Further down the river in Nine Elms the new Kieran Timberlake-designed American Embassy almost caused an international incident when US President Donald Trump tweeted that he refused to cut the ribbon because it was in an "off location".

Architect Patrik Schumacher, who succeeded the late Zaha Hadid as »

// London is "too low density" and that taller buildings would help meet housing needs and bring prices down"

Patrik Schumacher, Architect

WHO SPECIFIED WHAT?

122 Leadenhall Street

Towering over London's skyline at 225 metres, the "cheesegrater" is now the fourth tallest building in the UK.

The construction of the Leadenhall building was a pioneering feat. Rather than using a traditional concrete core, Laing O'Rourke, used an external steel frame, more commonly used on bridges and offshore oil rigs. The frame, which is incorporated into the building's exterior design, is the tallest in the world.

Allgood created the specification that met the most stringent of European performance standards in addition to providing long warranties, including hinges that carry a 25 year warranty.

There was a strong desire for the building to be built as environmentally sustainable as possible. Not only are all Modric stainless steel door fittings made from 62% recycled material, but 95% of the material can be recycled at the end of the product life. The range is made in the UK factory so carbon emissions from transportation were reduced to a minimum providing the most environmentally friendly option.

The Shard

SB Ironmongery Solutions supplied to Al Jazeera TV who's home is in The Shard, the iconic 95-storey skyscraper, designed by the Italian architect Renzo Piano, in Southwark, London, that forms part of the London Bridge Quarter development. Standing 309.7 metres high, the Shard is the tallest building in the United Kingdom.

SB's other London projects include Blake Tower, The Barbican.



122 Leadenhall Street features Allgood ironmongery

Battersea Power Station

Laidlaw has played a key role in the delivery of the landmark Battersea Power Station development, designing and manufacturing £2m of specially made architectural ironmongery for the first phase of the £9bn scheme.

The phase 1 development comprises 12 high-rise residential blocks to the west of the 39-acre site.

Laidlaw designed and manufactured a number of bespoke products, including entrance handle and plate sets, internal apartment lever handle sets, thumb turns, flush pull handle sets and hinges. More than 80% of the products were manufactured in the UK, using specially produced dies and castings and all products were hand-finished in a bronze that was developed specifically for the project.

Elsewhere in London, Laidlaw is involved in the initial stages of supply to the BBC Television Centre Development at Wood Lane. The firm has also provided £400,000 of premium ironmongery for the £180m Fitzroy Place development in the City of Westminster.

One New Street

ASSA ABLOY UK Specification, supplied 204 complete doorsets to Skanska's development of One New Street Square, in London. The firm delivered a bespoke range of complete doorset solutions worth £345,000 to the 16-storey commercial building, designed by Robin Partington Architects. The building aimed to achieve BREEAM's 'Excellent' environmental standard through the use of sustainable building methods throughout construction.

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// Latest estimates indicate that London's population may exceed 10m by 2031 and 11m by 2050"

the head of ZHA, said in an interview with *The Guardian* recently, that London is "too low density" and that taller buildings would help meet housing needs and bring prices down.

Luxury residential tower developments have proliferated in the OAPF zone. Across the road from the proposed ZHA towers Dubai-based DAMAC Properties is building AYKON London One. The 50-storey glass tower will have interiors designed by Italian fashion house Versace, and a two-bedroom apartment on the 41st floor comes with an off-plan guide price of over £2.75m.

On the other side of Vauxhall Cross Island sits the St George's Wharf development, which includes the 181-metre-tall Vauxhall Tower, the UK's tallest residential building. The penthouse alone went for £51m.

In particular, demand for new tall buildings is being driven by the residential market. London's population is growing twice as fast as the rest of the United Kingdom. Latest estimates indicate that London's population may exceed 10m by 2031 and 11m by 2050.

The Mayor of London's 2020 Vision, published in 2013 to set out his ambitions for the capital, posits the need to create 400,000 new homes in the next decade, and one million by the mid-2030s. He also predicts that there will be an extra 450,000 jobs by 2023, making the availability of commercial space an issue only slightly less critical than housing.

Other areas of London with planning for high rise builds include 5 Canary Wharf & Wood Wharf; Waterloo; Blackfriars; Isle of Dogs; Elephant & Castle; Stratford; City basin' Deptford & Lewisham; Croydon; White City and Earls Court; and Brent Cross/Cricklewood.

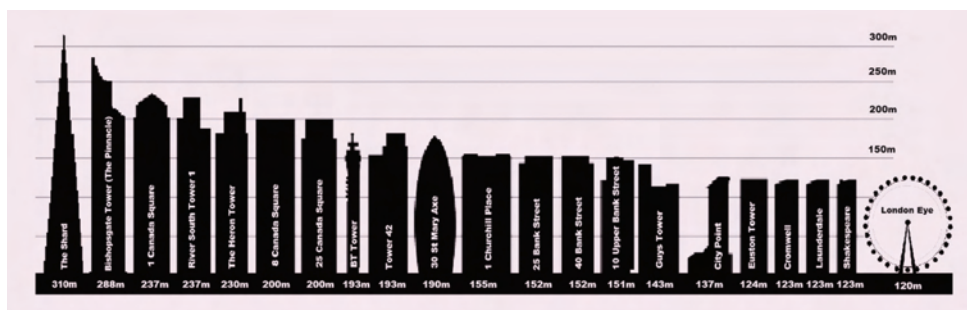


JAMES BEARD

More supertall skyscrapers were completed in 2017 than any previous year, with the tallest coming in at 599 metres, according to figures from the Council on Tall Buildings and Urban Habitat (CTBUH). It reveals that 144 supertalls – skyscrapers of 200 metres or higher – sprung up in 23 countries.

That makes it the fourth consecutive record-breaking year in tall-building construction, showing that despite the controversy surrounding the topic, the trend for towers shows no signs of decline. ■

Above: St George's Wharf and the Vauxhall Tower
Below: How London's high rises line up



MADONNACHRIS

What do Londoners think?

In February 2014 NLA and Ipsos MORI conducted a survey into Londoners' views on tall buildings in the capital, defined as buildings over 20 storeys high. 500 people gave their views.

● 53% of Londoners said that whether a tall tower looks right in relation to its surroundings should be given highest priority when deciding whether or not it should be built in London. Whether it has a good design was next priority at 35%, while only 11% said that how tall it is should be the most important factor

● Only 27% of Londoners would be happy to live in a tall building, while 60% of Londoners would be happy to work in a tall building

● 46% of Londoners agree that tall buildings have made London look better, 25% disagree

● The Gherkin at 36% and The Shard at 22% were chosen as the towers Londoners liked best when asked to select from a list of 13 tall buildings

● When asked whether they believe there are currently too many tall towers in London, 40% disagreed with the statement, while 32% agreed.

● Over the next five years, 37% of Londoners would like to see fewer new tall buildings than were built in the last five years, 33% would like to see about the same number, and 26% would like to see more.

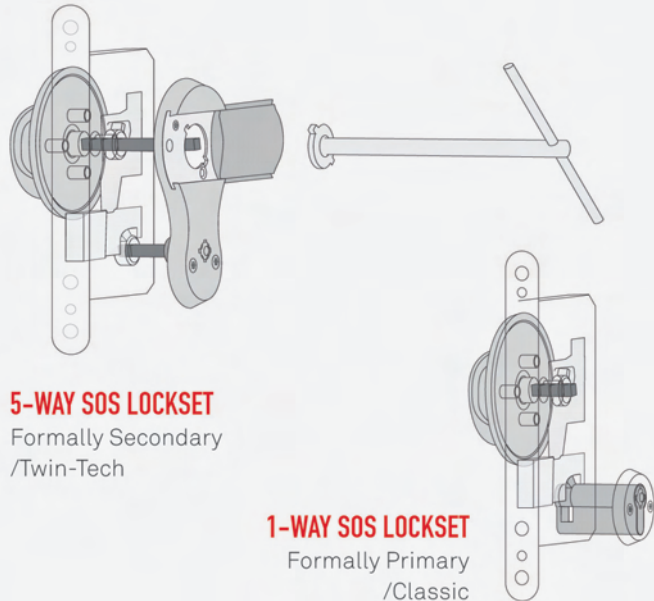
● 31% of Londoners agree that enough is done to control the number of tall buildings built in London, 26% disagree.

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MILLENNIAL MINDS

What does the next generation of ironmongers think about the industry? Three of the IAI Most Promising Ironmongers discuss their experience and views with **Nicky Roger**

■ **Tom:** Everything is changing in the industry. Routes to market are getting blurry, who sells product and specifies it is changing and technology is altering how people work. This means spec breaking is increasing – people are shopping around and acting outside of agreements. But they end up spec breaking with a devalued product. It might look the same but often it's a debased material – it's not always apparent when you look at, for example, a door handle, what's gone into manufacturing it, or what standard it reached.

Brexit and commodity prices are also having a huge impact. Certain commodities have gone up by 50 per cent in a year so the cost of material to manufacture has doubled but it doesn't mean the product has doubled in price. And it's been a perfect storm with Brexit added to that: the exchange rate has come down and everyone



Left-right:
Lucas Singh,
Tom Davis and
Adam Sweatman

is sourcing from the Far East in US dollars. Sterling to US dollars lost 15-20 per cent in 18 months which, coupled with the commodities, increased the true market impact which means people are putting different increases in – surcharges. But we can't pass that whole increase on to the customer as it would mean a 30 per cent increase in a year. So we have to absorb that cost or try and find efficiencies elsewhere.

How does that change the sales relationship?

■ **Lucas:** It is one of our biggest challenges. Allgood does get specified a lot but there are look-alike products out there and with design and build contracts contractors have leeway to tell an architect they can get near enough the same product for half the price. But they don't look properly at the goods that have been specified.

They think it can be bought elsewhere cheaper, when in fact quality and warranties are often inferior. I try to build a closer relationship with the contractor rather than quote and leave. When you get a good relationship they will call you first. The contractor will say "I have this quote you're miles off that price, can you beat it". I need to get them calling me first rather than them presenting the Allgood quote and asking someone else to compete. Most of the time they don't call you. I have to chase hard with some. I put two quotes – the one that's specified and a value engineered – it's still Allgood product but the price-quality compromise is transparently communicated to speed up the process. Ironmongery is the first thing they want to value engineer and yet ironmongers are the last people they speak to.

■ **Tom:** The problem with value engineering is the profit. Your gross margins might still be 40 per cent but the profit is now not there. You are still getting the business and winning the contract but you're only making 50p on a door handle instead of £1.

■ **Adam:** There are so many people specifying devalued products within the construction industry. We are small fish in a big pond and you get lots of companies putting rubbish forward working on low margins and changing the specs. It is demoralizing when you come up against that. Architects understand – they know the score but because of the huge shift towards design and build contracts the contractors can do what they want, it gives them more power.

Value engineering can't apply to AI. It works in the steel industry where you can use the same RSJ for instance, but at reduced cost, but a door closer is exactly the same door closer, we can't make it cheaper so value engineering is a trend word.

■ **Lucas:** We produce all our core brands (Modric, Sembla, Contego and Holt) in our Birmingham factory, which means we can provide exclusive

products backed by brilliant quality and flexible service to push back against the price-only driven mentality of some parts of the market.

■ **Tom:** In the future we will have to compete on service. I'm working with merchants so now I say yes we are 10 per cent more expensive but we can get 6,000 items to you the next day. There are so many entrants to the market and everyone has a speciality and they can work on that but very few do the full range of all the products so that's my biggest hook. It helps to be a credible ironmonger who can service any project. We offer technical help, we can help write a schedule, and being part of the Guild and having people sit on the various bodies to influence change in the industry helps.

In what direction are things heading?

■ **Adam:** The balance of work is changing with about 70 per cent of work now coming from the high- »

Lucas Singh

SPECIFICATION SALES REP,
ALLGOOD PLC

Studied architecture at University, joining Allgood as an apprentice in business administration in the estimating department. Won second place at National Apprentice Awards. Has been in a sales role for four years.

Adam Sweatman

SALES DIRECTOR,
JOHN PLANCK LTD

Adam joined John Planck as an office junior in 2005 after completing his A-levels. He has worked his way up through sales and estimating roles to his current position.

Tom Davis

CATEGORY MANAGER,
CARLISLE BRASS

A business studies graduate, Tom joined Carlisle Brass on a graduate programme working through customer services before servicing the supply chain and into category management. He has been with the firm seven years and is moving into a sales and negotiation role.



end residential sector. There is a lot more interest in the fine detail and ironmongery packages, co-ordinating with finishes elsewhere. Ironmongery becomes key.

■ **Tom:** There are a number of new entrants to the market; the world is a much smaller place. It's much easier to buy products yourself. There is an increase in Far East manufacturers who are able to enter the market directly and we have a lot of concerns on their paperwork and testing. This has huge risks.

■ **Lucas:** But post Grenfell this is already changing – in building. I'm asked to include intumescent packs everywhere now. It's not expensive so

It's all laughs until someone starts spec-breaking

I make sure estimators include it as standard now.

Another trend is special finishes, specifically with PVD. In our export department we have bespoke, roped handles and customised tactile items, hand-finished in leather. Our product development is constantly making data sheets and moulds and it is brilliant to see that.

■ **Tom:** It's about how long it takes from observing trends – which come from fashion – but how many years before it hits demands in AI? And London is different to Carlisle. Copper is everywhere now but that trend was three years ago in high-end fashion but it takes that long to get to the masses.

In the long term technology is interesting – the smart home is here. So how much longer will we have a door handle? Will everything just slide away into a panel in 10 years? The development of 3D printers: will our industry actually be a design function to produce blueprints to then click print – print out your handle to stick it on your door? Or your lock or your hinge? When will it be that it's actually really easy to have in every city a 3D metal work printer and you just go and upload your file and click print and out it comes? So is there a need to distribute?

■ **Lucas:** A recent client wanted all the access control to be automated and app managed. The market is becoming electronic.

But architects are forward focused. They love specifying everything – 'this is beautiful', 'this works well', 'this looks nice'. The problem I have as a sales rep is to say 'hold on' and pull them back and suggest perhaps they don't need it or where things could work. That's our job.

■ **Tom:** We set up a high end brand for architects, producing high end work, fantastic designs and finishes but when I deal with a merchant who says I want this product and hang it up on that peg and in a blister pack and I don't care if it doesn't sell. We have to try to lead that change and if it was in a retail space that approach would have gone. Screwfix uses its catalogue as its retail space – with online. That one metre in your merchant space is a waste of time. But in our traditional route to market many merchants are still faced with 500 options on a wall: people have 40 handles to choose from and need help, leading them through it. There's almost too much choice and we need to go back to the AI advising and lead them through it. But long term is that face to face or over a Skype call or via blog? How will that work? »»



// Design and build contracts give contractors leeway to tell an architect they can get near enough the same product for half the price. But they don't look properly at the goods that have been specified"



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GAI RIBA Approved CPDs

The GAI have created four CPDs which have been approved by the Royal Institute of British Architects. As they are RIBA approved this means that architects will be able to receive double learning points for attending a presentation of this CPD. These CPDs are now available to GAI membership to purchase at a cost of £300 plus VAT each

Ironmongery and accessibility

This looks at legislation and standards including Equality Act, BS 8300:2009 as well as Approved Document M and the equivalents throughout the UK and Ireland. It also looks at BS 8300 compliant specification of product including door closers, automatic door operators, door furniture and hardware as well as access control products and handrail.

Specification of door hardware - an architect's guide.

This is based on the publication of the same name which is available in hard copy or to be downloaded from the GAI website. This Presentation is intended as a guide for architects on what architectural ironmongery is and how the process of correctly specifying these critical items come together.

Ironmongery for fire and escape doors:

This provides guidance for architects and building owners on the correct specification of ironmongery on fire and escape doors as well as the necessity of regular inspection and maintenance on these critical items.

The specifiers guide to access control

This looks at the definition and correct specification of electric locking and access control systems, including online, off line and virtual systems. It also looks at new product innovations.

For further details please contact **technical@gai.org.uk**



// The industry is stuck in the past. We have to get the dinosaurs to do things in a different way."

People buy from people and with handles – it's about the ergonomics and tactile nature: people like to see it and feel it. So how will it be sold using new technology?

How do we attract new blood to the industry?

■ **Adam:** To attract new blood to the industry you need an incentive. It's so hard to describe what we do and make it attractive. We need to make it easier to explain what AI is, to encourage people to go for a career and not just a job that happens to be in ironmongery. The industry needs a reputation overhaul but until we can easily explain what it is we do we won't attract new blood. And we need to increase the value of our role among construction. We are too small to matter.

■ **Tom:** To get people into the industry it's up to the bigger players

The future is bright: keen minds discuss industry issues

to create a brand and a cool place to work – yes it's handles but there are lots of things that go around that, like any industry.

Getting good talent in to do the sales and marketing roles is key. But the industry is stuck in the past. I suggest ideas but I come up against objections all the time. We have to get the dinosaurs to think beyond how they've always done it, to do things a different way.

What skills does a good AI need? Is it hard to find skills?

■ **Adam:** It is still hard to attract skilled people; internal roles can be hard to fill. There are good people out there but the demand outweighs the supply.

It is an incestuous industry and at many industry events it's heavily weighted to manufacturers. Als need an incentive to attend events – a room full of architects would work. Manufacturers are there because it's full of their customer base.

■ **Lucas:** The skill an AI needs is attention to detail.

■ **Tom:** There is a lot of problem-solving and thinking on your feet in the job. It's trying to work out what the client is trying to achieve. It's interpreting their needs and turning it into a solution. That's what the job is.

■ **Adam:** You have to be able to work with people, you do business with people not companies. My clients are my friends – I was out at a football match with clients the other night but with no sales agenda. It's about building relationships and you have to be able to meet and work with all sorts of people and adapt accordingly. An architect will want to talk technical detail but a contractor will only be interested in the bottom line, discounts and commercial concerns. You mould yourself to different types of people; you can't be taught that you have it in you.

■ **Tom:** We have a leadership programme and I have a coach outside the business who helps me so they are investing in me to become a better leader.

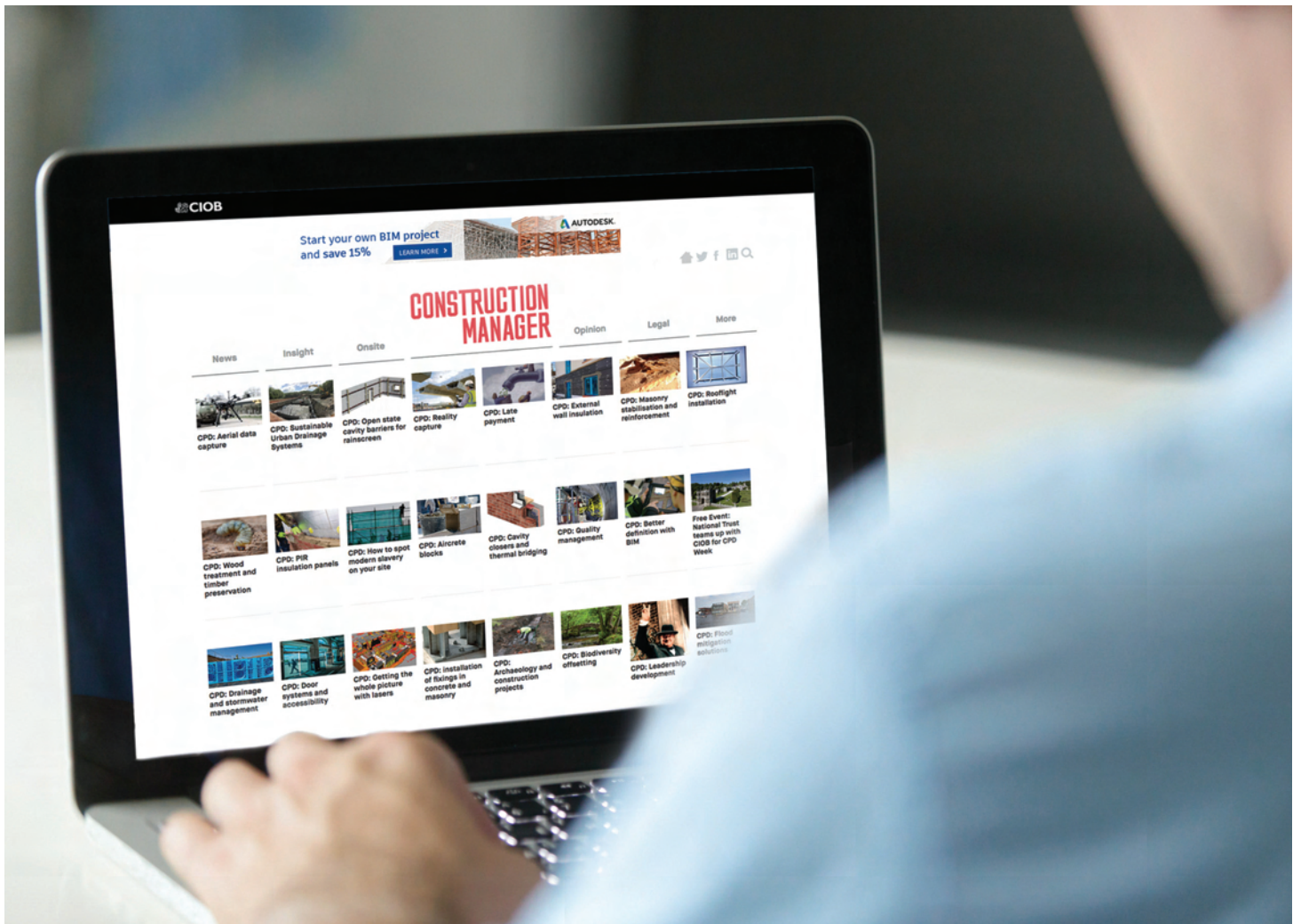
The skills for someone in our industry depends on their role: yes, the ironmongery bit is important and technically important to get it right but if you're in customer service then the best thing to do is attend a customer service workshop.

■ **Lucas:** My experience is different. I did the GAI training to become qualified but when I moved into sales I didn't have any sales training. I had my patch and quote bank and just tackled it for a year to see how I progressed so I was learning on my own as I went on the job. Now after four years I'm finally getting sales training. And it is opening my mind up to new ways of doing things. It's been really good.

■ **Adam:** Internally there is support for training and we are given time to study but I have learned on the job having good people around me, who take the time to explain the technical and product details and I have taken in information like a sponge – to gain as much knowledge as possible. ■

Editor's note: Due to adverse weather conditions Adam Sweatman was unable to attend the roundtable. Discussion with him took place elsewhere.

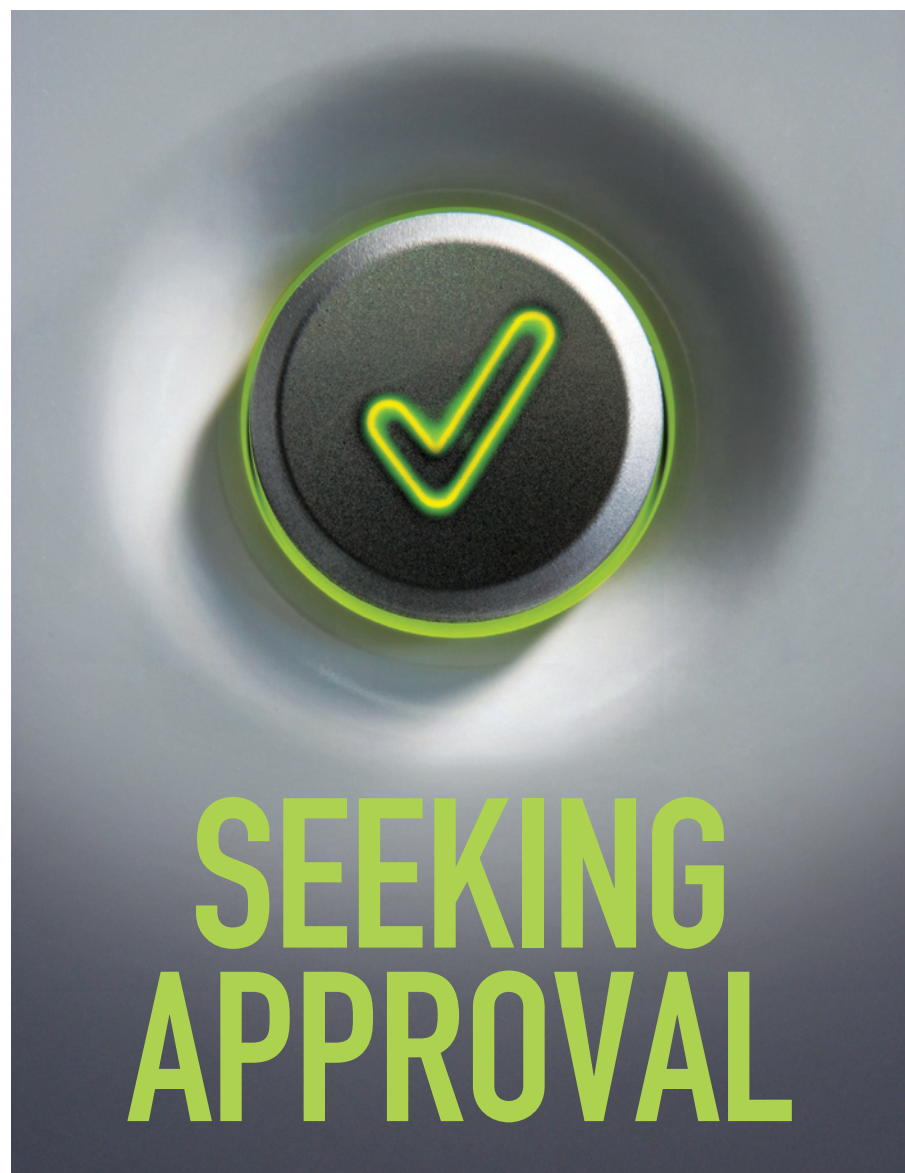




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Douglas Masterson explains the importance of Guidance Documents to Building Regulations to the AI industry

Recent events including the tragedy at Grenfell Tower have brought focus to Building Regulations in the UK. Dame Judith Hackitt's interim report on the Independent Review of Building Regulations and Fire Safety has questioned the fitness for purpose of existing regulations and it has stated that the next phase of the review would look at an overhaul.

The GAI polled its membership and provided a detailed submission to Dame Hackitt on their recommendations. Two of the GAI's 12 clear recommendations related specifically to Approved Documents:

- Approved Document B should be revised to remove ambiguities and be much clearer to understand.
- Approved Documents in general

should be written in such a way that the requirements of each one do not contradict another.

What is an Approved Document?

There are a number of Approved Documents which are issued by the Secretary of State. These are intended to provide practical guidance about how to meet the requirements of the Building Regulations.

Approved Documents provide guidance specifically in England and Wales however there are equivalents to these in Scotland (Technical Handbooks), Northern Ireland (Technical Booklets), and Republic of Ireland (Technical Guidance Documents). These are not identical to their English equivalents, therefore they should be studied in detail when specifying or supplying material within any of these jurisdictions.

The following are Approved Documents for England or England and Wales which are of relevance to the architectural ironmongery industry:

- Approved Document B: Fire Safety
- Approved Document B is split into two volumes:
 - Volume 1: Dwelling houses
 - Volume 2: Buildings other than dwelling houses

Volume 1 includes multiple occupancy and sheltered housing. There is not a lot of detail on hardware in volume 1 but it does mention fire resistant construction and compartmentation and fire doors.

Volume 2 provides detailed guidance on a number of items of hardware including:

Hinges: where it states that rising butt hinges are not acceptable.

Self-closing devices on fire doors: must be capable of closing the door from any angle and against any latch fitted to the door.

Door closing devices: residential care homes section cites free swing door closers on bedrooms in residential care homes and hold-open devices on circulation spaces as being acceptable.

Locking mechanisms: on doors on escape routes doors should not be fitted with lock, latch or bolt fastenings, or they should be fitted with simple fastenings that can be readily operated from the side approached by people making an escape. The operation of these fastenings should be readily apparent; without the use of a key and without having to manipulate more than one mechanism.

// Dame Judith Hackitt's interim report on the Independent Review of Building Regulations and Fire Safety has questioned the fitness for purpose of existing regulations and it has stated that the next phase of the review would look at an overhaul.

Locking mechanisms: where a door on an escape route has to be secured against entry when the building or part of the building is occupied, it should only be fitted with a lock or fastening which is readily operated without a key from the side approached by people making their escape. **Electrically powered locks:** should return to the locked position:

- On operation of the fire alarm system
- On loss of power or system error
- On activation of a manual door release unit (Type A) to BS EN 54-11:2001.

Panic devices: in the case of places of assembly, shop and commercial buildings, doors on escape routes from rooms with an occupant capacity of more than 60 should either not be fitted with lock, latch or bolt fastenings, or be fitted with panic fastenings in accordance with BS EN 1125:1997.

Approved Document E: Resistance to the passage of sound

Approved Document E provides guidance on the following requirements of the Building Regulations:

- Protection against sound from other parts of the building and adjoining buildings.
- Protection against sound within a dwelling house
- Acoustic conditions in schools.

Approved Document E recognises that a doorset without acoustic seals around the perimeter and the threshold will be unlikely to meet requirements, without the addition of a proven acoustic sealing system. In Requirement E4, Document E, there is a reference to "New acoustic conditions in schools", covering all educational establishments. It addresses the very specific requirements of Building Bulletin 93 "The Acoustic Design of Schools."

Approved Document M: Access to and use of buildings

Approved Document M looks at the issue of accessibility and makes specific reference to a number of items of hardware and security.

- Lever handles can be operated with one hand using a closed fist and fitted between 900 & 1100 mm above FFL.
- On entrances, handles and rails must be warm to touch.
- Visual contrast is important for almost all items from handles to switches, doors and frames to walls.
- Powered entrance doors would be required on self-closing doors when it will not be possible for a person to open the door using a force of not more than 30N at the leading edge of the door from the door being in the closed position.
- Reference is frequently made to BS 8300, the Code of Practice which looks specifically at Accessibility and which was revised in February 2018.

Approved Document Q: Security

Approved Document Q details the requirements for secure doors and windows by listing acceptable standards as well as providing detail on the relevant ironmongery. Doors and windows will meet the requirement of Q1 if they can resist physical attack by a casual and opportunistic burglar by being both sufficiently robust and fitted with appropriate hardware.

All doorsets including garage and communal entrance doorsets that provide access into a dwelling or into a building containing a dwelling should be a secure doorset. Secure doorsets should be manufactured to a design that meets the security requirements of:

- PAS24:2012
- STS 201 Issue 5:2013 – Certisecure
- LPS1175 Issue 7 2010 security rating 2
- STS 202 Issue 3 2011 burglary rating 2
- LPS 2081 Issue 1 2015 security rating B

Further advice is available for both doors and windows in Secured by Design's New Homes 2014.

Approved Document Q also gives specific detail on timber secure doorsets which are doors which fall outside the scope of the aforementioned standards. As well as detailing timber and glazing the appropriate standards for hardware and locking devices are also referenced. This includes:

- BS 3621: Key locking both sides
- BS 8621: Non-key locking on internal face
- BS 10621: Non-key locking on internal door face but with external locking over-ride facility
- PAS 3621: Key locking both sides for multipoint locks
- PAS 8621: Non-key locking on internal face for multipoint locks
- PAS 10621: Non-key locking on internal door face but with external locking over-ride facility for multipoint locks

Approved Document 7: Materials and Workmanship

Approved Document 7 – the Guidance Document to Regulation 7 is one which is often overlooked by the ironmongery industry yet is of paramount importance. Regulation 7 (the Requirement) 2010 states that building work shall be carried out both "with adequate proper materials" and "in a workmanlike manner".

Methods of assessing the suitability of materials can include:

- Specifying and supplying products covered by a harmonised product standard which have been CE marked and have a Declaration of Performance (DoP), conformity with other national and international specifications such as ISO, independent certification schemes and past experience.

Ways of establishing the adequacy of workmanship can include:

- Standards on workmanship, e.g. BS 8000, Management systems and QA schemes, e.g. BS EN ISO 9000, Independent certification schemes and past experience. ■

Conclusions: The specification and supply of product which is deemed to be compliant across all Approved Documents is no easy task. An example of this is ensuring a fire door can be opened using the approved opening forces from ADM, ensure the door closes from any angle under ADB, has the correct acoustic seals (under ADE) which do not hamper the door from closing fully in to its frame (under ADB) and in addition ensure that the door hardware if on a fully tested security door set under ADQ works and functions correctly.

Fully qualified architectural ironmongers are trained to specify the correct product for the right situation and application. Members with any query or doubt on Approved Documents can contact the technical helpline on technical@gai.org.uk.

NEW PRODUCTS »



TRUST IN THE AGRIPPA MAGNETIC DOOR HOLDER

According to Atomik Research, over one third of people admit that they have seen a fire door propped open in their building, with one fifth noticing that there are damaged doors in their building which can compromise its fire safety.

British manufacturer Geofire claims to solve both problems with the Agrippa magnetic door holder. The device is fitted to the wall to hold the fire door open using a magnet, avoiding damage to both the fire door and the floor. Agrippa differs from traditional fire door retainers because of its wire-free installation, as the device is battery powered.

Packed with features, the Agrippa magnetic door holder has a daily timed release option, to ensure all doors are closed at the end of the day; a battery level indicator, to allow the responsible person to

check the status of the holder; and a low battery, fail-safe power cut, to ensure doors are not held open when the unit is out of battery.

The Agrippa magnetic door holder can record the sound of your building's specific fire alarm, ensuring the alarm is the only sound that will release the fire door. This technology was developed by Geofire to eliminate false activations from other loud noises.

The Agrippa magnetic door holder is accepted by the UK Fire Brigade and CE marked to EN1155.

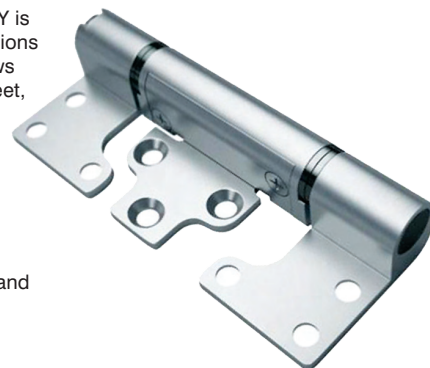
» enquiries@geofire.co.uk
www.geofire.co.uk/products/agrippa-acoustic-fire-door-holder/



BRIO LAUNCHES XY ADJUSTABLE HINGE

Brio's adjustable hinge set, XY is ideal for French door applications as the innovative design allows quick installation of the discreet, surface mount hinges on timber and aluminium panels while providing easy vertical and horizontal adjustment without removing the door. Reducing the adjustment to only two planes means the compression between panel and weather seal is unbroken so systems can maintain energy-efficient performance.

The XY hinges are available in multiple finishes with a choice of cast alloy for 50kg applications or stainless steel for 100kg. Hinge sets can also operate with Brio's exterior folding system



Weatherfold in either top hung 4s or bottom rolling 4c installations.

» <http://briouk.com/products/>

CARLISLE BRASS RANGE GROWS



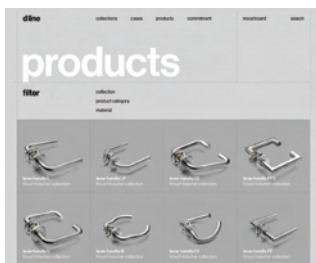
Carlisle Brass has extended its range to include more than 30 new products.

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» www.carlislebrass.com



DLINE PRODUCTS AVAILABLE TO DOWNLOAD FOR BIM

dline has made the top 200 of its products available for architects to download to assist with BIM technology.

Accessible via its website as .dwg, .ifc and .rfa files ready to insert into drawings created in programmes such as Revit or ARCHICAD, these

BIM files provide designers with up-to-date, technically relevant information, all at a click.

Links to each product's downloadable BIM file are found under the 'item details' of a product page's 'product information' section. When a

BIM file is downloaded and placed, the corresponding product – complete with item number – can be specified for entire builds right from the drawing.

» To start your BIM journey, go to dline.com/products



PC HENDERSON PRODUCES VIDEOS AND CATALOGUE

PC Henderson has launched a new series of product focus videos in order to help distributors and end customers gain a better understanding and insight into its products.

The first video in the series focuses on the new automated sliding door system – Evolve. Presented by a

resident technical expert, the video aims to provide a step-by-step run through of the product, kit contents, features and benefits, specification and accessories.

The videos will be created for all future product launches allowing customers to see and hear about new products first hand. Distributors in particular may benefit from the new videos in order to gain a straight forward understanding of target markets and how the new products sit within the range – allowing them to easily sell the products on to their own customers.

The firm has also released a new product range brochure. Designed to replace its existing literature collection, the 136-page brochure features the company's entire product range including new products and a wider range of accessories as well as technical and component drawings.

» www.pchenderson.com



DORMAKABA UNVEILS NEW WEBSITE

dormakaba has launched its new website. Following the merger in 2015, www.dormakaba.co.uk now provides a single source of information about the company's comprehensive range of smart access and security solutions as well as its industry leading service and support options.

The new website allows for quick and easy access to company information as well as a detailed overview of its products and services. The site has been categorised into: door hardware; entrance systems; electronic access and data; mechanical key systems; lodging systems; safe locks and interior glass systems.

» To find out more about the dormakaba range and to download relevant brochures and datasheets visit: www.dormakaba.co.uk

ASSA ABLOY BIM SOLUTIONS AVAILABLE TO DOWNLOAD

To meet the growing demand for delivering specifications on BIM orientated projects, ASSA ABLOY UK Specification has published its BIM door solutions on BIMobject.

BIMobject, one of the leading providers of online hosting for manufacturer's BIM content, will reference 11 of ASSA ABLOY's BIM Door Solutions for interior and exterior applications in the UK market.

The tailored ASSA ABLOY BIM Door Solutions are compatible with various native BIM formats and standards, with content that is accurate and designed to reflect the 'real life' use of a complete door set.

Free to download, ASSA ABLOY BIM Door Solutions can be downloaded from www.assaabloy.co.uk/bim or www.bimobject.com. The solutions will cover commercial timber and steel doors for common applications in all vertical markets, such as health, education and commercial. The newly released BIM door solutions will carry all relevant data, including sustainability information, which can help drive collaboration strategies and efficiency targets.

» <https://bimobject.com/en-us>



CROFT LAUNCHES NEW COLLECTION

'Elements, by Croft' is a new suite of door and cabinet furniture from British hardware designers Croft.

The new contemporary designs are suitable for high end residential and commercial projects. They are the first release from Croft by product designer, Jack Burford, who joined the team in early 2017.

Each item has been designed to fit and complement the accom-

panying hardware within the collection. The collection consists of eleven new lever handle designs, choice of lever roses, escutcheons, turn and releases and cabinet handles and knobs.

To support the launch, Croft has produced an online brochure showcasing the full collection.

» Download from www.croft.co.uk/elements.php

EASTERN PROMISE

Shanghai reforms an historic quarter



An area of Shanghai that was once a major site for ironmongery is due to undergo drastic transformation. The 1.6-square-kilometre area Waitanyuan is already home to electronics firms but is developing into a research and development quarter, with a “world-renowned robot manufacturing

project” recently established there. This project also seeks to revitalise 30,000 square metres of parkland that were once the private gardens of the former British consulate in Shanghai.

The plans have raised questions about whether the heritage of the area will be preserved: it is studded with historic buildings such as the old

Above: Waitanyuan borders the Bund and HuangPu river

Below left: Union Church, Shanghai

Below: CGI of the tower planned

British Consulate, the Union Church and the Fairmont Peace Hotel.

The Government says it plans to “restructure functions and create icons but will preserve the city’s cultural history.” It points to the example set at Chengxingli, another historic complex which was modernised but preserved architectural features.

Current plans are to restore the Consulate and convert it to an ultra exclusive resort and retail complex, while the Union Church and boathouse will be entirely rebuilt to house a multi-use conference space and retail shops. Anchoring the project is a new 70-metre-tall glass and metal panel landmark tower. At its top, an all glass enclosed observation platform with full 360 degree views of the city will provide breathtaking views of the city, HuangPu river and nearby Pudong. ■



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