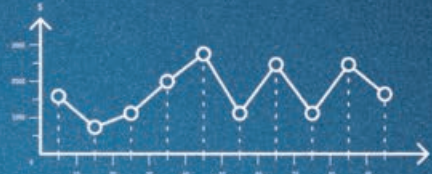


# STANDARD BEARERS

GAI MEMBERS SHARE THEIR VIEWS ON COMPETENCY



## inside

Q&A with new GAI head

Winkhaus interview

CPD: Artificial intelligence special

Product marking

Welsh school case study





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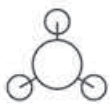
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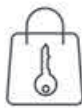


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Spring 2021



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## CROFT LAUNCHES NEW WEBSITE

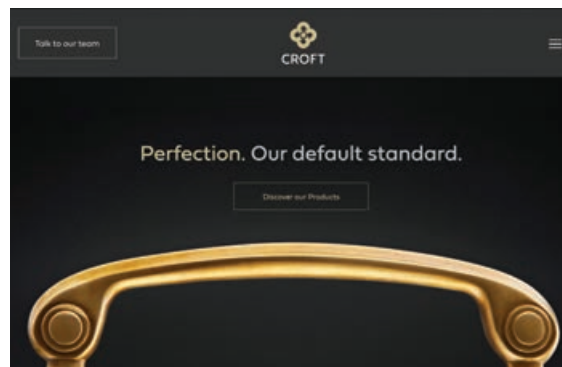
Croft Hardware has created a new website, following its recent brand and logo refresh. The new site offers a glimpse into the Croft manufacturing facilities and offices, as well as having improved usability, with access to all Croft products.

“Croft has come a long way over the years and we’re now designing and manufacturing both traditional and unique products,” says Paul Clifford, commercial director at Croft. “We wanted the website to showcase our full product portfolio, whilst reflecting who we are as a business. As well as making our products more accessible to users, the new site also delves into the history of Croft and the team behind the company.”

Croft has also released its 2021 brochure. It can be downloaded from the website at [www.croft.co.uk](http://www.croft.co.uk)

Above: Croft directors Nick and Paul Clifford

Below: the new website



## ARCHITECTURAL IRONMONGERY AT THE FOREFRONT OF WIDER INDUSTRY CHANGE

Douglas Masterson, technical manager at the GAI, has been appointed as co-chair of Working Group 12, alongside Hanna Clarke, digital and policy manager at the Construction Products Association (CPA) (pictured below).

The Steering Group on Competences for Building a Safer Future – set up to implement the recommendations of the Hackitt Review – and 12 sub-groups have been continuing to look at specialist areas of construction practice. The groups consist of representatives from installers, fire, housing, construction and professional organisations from within the industry. Working Group 12 is focussing on competency in the construction products sector.

“The importance of this role is that it puts the GAI at the forefront of promoting increased levels of competency for the entire construction products industry,” said Douglas. “We have been performing the same role for the door and hardware industry since 1961 and advocating increased skills and knowledge for our membership is at the heart of what we do.”

“It is a great honour to be able to lead Working Group 12, and to also represent the wider industry at Competence Steering Group.”

The Setting the Bar report, published in October 2020, set out the competence requirements for those working on higher-risk buildings. As part of this, Working Group 12 will be launching a new construction product competency matrix later this year.



## NEW REGULATOR TO POLICE CONSTRUCTION PRODUCTS

A new regulator has been created by the Government to monitor the safety of construction products.

The move follows recommendations in the review carried out by Dame Judith Hackitt that said the industry and government must ensure construction products are properly tested, certified, labelled and marketed.

The regulator for construction products will have the power to remove any product from the market that presents a significant safety risk and prosecute any companies who flout the rules on product safety. Enforcement powers will include the ability to conduct its own product-testing when investigating concerns.

The Government has also commissioned an independent

review to examine weaknesses in previous testing regimes for construction products and to recommend how abuse of the testing system can be prevented. It will be led by a panel of experts and will report later this year with recommendations.

In a response to the Hackitt review, the CPA has called for a new way for manufacturers to market goods (see page 7).

# VIRTUAL BAU SUCCESS BUT LOOKS TO RETURN TO REAL EVENT



GEZE and ASSA ABLOY were among 247 exhibitors at the BAU online exhibition in January, the global trade fair for architecture, materials and systems. GEZE broadcast live from its real trade fair studio, built especially for the event.

"Combining live recordings and digital access, we were not using the online presentation format often used for digital trade fairs," said GEZE. "In the studio, our experts demonstrated new products in front of the camera and presented relevant specialist talks full of tips and practical examples."

During the two-day online event exhibitors from 29 countries, offered digital live presentations and one-on-one conversations.

The conference programme explored topics such as digitalisation; the challenge of climate change; resources and recycling; housing of the future; and the impact of the coronavirus pandemic on architecture and the construction industry. Over 38,000 participants took part from 138 countries.

BAU will return in January 2023.

Above: BAU Online offered live presentations

## W-SHAPED RECOVERY PREDICTED FOR CONSTRUCTION

Construction will undergo a 'W-shaped' recession and recovery, with output expected to rise 14% in 2021 and 4.9% in 2022, according to a forecast by the Construction Products Association (CPA).

The predictions take into account the lockdown restrictions over winter 2020/21 before a sustained recovery from the second quarter of 2021 as vaccines are rolled out and the services-based economy can reopen again.

But the CPA warned that output was only expected to return to pre-covid levels in 2022 and that there was a risk that once the furlough and self-employment support schemes end in April, there may be a sharp rise in unemployment that could potentially dampen the recovery.

Private housing was one of the quickest sectors to recover in 2020. The commercial sector has endured a slower recovery and the question of whether the shift to homeworking is permanent will be crucial to determining demand for office space.



## COMPANY SUPPORTS APPRENTICE UPTAKE WITH £5K COMPETITION



Ironmongery Direct has launched a competition for a tradesperson or company to win £5,000 towards funding an apprentice.

The move follows research carried out by the company that found that although one fifth of tradespeople think apprenticeships are more important than ever before,

coronavirus has made it more difficult to take people on.

Commissioned by Ironmongery Direct for National Apprentice Week, the research showed that more than one in five (22%) companies that usually hire apprentices took on fewer in 2020, despite one fifth (19%) of tradespeople believing that the programme is more important

now than ever. However, one quarter of tradespeople and companies plan to hire new apprentices in 2021 with growth in the percentage of female, BAME and apprentices with learning difficulties.

To enter the competition visit [www.ironmongerydirect.co.uk/blog/win-5000-towards-the-cost-of-an-apprentice](http://www.ironmongerydirect.co.uk/blog/win-5000-towards-the-cost-of-an-apprentice)





## BUSINESS RECOGNITION FOR IRISH FIRM

GAI member, KCC Group scooped an industry award in recognition of its business.

The Dublin and Belfast-based company achieved the All-Ireland Business Foundation's highest honour, the Award of Excellence. The award is in recognition of its outstanding contribution to the construction industry. The All-Ireland Business Foundation is a national body that accredits Best-in-Class businesses – an independently verified standard mark for indigenous businesses, based on rigorous selection criteria. Companies need to have successfully navigated the Foundation's six-step adjudication process to display the Business All-Star accreditation symbol.

KCC was also shortlisted for 'sub-contractor of the year – large' in the 2020 Irish Construction Industry Awards.

The Group, which offers end-to-end project specification and scheduling solutions, said it is "delighted to be recognised for all our hard work and efforts."

Chris Kilpatrick managing director of KCC



# INTERIORS PRODUCTS AWARDS OPEN FOR ENTRY

The Society of British and International Interior Design (SBID)'s Product Design Awards are open for entries.

The awards attract entries from across the globe and have a three-step judging process ending with a public vote. There are over 17 product categories including ironmongery.

The 2020 winner of the ironmongery category was Armac Martin for its MIX

Above: Philip Watts Design handle (main image) and Armac Martin's MIX range

collection of luxury cabinet hardware. Finalists included SunBurst lever handle by Philip Watts Design and room divider The Gate by HWCD

The SBID is the professional body registered in the UK to regulate and promote the interior design profession; from suppliers to interior designers. Enter at [www.sbidproductdesignawards.com](http://www.sbidproductdesignawards.com)



## NEW WEBSITE FOR SECUREFAST

Securefast has launched a newly designed website in response to customer feedback and record demand during the covid pandemic.

The new site will allow the user to specify, quote and order 24 hours a day, seven days a week. Visitors can access the full range of Securefast products, view high

resolution images, download the associated datasheet, technical drawing and fire test details. The new website also gives access to expertise and services, with news, case studies and technical support sections. For more information visit: [www.securefast.co.uk](http://www.securefast.co.uk).

# CONSULTATION OPENS ON BUILDING PRODUCT MARKETING CODE



Peter Caplehorn, CPA chief executive

The Construction Products Association (CPA) is seeking views on its proposed Code for Construction Product Information (CCPI).

The code has been developed by the CPA's marketing integrity group (MIG), which it set up after the Grenfell Tower fire exposed issues with the integrity of manufacturers and address criticisms raised by Dame Judith Hackitt's *Building A Safer Future* report.

"The reputation of our industry is now at risk and collectively we need to put it right," the CPA says.

The CPA hopes that its proposed code, comprising 11 clauses, might set a benchmark for how product information is presented and marketed by manufacturers and address criticisms raised by Dame Judith Hackitt's *Building A Safer Future* report.

The proposed code says that all product information put out must be clear, accurate, up-to-date, accessible and unambiguous.

"These five points are the acid tests that now stand behind the 11 Clauses in the new Code," the CPA said.

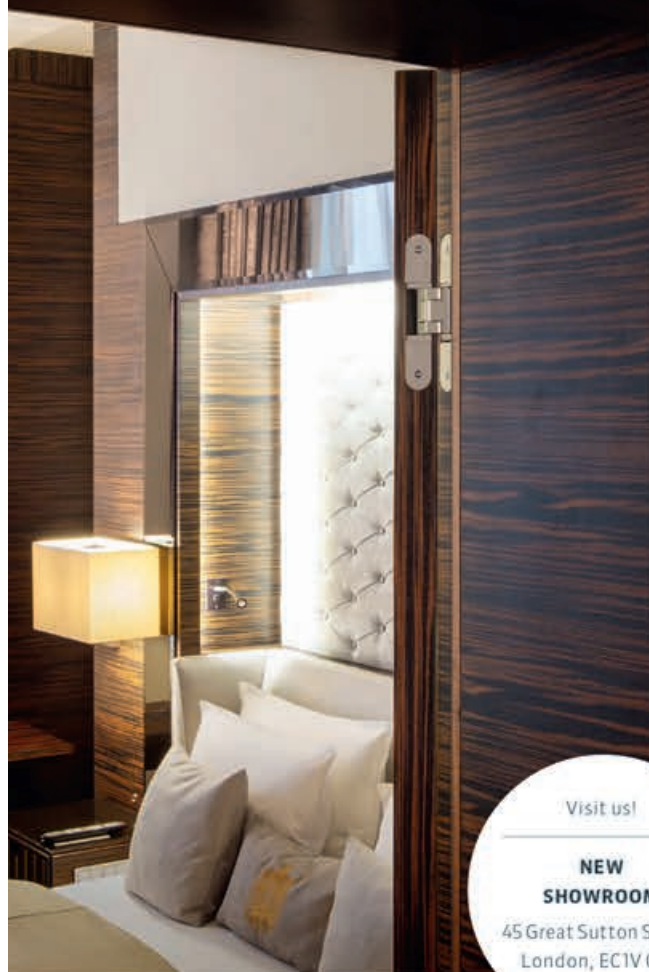
CPA chief executive Peter Caplehorn said: "The importance of this new Code and consultation process will be obvious to all those working in the built environment post-Grenfell. It is our responsibility as an industry to regain public trust and credibility in what we do, and to demonstrate that technical competence can be trusted. I believe the code represents both a determined attempt on behalf of manufacturers to correct disingenuous marketing practices and a proactive and collaborative effort to address the issues highlighted in Dame Judith's report.

The CPA is encouraging the industry to share its views before the Code is launched. The consultation ends on 31 March.

**The CPA's proposed code is at [www.buildingsafely.co.uk](http://www.buildingsafely.co.uk)**

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# AT AWARDS NOW OPEN

The Architectural Technology awards 2021 are now open for entries.

Designed to recognise excellence in architectural technology globally, the suite of AT Awards is open to all professionals and students, in five categories including the Gold Award and a new emerging talent award. <https://architecturaltechnology.com>

The Catalyst – GSSArchitecture.  
The Award for Excellence in  
Architectural Technology 2020



## CONTRACTS SHOW PROMISE: LARGE PROJECT APPROVALS ON THE UP

The latest edition of the Economic & Construction Market Review from industry analysts Barbour ABI, highlights levels of construction contract values awarded across Great Britain.

Sector analysis shows that the total value of infrastructure projects reached £500m in January, which is 57% lower than December 2020.

The total value of contract awards for industrial was also low compared to recent figures: in January the total value was £600m which is a decline of 24% compared to December 2020. However, there was significant activity

in the warehousing sub-sector. Two of the top four overall contract awards in January were warehouse projects – including the £125m Next Warehouse in Yorkshire, and the £100m Uniserve Distribution Centre in Suffolk.

Planning in January was also strong in the industrial sector with a total of £700m new approvals. The hotel leisure and sport sector saw exceptional activity with £1.8bn of approvals – major projects included the £1.3bn Olympia Redevelopment in London, a £250m Gateshead Quays Redevelopment, and the £350m Manchester Arena project.

The Manchester Arena: one of a number of major projects in the pipeline



## IRISH HARDWARE FIRM JOINS GRAFTON GROUP

Building materials firm Grafton Group has added to its portfolio with the acquisition of Dublin-based Proline Architectural Hardware.

Grafton already owns Lloyd Worrall Architectural Solutions in England and Doorways in Northern Ireland. Gavin Slark, chief executive officer of Grafton

says the addition is in line with the company's strategy of "acquiring specialist high quality businesses that trade in complementary markets."

"Proline will bring specialist expertise to Grafton in the architectural ironmongery distribution segment in Ireland," he said. "It will also enable us to offer a broader range of products and services and to extend our customer base in this segment of the market."

## OBITUARY: RODNEY LOVATT 1935–2021



Rod Lovatt, a respected figure in the architectural ironmongery industry, passed away on 3 February after spending two weeks in hospital with covid-19.

His career began at Gibbons in Wolverhampton and included him becoming managing director of Laidlaw & Thomson in the 1980s. He was a founding director of Zero Seal Systems and as technical director helped the company grow with his knowledge of acoustic and fire testing. He contributed to training and education. He will be sadly missed by his friends and colleagues at Zero Seal Systems.





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# CELEBRATING 40 YEARS OF THE AI SPECIFICATION AWARDS

A new award has been announced for the 40th AI Specification Awards. The AI Specification Awards are organised by the GAI in conjunction with the Royal Institute of British Architects (RIBA) to reward excellence in the specification of architectural ironmongery.

The upcoming awards will consist of seven categories including the Jubilee Award, to commemorate 60 years of the GAI, and 40 years of the Specification Awards. This category can be entered by any projects that have previously won an AI Specification Award over the past 40 years.

The Best New Product Design and Innovation Award, first awarded at the 2018/19 Specification Awards, will be formatted differently to recognise both mechanical and electronic products in separate awards.



**Winner of Winners in 2018/19: Adare Manor Hotel and Golf Resort**

The remaining categories recognise projects within the following sectors: commercial and hospitality; public health and education; residential; and international. Any projects that have been completed or products launched over the past three years, from 1 October 2018 to 30 September 2021, will be eligible to enter.

For each category, there will be a first, second and third place awarded. The judges will also decide an overall Winner of Winners.

At the last AI Specification Awards, the Winner of Winners was Adare Manor Hotel, an 18th century manor house in Limerick, Ireland. The renovation project was led by interior design consultancy Richmond International, and involved architectural ironmongers Carrson International, a division of Harbrine Limited, and Mooney Architectural.

Look out for further information on how to enter the awards at [www.gai.org.uk](http://www.gai.org.uk).



## LEADERSHIP: A CONVERSATION WITH GAI MEMBERS

The GAI has released a new video looking at how architectural ironmongery organisations are approaching staff development and training during the pandemic.

The series, titled 'Leadership in a time of crisis', interviews business leaders from within its membership about the steps they are taking to look after their teams and invest in people while the market remains uncertain.

Angus Grant, managing director of Carlisle Brass, and Paul Martin, managing director of dline UK, feature in the first video (pictured left and right). The discussion, chaired by Liz Male, director of LMC (pictured bottom right), covers: leadership style and practices; keeping staff engaged and motivated; the influence of external factors, such as competency; training and development; and how they are preparing for the coming year.

Watch the video on the GAI YouTube channel: [www.youtube.com/GuildAI](http://www.youtube.com/GuildAI)



## NEW CPD PROGRAMME FOR THE YEAR

Secured by Design, UKCA marking and specification during the pandemic are just some of the topics being covered in the GAI's 2021 CPD programme.

Building on the success of last year's online CPD programme, the GAI will continue to run regular presentations for its members to access at their convenience. So far this year, topics have included:

- 1 Star and 3 Star Security Cylinders: Legislation, Standards and Trend
- Architect Psychology and How this Affects Sales and Marketing
- Selling and Specifying in a Pandemic World
- CE marking, UKCA marking and the CPR
- Secured by Design (Placing Design between Crime and the Community)

Since the launch of the revised format in March 2020 to the end of the year, the GAI's CPD webinars have attracted more than 1,600 participants. The CPDs, which can still be accessed by members online, cover a range of topical issues including third party testing, fire safety, product development, and BIM. There were also product-specific sessions looking at hinges, anti-ligature devices, air transfer grilles and dampers, and power pedestrian doors, as well as presentations on wider business issues including marketing, mental health and wellbeing and an economic update.

## NEW BIM DOORSET PDT ISSUED

A new BIM doorset Product Data Template (PDT) was launched in April. The PDT will encompass characteristics such as fire, security and acoustics and will relate to current relevant British and European product and test standards. The PDT will allow doorset manufacturers to create their own Product Data Sheets.

The PDT was created by a BIM Fenestration Relevant Authority working party chaired by GAI technical manager Douglas Masterson. It has representatives from associations such as ADSA, BWF and GGF as well as Warringtonfire, Masonite and Ramboll. Douglas said: "This was an exciting project to be leading. The differing perspectives of each organisation has meant we have been able to produce a template which will be of use to all from the designer right through to the end user".

The PDT is available on the GAI website, with 34 existing door hardware PDTs.

## NEW CPD TO HELP BETTER UNDERSTAND ARCHITECT NEEDS

Members can now access an exclusive CPD recording on what architects really want from product manufacturers.

Recent events have changed the way architects work and the CPD explains how manufacturers will need to adapt. The presentation on 'Architect Psychology and How This Affects Sales and Marketing' explores how manufacturers can find more effective ways of reaching architects and specifiers.

Over 160 people attended the live webinar, delivered by Paul Iddon of Agency PSI Ltd, a registered architect who is both vice president of Manchester Society of Architects and a RIBA NW council member.

To access the CPD, contact [technical@gai.org.uk](mailto:technical@gai.org.uk) (See page 14 for more on reaching architects).

## NEW MEMBERS

**Fireco Ltd**  
Affiliate member, UK

**Joinery and Construction Supplies Ltd**  
Affiliate member, UK

**Matrix Architectural Ironmongery**  
Full member, UK



For more information on accessing GAI CPD webinars, contact [technical@gai.org.uk](mailto:technical@gai.org.uk)

## WE'VE GROWN WITH YOU

Our One Future Vision strategy ran from 2015. Here are some of the key successes:

### COMMUNITY

#### MEMBERSHIP



#### COMMUNICATION & EVENTS



### TECHNICAL

#### GUIDES, UPDATES & CPDs



### EDUCATION

#### SUCCESSFUL STUDENTS



#### WHAT'S NEXT FOR THE GAI?

Find out more at the Member's Day on 27 May 2021  
[www.gai.org.uk](http://www.gai.org.uk)





# EXCITING TIMES

**Simon Forrester**, the new head of the GAI, shares his first impressions and talks about his plans for the Guild.

**S**imon Forrester joined the GAI as its new chief executive last December. Following a career of over 25 years in professional institutions and trade associations in the healthcare, business tourism, jewellery and construction sectors, he has come to lead the GAI membership through another year of significant change.

## What do you bring to this new role?

After so many years working in membership organisations, I think it boils down to a fundamental priority: get to know fast what members genuinely want and need for business

## OFF DUTY

**Favourite film:** Metropolis, by Fritz Lang

**First record ever bought:** Purple Rain, Prince

**Currently reading:** Arrival, by Ted Chiang

**Favourite building:** Anything in the Brutalist or Post Modern style

**Favourite piece of door hardware:** The extraordinary handles and hinges on Lichfield Cathedral door

and professional success, and make sure the membership body creates the right benefits and services to meet those needs.

For example, during last year many GAI members needed more support on employment issues. It's been a tough and confusing time for many businesses. So the first thing I have done is to introduce a new, completely free, expert service covering HR, employment law, health and safety, legal, insurance and tax, for all GAI members.

I've got lots of experience of fighting members' corner with regulators, working on the maintenance and raising of standards, and showing government and others the expertise offered by such a membership organisation. This is where I'm focusing next, along with looking at how we extend our networks and representation across UK and Ireland, as well as overseas.

## What are your initial impressions of the architectural ironmongery industry?

I've had many excellent conversations with GAI and IAI members, and a superb induction process and support from the president, executive committee and my staff team. Of course, I wish I could have done more meetings face-to-face. But the listening process never stops.

If I was to give the industry a SWOT analysis right now, I'd highlight its passion and expertise as a core strength. You just can't fault the commitment of the architectural ironmongery industry to technical and aesthetic excellence, customer service and competence.

I think its main weakness is that the industry is not yet good enough at telling its own story, and is not yet well enough understood in the construction value chain. Advocacy is one of my key strengths, so I'll be making sure that all changes. This industry, its products and services, keep people alive and safe. The importance of the Registered Architectural Ironmonger cannot be overstated.

**// The first thing I have done is to introduce a new, free expert service covering HR, employment law, health and safety, legal, insurance and tax for all GAI members"**

There are significant opportunities for the industry post-Brexit, especially around UKCA marking and taking back control of technical standards. But there are also long-term threats, including from artificial intelligence – in a world where all product specification is managed by systems, how do we realign our skills set to become masters of this technology rather than victims of it?

Given everything I'm learning right now, I honestly feel I've joined the GAI at the most exciting time in its history.

## What's your vision for the future?

I've quickly come to realise how much we have been delivering and can see that the Guild's three core pillars of technical support, education and community are still sound. So in short, my vision is about delivering more, better.

Members' Day on 27 May marks the start of a new strategic planning cycle, so that's when much of this vision will be launched. We'll have new people at the helm (Members' Day also incorporates the GAI AGM, at which the new President will be elected). It will be a great opportunity for us to meet as one organisation as we start to move into a post-pandemic landscape, and look to the future. Come and meet your peers; student and qualified AIs, consultants, manufacturers and suppliers, architects and architectural technologists, and colleagues from other related sectors.

We'll be revealing how the GAI will expand its influence, its technical support, its education programme and its potential markets and networks. It's a day not to be missed, and I'm really looking forward to meeting everyone there. ■



# GAI TECHNICAL

GAI members can avail of a wealth of technical information which is all available on the GAI website.



## 1. Technical Briefings

Regular briefings on relevant industry topics. Everything from BIM to BS and EN standards to UKCA Marking are covered.

## 2. GAI Guides to Standards

A library of over 20 guides to the most relevant British and European standards which impact the ironmongery industry.

## 3. Quarterly Technical Review

This publication which is updated each quarter provides the proposed timetable for changes, amendments or revisions to BS and EN standards, as well as keeping members informed on any new relevant publications or consultations.

## 4. GAI Specifier's Guides

A complete set of eight guides relating to ironmongery and access control product for the Construction industry. These are aimed at assisting all who are involved in the specification process from the architect, architectural technician, interior designer, M&E consultant right through to the specifying architectural ironmonger. Topics covered include ironmongery in a post-pandemic world, the internet of things, accessibility, access control and ironmongery for fire and escape doors.

## 5. BIM Product Data Templates (PDTs)

A series of 34 templates which are available for GAI members to populate with product information to create Product Data Sheets – this will assist with having your product ranges “BIM ready”.

## 6. RIBA Approved CPDs

The GAI now have ten CPD presentations which have been approved by RIBA and these are all available to GAI member companies for their architects and specifiers. These cover a broad spectrum of topics from accessibility right through to internet of things. As these have been approved by RIBA they are all worth double points to RIBA members.

For further details contact GAI Technical Manager  
Douglas Masterson on [technical@gai.org.uk](mailto:technical@gai.org.uk)



# AN ARCHITECT SPEAKS

**Paul Rees** offers tips on how best to approach architects

**T**he past year has seen unprecedented uncertainty, but as vaccinations are rolled out, there is hope for a pre-covid lifestyle returning. As with most industries, the architectural ironmongery sector will be looking to revitalise and how to secure more work will undoubtedly be a large part of this.

Approaching an architect with the aim of starting a working relationship which sees them specify your products should not be a complicated experience.

Firstly, it pays to approach the appropriate architect for your goals. Not every architect will be suitable or align with your aspirations. Nothing beats doing some research before lifting the phone or sending an e-mail. Most architects have a website, social media account or can be found on LinkedIn. Check that their projects and type of work associate with your company and products, especially in quality and budget.

Next, prioritise the architects in the order you should contact them; from the most

**// It's not about you, your company or your products. It's about the architect's problem, or at least, their client's problem and how can you assist them"**

compatible to the least and do not be afraid to apportion your time accordingly. You may need to spend a little more with some than others. However, value their time as well as yours equally. The construction sector is a competitive market and nowhere more so than in architecture. Fees which are continuously being driven down and ever-changing legislation can occasionally leave architects with little time for reviewing new products, or suppliers on some projects and you won't gain anything pursuing a connection that has clearly expressed no interest. If you consider it necessary, add them to the bottom of the list for a later date.

## **How can you help?**

Like most people, architects may stick with what, or who, they know, but it does not automatically mean they're not open to alternatives. We've all heard the saying 'people buy from people'; so know the person you're talking to and what they need. This comes partly from doing research, but partly from listening to them. It's not about you, your company or your products. It's about the architect's problem, or at least, their client's problem they're solving and then how can you assist them. What knowledge can you bring to the table, not just products.

Architects look at the whole picture, including the fine details. They will have an opinion on what is required or appropriate and this should be considered just as equally as yours when proposing solutions or raising other issues. Don't try to sell something that doesn't solve the technical problem or match the aesthetic intention, just because it's your best or most expensive product.

## **Be honest**

This links to the final issue; always be honest. Like all relationships, no-one likes being mis-led. Talk openly about any limitations your company or products have. This will save both of you time in the long run and show great integrity on your part, which is likely to be remembered. Similarly, informing architects of supply or technical issues will always help them on projects which are likely to have programme constraints and avoid unwanted delays. This will maintain the respect you have worked hard to develop and is more likely to result in repeat business. ■



# MAN OF THE WORLD



Based in the UK but working on International projects, **Timothy Perry's** career has taken him across the globe

**T**imothy Perry is a RegAI and a qualified Architectural Hardware Consultant (the DHI qualification in the US) at FSB – Franz Schneider Brakel GmbH +. He is a member of the GAI Executive Committee and Education Committee and an affiliated member of RIBA.

Timothy's career to date has been an adventure. Based in the UK, he works on project specifications for the Middle and Far East. He spent 13 years at Lloyd Worrall in the UK and later joined FSB in

Germany for four years. From there he expanded his horizons across the globe, including starting the Häfele International Project office in Germany working with architects and interior designers in Dubai, Singapore and Hong Kong for projects throughout the Middle East and Asia. He spent a year in Malaysia and over four in Singapore.

"My GAI education has sent me around the world and I am thankful for that," says Timothy. He rejoined FSB in 2019.

**As you specify into projects abroad you typically work with ANSI standard. You say many factors will determine the best standards to use for a project and the types of quality of materials. Can you expand?**

I write 'door by door' specifications in ANSI or British Standard depending on the origin of the architect or the location of the project, i.e. many projects in Saudi Arabia are ANSI and some projects demand the higher testing cycles of ANSI for products.

**What are the most challenging aspects of your job? And which are the most rewarding?**

On a day-to-day basis, challenges have decreased over the years as I gained more experience. Gathering all required information for some projects can be at times be a challenge, but then seeing a picture the finished project is most rewarding and I can say I did that!

**Having worked globally what observations do you make about the way architects in different countries approach projects?**

I have noticed that the architects in some countries have more power to hold a spec on the project than others. In other countries, the contractor has power to change the spec and supply to whatever he/she likes.

**For those in the UK, can you explain more about AHC. How does it differ for instance from RegAI?**

The AHC is similar to the Reg. AI. The AHC credential allows the holder to write specs and consult on ANSI standard projects. ANSI stands for American National Standard Institute. ANSI is supplied to projects in the USA, the Middle East, Macau, Guam, and the Philippines.

**What changes would you like to see in the AI industry?**

More money spent on quality door hardware, as it's the part of the building gets touched the most. More power to the architect to hold on to the spec.

**How do you spend your spare time?**

Enjoying time with my wife and our young daughter, cooking, eating out, walking, gardening and supporting England at cricket. I am looking forward to getting to Lords cricket ground sometime late summer if government restrictions allow. ■

# STANDARD BEARERS



Setting the Bar – the final report resulting from the Grenfell inquiry – has put competency under the microscope. In the last issue of AIJ we looked at the impact of the report on the industry. Here we report on the views of GAI members, solicited in a recent survey.



**W**hen a fire broke out on 14 June 2017 in a block of social housing flats in North Kensington, London causing the death of 72 people, little did the built environment industry know it would herald a revolution for how it and its suppliers would work in the future.

The Grenfell Tower tragedy was one of the worst disasters of modern times and it plunged the reputation of the built environment industry into the doldrums. The ensuing inquiry led by Dame Judith Hackitt revealed a culture of poor standards, buck-passing and 'a race to the bottom'. The inquiry saw Dame Judith launch a scathing attack on the construction industry as revelations revealed it needed crucial wide systemic change. It was a wake up call for all involved.

#### Blueprint for change

In August 2019, an interim report, *Raising the Bar*, was published by the Competence Steering Group (CSG), a cross-industry body representing more than 150 organisations, including the GAI.

In October 2020, the final report, *Setting the Bar: A New Competence Regime for Building a Safer Future*, was published. This provides a blueprint for improving the competence of those working on higher-risk buildings and driving culture change in the industry.

The CSG and its working groups collected feedback to develop sector and competence frameworks that set out the skills, knowledge, experience and behaviours needed to carry out specific roles and deliver



Setting the Bar is the final report from the Competence Steering Group

a more rigorous approach to the essential training and assessment that is required.

The proposed system of competence in the report is made up of four key elements: a competence committee; a national suite of sector specific standards; independent assessment of competence standards; checks and balances for certifying standards. WG12, the Construction Products Competence Working Group is currently working towards the publication of a new Construction Products Competency Matrix which is shortly due to be published. Douglas Masterson, the GAI technical manager, is co-chair of WG12 and a member of the CSG.

#### GAI get ahead

So competence has been thrust to the top of the agenda. 'Setting the Bar' defines competence as "the combination of skills, knowledge, experience and behaviours that enable a person to undertake responsibilities and perform activities to a recognised standard on a regular basis."

Which will come as good news to those GAI members who have gained the Foundation, Certificate, Diploma or RegAI qualifications and therefore know first hand the rigorous process of acquiring these badges of professionalism. As GAI chair Julian Newman says: "The GAI education programme is the only way to prove competence in the specification of architectural hardware."

Douglas Masterson wrote in this magazine: "With so much emphasis on competence we must all ask ourselves as manufacturers, specifiers or installers of products what we can do to increase our own levels of competency in the tasks we are required to do."

So we asked GAI Members for their reaction to Setting the Bar and what they are doing to attain and sustain competence in their businesses. The results were heartening. When asked how important competency is to their business just short of 100 per cent of respondents said "extremely" with the remaining few deeming it "very". »»

## THE GAI TECHNICAL COMMITTEE SHARES ITS VIEWS

**//** The GAI technical competence is second to none and is seen as the authoritative voice of the ironmongery industry, hence why here at RTR Services we fully support any new initiatives. The GAI involvement in standards development gives comfort to members that their best interests are being served."

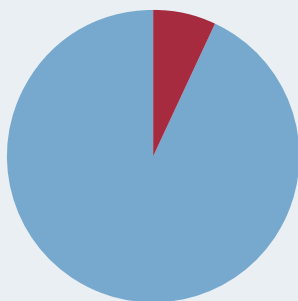
Paul Watson, Sales & marketing director, RTR Services

**//** Fire safety is about hundreds, if not thousands, of different factors, that need to work together as a complete system when an emergency happens. There is not one product or process that will make a building and its users safe; the holistic view of competency across the passive fire door industry is a welcome approach and the only way forward. Every single person involved in the chain of managing fire safety products, from the initial product design right through to the facilities manager conducting routine maintenance, needs to understand their legal and moral responsibilities for keeping their residents safe. The industry must be unrelenting in challenging its culture, sorting competency and implementing new controls now, rather than waiting for legislation to dictate what needs to be done."

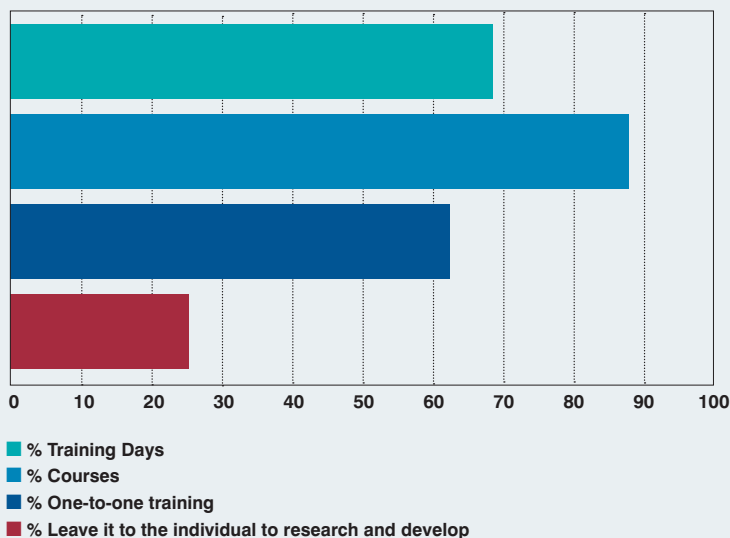
Hannah Mansell, Masonite UK Group technical director

#### HOW IMPORTANT IS COMPETENCY TO YOUR BUSINESS?

■ 7% Very  
■ 93% Extremely



## HOW DO YOU IMPROVE STAFF KNOWLEDGE, SKILLS AND TRAINING?



Members were also asked about what measures they take to raise/ensure competency? Almost all responded that training was the key, with most putting staff through the GAI education programme and undertaking CPD. One respondent shared their mix of measures. "All externally-facing staff are GAI-qualified or qualifying, all paid for by the company. We have an internal training academy which runs permanently rotating internal technical courses on all key topics. We run a monthly online

quiz (with prize) for staff and our formal annual appraisal system embeds a permanent review of competencies and training needs which are then followed up by managers and HR. We will soon be launching a self-service training platform on a new intranet system and we maintain a fully up-to-date product knowledge base which is accessible for all staff."

Keeping abreast of relevant standards was also a popular response. The ways in which training is carried out varied among survey respondents. Around 68 per cent operate training days, nearly 88 per »»



## TRAINING WHEELS

The following are examples of highly respected industry training which trade associations provide for those within their membership:

### GAI

The GAI has spent nearly 60 years educating the ironmongery industry with a training portfolio which caters for all abilities. This includes introductory level through Foundation in Hardware, in-depth product knowledge from the Certificate in Hardware, right through to the specification of fully compliant ironmongery products on to a project by achieving DipGAI status. Beyond this the RegAI Continuing Professional Development CPD programme ensures that product knowledge is maintained and kept fully up to date with industry standards and latest developments. A full prospectus can be downloaded from [www.gai.org.uk](http://www.gai.org.uk).

doors. The Qualification when linked to a CITB approved Health and Safety in construction training course forms a critical pillar in demonstrating industry competence. In Early 2021 the association will continue its drive to further improve competence by adding National Vocational Qualifications (NVQs) to its Educational portfolio.

### MLA

Master Locksmiths Association (MLA) run a range of training courses to become a locksmith, this encompasses beginners' locksmith courses through to advanced courses for existing locksmiths who want to learn new skills.

### FDIS

Fire Door Inspection Scheme (FDIS) provides an online education programme which is available to anyone who wishes to gain a greater knowledge of fire doors or else to become a certificated fire door inspector.

### ADSA

The Automatic Door Suppliers Association (ADSA) delivers a comprehensive training program which gives course delegates an in depth knowledge of the safe operating standards for powered pedestrian





# GAI Foundation In Hardware

## ARE YOU WORKING WITH OR SELLING ARCHITECTURAL IRONMONGERY OR DOOR HARDWARE?

...then we have the right course for you to build on your knowledge and help both yourself and your business.

### IN THE FOUNDATION IN HARDWARE COURSE YOU WILL EXPLORE THE BASICS OF:

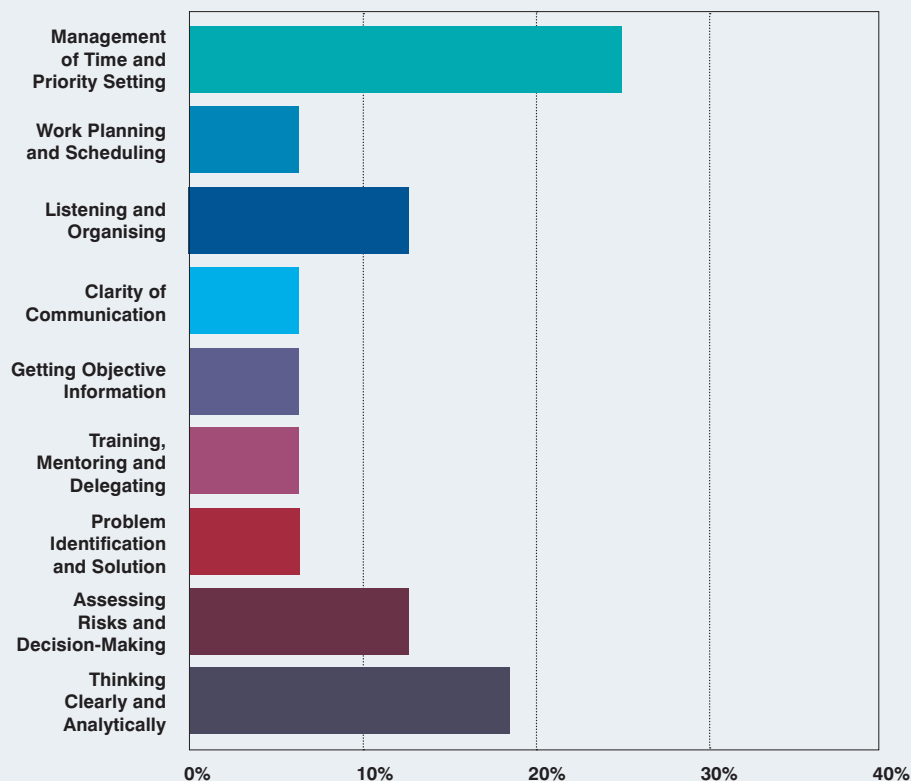
- An introduction to hardware
- Handling of hardware
- Hinges
- Door closing devices
- Locks and latches
- Door furniture
- Door bolts
- Fire and escape doors
- Escape hardware
- Signage
- Basics of access control
- Standards

The course is valid for 6 months from date of purchase.

For more information visit [www.gai.org.uk/FiH](http://www.gai.org.uk/FiH)  
e: [Education@gai.org.uk](mailto:Education@gai.org.uk) | t: +44 (0)207 0332480



## WHAT AREAS OF COMPETENCY NEED IMPROVING IN YOUR OPINION?



cent use courses, 62 per cent embark on one-to-one training and only one quarter leave training to the individual staff member to develop themselves.

Another positive result showed that most respondents didn't feel they needed much in the way of support for raising competency in their companies. For those who did it tended to focus on training courses.

#### Life savers

Not surprisingly when asked how important it is to the industry that we raise competency standards, virtually all respondents stressed how vital it is, often being a life or death issue. "It is critical," said one member, "our trade is technical and safety-sensitive. Lives depend on our advice and supply".

Another agreed: "The industry supplies life-saving products as

well as security products. Knowledge and competency is paramount in avoiding risk to life."

"It is imperative," said another. "We must have the highest levels of competence in our industry sector to inspire confidence thought the rest of the construction industry." Another respondent said: "This is probably one of the most important issues in our industry as many of our products fall into the life saving category."

Asked about how we best measure competency one of the overriding responses was to have certification and put more emphasis on professional qualifications, specifically RegAI status.

*Setting the Bar* is only the start of a long road to developing better quality, competence and standards in the built environment but a journey many GAI members have already travelled. ■

## WHAT GAI MEMBERS THINK ABOUT COMPETENCY

// Whilst the GAI has for years looked to improve knowledge and competency through the training programs it provides, the construction industry as a whole has been too quick to 'value engineer' everything and the GAI members have been complicit in this. The long term answer is probably more red tape to control/restrict what can and can't be done with regards to product substitution but that may be the price to pay to avoid another Grenfell disaster.

// Too many AIs like to think they are designers...concentrate on the technical aspects of the products and specs...let designers design. Competency also needs to be allied to better commercial skills than many AIs display.

// What differentiates the GAI membership is the accredited level of competency acquired through not only the education programme but also the constant work in ensuring the membership is informed and up to speed with developments within industry standards and trends in technology. The value to our customers is assurance of competency.

// We should be shouting about the seriousness which the GAI takes our competency.





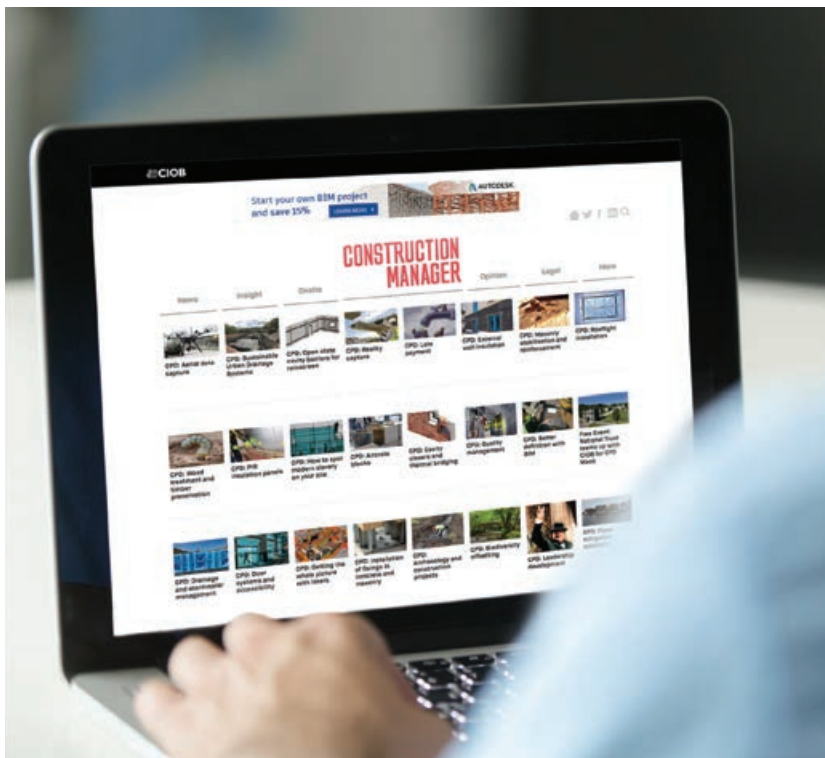
# Pro-Tek



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Keyed Alike & Bespoke Master Keyed



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# MORE THAN A VENEER

Winkhaus UK talks to **Nicky Roger** about doorsets, dual certification and designs on the future

Winkhaus product has been used in Battersea Power Station development

If you think about veneer timber doorsets which projects spring to mind? Probably not Battersea Power Station redevelopment, Wembley Park, the Pinnacle or even the Olympic Village, right? But all are projects for which Winkhaus UK has supplied doorset locking solutions.

And yet think of Winkhaus UK and you probably thought of multi-point locking systems locks. Well think again.

"We're not who people think we are," says Andy Townend, architectural project manager for Winkhaus UK. "New customers are often surprised at the diverse range of products and services we provide."

## Identity check

Winkhaus UK – a new member of GAI – is owned by the larger Winkhaus Group based in Germany

which employs over 2,000 people across its four factories and has international subsidiaries throughout Europe including the UK.

The UK company began life in 1992 with a modest turnover as a subsidiary selling the M4 multi-point lock and tilt and turn windows gearing (previously Winkhaus products were supplied via Schlegel). Winkhaus UK now manufactures numerous different variants of locking systems as well as tilt and turn window gearing.

Door lock solutions are the predominant product sold with tilt and turn window product making up less than five per cent of UK turnover. In Europe it is the opposite with sales of tilt and turn gearing being in the majority.

Enjoying substantial autonomy from its German parent, the UK company has grown its market







**// Covid made it harder to discuss projects and get access to customers with furloughing, but we have had two record months and we are planning to keep it going"**

**Mike Rushen**

sectors significantly. Despite a difficult last year – like everyone surviving the limitations of covid and lockdown – Winkhaus UK enjoyed healthy growth in quarter three and four of 2020.

#### Revved by regulation

The catalyst for the growth was the introduction of Document Q – the building regulation for England covering security in dwellings. "We saw the need to meet Approved Document Q as an opportunity," explains Andy. "We shifted from the supply of locks and moved into supplying solutions, for doorsets that meet standards. We now have a full timber fire door specification tested so fabricators can manufacture under our license. Now we rarely talk about locks; we talk about a solution that includes a lock and that is a certified product to boot!"

The products are dual certified for fire and security including composite fire doors and audited by the BM TRADA Q-Mark Fire Door Installation scheme. Winkhaus tests variations of design applications.

"It means our customers can use our extensive spec rather than testing a product for one specific

situation," says Andy adding that "and as users can piggy-back off our testing, it becomes more economically viable too."

Having a dual certified timber door means Winkhaus has a lot of business from local authorities – it supplies to many London Boroughs – replacing and supplying doors in social housing, especially medium and high-rise builds.

Winkhaus enjoys strong relationships with architectural ironmongers as a route to market. And it is one of the reasons it joined the GAI. "It helps raise our profile and change people's perceptions," says Mike Rushen, sales director. "We see a lot of very strong architect-led specs out there; we recognise the link between doorset manufacturers, architectural ironmongers and architects."

#### Forward march

Having successfully navigated Brexit – the firm had a dedicated team exploring freight and forwarding issues for two years so that it was prepared for logistical hurdles – Winkhaus is now turning its attention to future growth areas.

As the first to bring the AV2 autolock to the UK Winkhaus wants to anticipate where the new demand and innovation is coming from. "Everything is cyclical and staying



**// Now we rarely talk about locks; we talk about a solution that includes a lock and that is a certified product to boot!"**

**Andy Townsend**



**Above: multilocks in veneer doors**

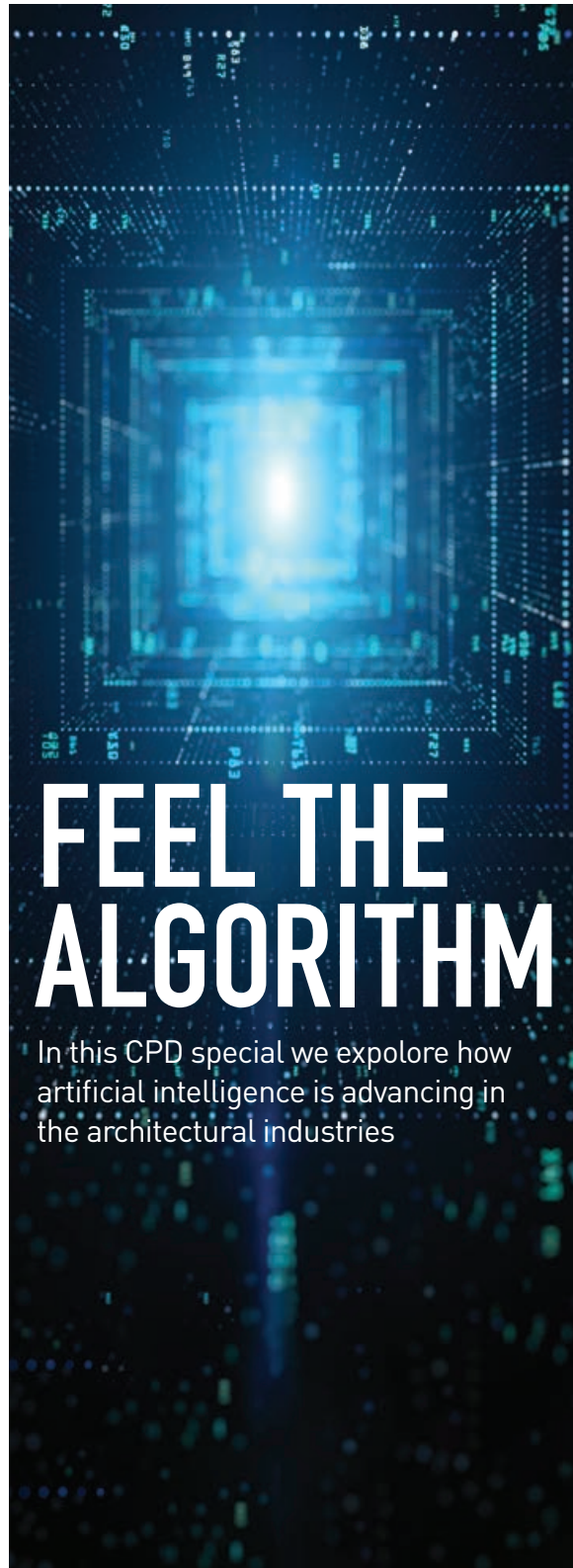
**Below: Wembley Park and the Pinnacle also use Winkhaus products**

one step ahead of the market place is an essential part of our strategy," says Mike, adding, "we have an exciting innovation pipeline and are further strengthening our dual certified solutions."

Winkhaus supplies solutions into the composite fire door market place, the aluminium sector and extensively into the joinery market place. Electronic cylinder solutions and smart products are already part of the portfolio. "We want to bring these products into our veneer timber door specification," says Mike.

"We are committed to strengthening our relationships in this sector and are delighted to belong to the GAI."





# FEEL THE ALGORITHM

In this CPD special we explore how artificial intelligence is advancing in the architectural industries

## PUTTING THE AI IN ARCHITECTURAL IRONMONGERY



Karl Thurston on how artificial intelligence is here to help, not replace skills

**// The key is to use AI where human error is most commonplace. It should be used to speed up tasks that enhance quality and safety"**

Artificial intelligence (AI) often conjures up futuristic images and concepts. However, AI is often more understated and prevalent than we realise. We recognise it most as algorithms that serve our day-to-day technology, such as Amazon's Alexa or Apple's Siri.

In the built environment, there is a low but upward trend of using AI to automate tasks. AI has the potential to increase productivity, reduce risk and increase accuracy by running key processes that require little human interaction. Because of this, many people have concerns that AI will take jobs away.

### AI in architecture

AI is most common in computational design within the architecture discipline. Alongside quality control, it can assist with decision making and clash detection.

AI's benefit is that it can push productivity by taking over the analysis of available design options and making intelligent decisions. This frees up the architect's time to concentrate on other areas that a machine could not

do justice. The key is to use AI where human error is most commonplace. It should be used to speed up tasks that enhance quality and safety, such as clash detection. Software like Archicad can learn building codes to identify where one or perhaps multiple building elements would clash.

In design, the automation of components, such as beams, walls or slabs, allows the architect to spend time on looking at the overall design and any improvements that can be made. This saves time and money in the long run. Yes, humans will always be necessary to make the final decisions, but AI should help humans get there faster.

### Algorithms

Archicad works with algorithmic design tools, Grasshopper and Rhino. These tools allow the architect to experiment with different design options. Using Rhino, an architect can experiment with environmental analysis and sun studies, using the algorithmic design ability of Grasshopper. These tools are used for both the structure and the finer building details.

Schedules within Archicad give the details of all components such as fire rating, finish and dimensions. Any changes made will update the final design so there's no risk of amendments being missed. This is where human error can be overcome, minimising risk and enhancing quality for the final design.

### The future of AI

The biggest impact of more effective technology like AI will be the ability to communicate, design, build and evaluate faster. With these tools, architects can free up more time to focus on creating places of beauty that respond to their context and the needs of the occupants.

**Karl Thurston, is BIM consultant at Graphisoft.**





## “WE HAVE A VISION IN WHICH AUTONOMOUS DOORS CAN UNDERSTAND THEIR OWN SERVICE NEEDS”

ASSA ABLOY started thinking about how to use artificial intelligence (AI) around three years ago. Since then, products have already been developed that use basic machine learning. And as the organisation harvests more data, the possibilities to use AI are growing.

“Artificial intelligence starts with the data,” says Kenneth Pernyer, concept innovation manager for artificial intelligence in the pre-product innovation department of ASSA ABLOY’s Shared Technologies Unit. “And we have a lot of data. We often in fact refer to our work as data driven innovation.”

Kenneth and his team are completely dedicated to researching the use of AI. “We do early (Horizon-3) research mixed up with ‘here-and-now’ possibilities” he says. “So the work we

do now could be used in a product in a year or two or it could be that the experimentation is simply of great value in itself.”

Products they are looking at now is smart doors. “We have a vision in which autonomous doors can understand their own service needs and fine-tune themselves using self-supervised learning,” explains Kenneth.

“And while on this journey we have found low-hanging fruit such as machine learning algorithms that tell us if a malfunction has occurred because a door has been hit by a vehicle,” Kenneth adds. “This type of information would be great for something like an insurance claim.

“We are also looking at pre-break in attempts through the use of sensors on windows. We can now tell the differences between burglars using crowbars, children kicking balls against windows and the effect of a hail-storm. Recognising those patterns does not necessarily require advanced AI, but it does require decent machine learning algorithms.”

Machine learning, which involves the automatic performance of tasks based on the interpretation of patterns of algorithms, is a subset of AI.



**Kenneth Pernyer,**  
Concept innovation  
manager

**Above: Capturing  
data is key for  
machine learning**

**Below: AI is the  
innovation behind  
smart doors**

“When it comes to machine learning you can use statistical methods that work fairly well with some data,” Kenneth explains. “But things like self-driving cars use variations of deep neural networks that require an enormous amount of data.

“We don’t have anything like that. Self-driving cars require networks that are over a hundred layers deep, whereas our current projects are around 10-20 layers deep. We are not Facebook or Google when it comes to the amount of data we have, but we do have some projects that have been online for a while with which we have been gathering quite a lot of data. And the more data you have, the more layers your networks can have and so you get better performance.”

ASSA ABLOY’s development of the use of AI in its products is closely linked to its evolution into the world of digitalisation. “I think digitalisation in general takes time,” says Kenneth. “But the important thing is that the process has begun. And as more people across the Group see the opportunities, more and more ASSA ABLOY brands will ask for our advice and solutions based on AI.”

Kenneth believes that the use of AI will be a gradual process with quantum leaps coming in a few years. “Those will be when we enhance our business models and build even more solutions around the doors in our homes and commercial systems that really benefit from the smartness of the solutions that we build based on lots of data. We don’t have this now but we will in a few years.”

**Text: Danny Chapman.**



**// While on this journey we have found low-hanging fruit such as machine learning algorithms that tell us if a malfunction has occurred because a door has been hit by a vehicle”**



## PUT TO GOOD USE

**Dr. Kai Oberste-Ufer shows seven ways that artificial intelligence is changing the field of architecture.**

### 1. Better building efficiency

Software tools and programs can now make building calculations and environmental analysis a simple task. There is so much data at an architect's fingertips these days that pulling information like temperature and weather data, material ratings, and more – all of which would otherwise require a significant time to compile – can be done much more easily.

Smart tech also gives architects a way to build sustainability into their designs. Solutions such as smart lighting or smart stormwater management systems can be worked into blueprints, ensuring better sustainability from the get-go. None of this was possible even a decade ago.

### 2. Get from A to B faster

AI can cut down the time it takes to plan and design a structure significantly through Building Information Modeling (BIM).

Computer-Aided Design (CAD) has been instrumental in creating 2- and 3-D models of buildings, but BIM takes that a step further and incorporates product information, time and costs, giving an architect the entire scope of a project. BIM works

Augmented reality gives clients a real world experience

**// There is so much data at an architect's fingertips that pulling information like material ratings can be done much more easily"**

with other design software programs to give a full picture of a structure including conceptual design, detailed design, analysis, documentation, manufacturing, construction, operation, and maintenance once the building is constructed.

Leveraged appropriately, AI can free architects from time spent on data analysis.

### 3. Show clients before it's built

Augmented reality has taken the video game industry by storm, and it's now finding a place in architecture and design. Firms can allow clients to have real-world experience with their proposed building without having to break ground. It's possible to simulate everything from aesthetics to sounds, and feedback can be implemented into the design immediately – before money's been spent on materials or construction.

### 4. Update the construction process

There is a great potential for the integration of AI into construction, and it could reduce building costs by up to 20 per cent.

Besides using autonomous or semi-autonomous construction machinery to help with excavation and prep work, computers can analyse job sites and identify potential risk factors, decreasing safety hazards and the delays they might create.

### 5. Make buildings more secure

Businesses, offices, and campuses have long used video security to

monitor who is coming and going, but the high volume of footage collected means that things may be missed. A smart security system integrated into a building, on the other hand, can quickly scan and automatically detect suspicious activity and send alerts to building owners.

AI can also be used in the form of smart locking systems, which can restrict access to certain areas unless the user has a keycard or code.

### 6. Optimise building maintenance

AI-based energy management platforms can determine usage patterns to create ideal conditions for tenants, both conserving energy and saving money. AI devices can also take in and analyse data from sensors to monitor leaks or malfunctions. They make it easier to keep tabs on a building's performance and efficiency.

### 7. Large-scale interaction

All around the world, video feeds collect data on people's behaviour and usage patterns. AI is already being used to optimise flow in museums and airports. Taking that to the next level, firms could design buildings that integrate to create entire smart cities based on the ways people interact with their surroundings and how they feel in public spaces. ■

**Dr. Kai Oberste-Ufer is senior manager for digital planning at dormakaba digital.**

## GOLDEN THREAD

**The first major catalyst for embracing digital construction came back in 2016 with the Government adoption of mandatory BIM level 2.**

**Five years on, there have been more encouraging developments such as procuring for value and the "golden thread of information". This promotes the**

**traceability of information, giving the ability to access information through the whole lifecycle of a building.**

**The golden thread is seen by many as the next major catalyst – moving towards a time when how a building is designed, built and maintained for its entire lifespan will be digitally recorded.**





# SAVE THE DATE

## GAI MEMBERS DAY

### 27 MAY 2021

Keeping you connected to your industry



**We are proud to be launching the GAI Members day, being held virtually on 27 May 2021.**

This virtual gathering will bring together industry experts and professionals from across the globe with the chance to hear from the new GAI Chief Executive Simon Forrester, keynote speakers, industry influencers and find out what's in store for the future of GAI with the incoming president, Mario Del-Signore.

This event is open to all GAI and IAI Members, and a special welcome is extended to the readers of AIJ Magazine.

Sponsorship packages are also available for any company that is looking to get that extra exposure during the event.

For more information about the event, sponsorship packages and more: [www.gai.org.uk/GAIMembersDay](http://www.gai.org.uk/GAIMembersDay)



# ON YOUR MARKS

Douglas Masterson provides an update on CE, UKCA and UKNI marking

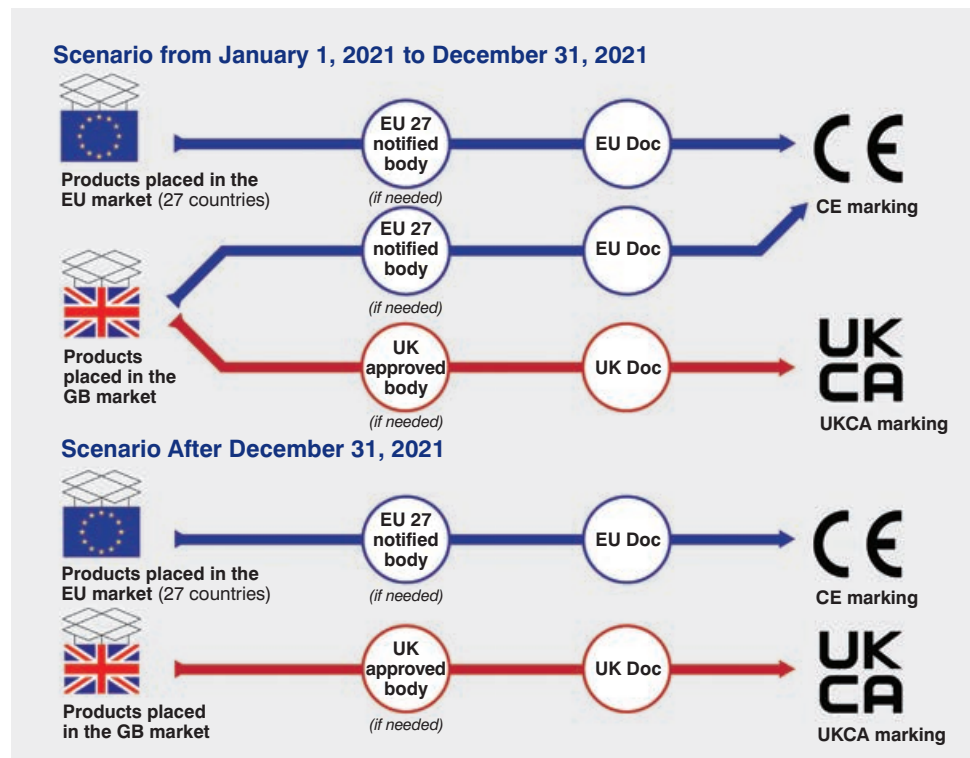


Image courtesy of UL International UK Ltd

As we are all aware the UK has now left the European Union. On 24 December 2020, after a prolonged period of negotiations a trading agreement entitled the UK-EU Trade and Co-operation Agreement was reached between the UK and the EU. The new deal secures tariff-free access between EU and UK markets, but does not change the compliance process, so product marking and conformity to UK legislation remains mandatory for placing goods on the market in UK, although this will change from traditional CE marking.

## UKCA marking

The UK has developed a new National Compliance Mark as CE marking will cease to be used in Great Britain. The UKCA (UK Conformity Assessed)

marking is a new UK product marking that is used for goods being placed on the market in GB (England, Wales and Scotland).

UKCA marking is of great importance to the architectural ironmongery industry as any products currently CE marked will require UKCA marking going forward in order to be placed on the GB market. The UKCA marking will not be recognised on the EU market, and it cannot be used for goods placed on the Northern Ireland market, which will require either CE marking or new UKNI marking.

UKCA marking will be optional for products to be placed on the market in GB (if CE marking is applied instead) until 31 December 2021 but will be mandatory from 1 January 2022. It will need to be used if the product:

- Is for the market in Great Britain (England, Scotland, Wales – not Northern Ireland)
- Is covered by legislation which requires the UKCA marking.
- Requires mandatory third-party conformity assessment.
- If conformity assessment has been carried out by a UK Approved Body (not a EU27 Notified Body)
- Is within the scope of a UK designated standards (as opposed to EU harmonised standard)
- This does not apply to existing stock, for example if the product was fully manufactured and ready to place on the market before 1 January 2021. In these cases, the product can still be sold in GB with a CE marking even if covered by a certificate of conformity issued by a UK body before 1st January 2021.

The following general rules apply in relation to UKCA marking:

- UKCA markings must only be placed on a product by the manufacturer or authorised representative.
- When attaching the UKCA marking, the manufacturer takes full responsibility for the product's conformity with the requirements of the relevant legislation.
- UKCA marking must only be used to show product conformity with the relevant UK legislation.
- No marking or sign shall be placed that may misconstrue the meaning or form of the UKCA marking to third parties.
- No other markings shall be placed on the product which affects the visibility, legibility or meaning of the UKCA marking.
- The UKCA marking cannot be placed on products unless there is a specific requirement to do so in the legislation. It can be affixed to a product which bears CE marking, provided that such marking does not create confusion with the CE marking. The UKCA marking as well as any other information concerning UK legislation must be separate from the CE marking and information concerning EU legislation. From 1 January 2023 it must be permanently attached but can be on a label until the end of 2022.



Douglas Masterson



## CE marking

CE marking has been hugely relevant to the architectural ironmongery sector as so many products fall within the scope of a harmonised European Standard (hEN) and therefore have required CE marking to be applied since the introduction of the European Construction Products Regulation. However, from 1 January 2022, CE marked products will no longer be recognised in Great Britain, unless accompanied by UKCA marking and complying with the relevant UK rules.

Products currently requiring a CE marking will still need this to allow these to be placed on the market in the EU from 1 January 2021.

UK products legitimately CE marked and circulating on the EU28 market prior to 1 January 2021 can continue to circulate until they reach their end user, whether they are in the UK or the EU. However, the EU importer must be able to demonstrate that the product was placed on the EU market prior to this date.

Existing CE certificates issued by UK notified bodies can be used by manufacturers to support UKCA marking (but must be maintained) and are no longer accepted by EU27. Note also that CE marks affixed after the 1st of January 2021 must be supported by an EU27 notified body certificate (where required).

## UKNI marking and the Northern Ireland Protocol

The new agreement does not relate to the trade of products between the EU and Northern Ireland, where the Northern Ireland Protocol now applies. This Protocol was designed as a practical solution to avoid a hard border on the island of Ireland, whilst ensuring that the UK, including Northern Ireland, could leave the EU as a whole.

Under the Northern Ireland Protocol, the UK Government has stated that it will ensure that:

- Moving goods from Northern Ireland to Great Britain should take place as previously – there will be no additional process, paperwork, or restrictions on Northern Ireland goods moving to Great Britain, therefore providing and

delivering unfettered access to GB market.

- Changes for goods moving from Great Britain to Northern Ireland will be kept to an absolute minimum – with a new Trader Support Service, available to all traders at no cost to provide extra support.

- Trade in goods between Northern Ireland and Republic of Ireland, and between Northern Ireland and EU Member States, will continue unaffected, with no change at the border, no new paperwork, and no tariffs or regulatory checks.

As long as the Protocol is in force, Northern Ireland will continue to align with all relevant EU rules relating to the placing on the market of manufactured goods as it has, in effect remained in the EU's single market for goods. Therefore, products meet those rules by using the appropriate conformity markings such as CE marking or UKNI marking.

CE marking continues to be used to show goods meet these EU rules following mandatory third-party conformity assessment by an EU27 Notified Body.

If using a UK Approved Body instead it is necessary to apply instead

**UKCA marking is of great importance to the architectural ironmongery industry as many products currently CE marked will require UKCA marking"**

Further detail on this topic is available in Technical Briefing 32F in the members' section of the GAI website.

for UKNI marking which is a new conformity marking for products placed on the market in Northern Ireland which have undergone mandatory third-party conformity assessment by a UK approved body or NI Notified Body. It is not possible to use UKNI marking if placing goods on the market in the EU or if planning to use an EU27 Notified body to carry out conformity assessments.

Products carrying only UKCA marking only will not be allowed in the Northern Ireland market, these products will also require CE marking or UKNI marking. However, anything manufactured in NI or which is a 'qualifying good' from Northern Ireland is allowed access to both EU and GB markets due to 'unfettered access' which is stipulated in the Northern Ireland Protocol. Under this these goods can still be CE marked using an EU body for assessment or be UKNI marked and still be accepted in GB marketplace without requiring UKCA marking. ■

Please note the information here was correct at the time of going to press but this is an area subject to change.

## DEFINITIONS

### ● UK Approved Body

As of 1 January 2021, UK Notified Bodies previously operating under the EU Construction Products Regulation and based in the UK no longer have Notified Body status. They have been granted new UK 'Approved Body' status and are listed on a new UK database on the gov.uk website. Approved bodies will be able to undertake conformity assessment activity for UK designated standards. Where an approved body has undertaken the assessment, the manufacturer (or their authorised representative) must affix the UK marking, either as UKCA or UKNI but not as CE marking.

### ● EU27 Notified Body

An organisation designated by an EU country to assess the conformity of certain products before being placed on the market. These bodies

carry out tasks related to third party conformity assessment procedures set out in the applicable legislation. Following an appropriate assessment, the notified body will issue relevant certification allowing manufacturers to produce a declaration of performance (DoP), CE mark their products and place them on the market in the EU.

### ● UK Designated Standards

A UK designated standard is a standard, developed by a recognised national or international standards body through a process of consensus, which is designated by Secretary of State and is recognised by UK government in part or in full by publishing its reference on GOV.UK in a formal notice of publication. It is the UK equivalent of an EU Harmonised Standard (hEN).

### ● EU Harmonised Standard

A European standard developed by a recognised European

Standards Organisation such as CEN or CENELEC. Manufacturers, other economic operators, or conformity assessment bodies can use harmonised standards to demonstrate that products, services, or processes comply with relevant EU legislation. The references of harmonised standards must be published in the Official Journal of the European Union. (OJEU).

### ● Declaration of Performance

A key part of the European or UK Construction Products Regulation and provides key information on the performance of a product. Each construction product covered by a UK designated standard, European harmonised standard or for which a European Technical Assessment has been issued needs this Declaration and has to be marked with the appropriate conformity assessment marking such as CE, UKCA or UKNI.

# GAI MEMBERSHIP

By joining the Guild of Architectural Ironmongers, your organisation joins a growing network of companies taking advantage of a wide range of benefits, enhancing their profile, gaining technical knowledge and receiving preferential rates on learning opportunities.

## Enhance your business

- Gain instant recognition and credibility for your company.
- Your company details listed on the GAI website with authorised use of member company logos.
- Educate your staff through the GAI education programme, receiving considerable member discounts.
- Access to additional bespoke in-house training services to develop employees.
- Advertise your job vacancies on the GAI website, at reduced members rates.
- Targeted advertising choices to promote your company.





Find out more at [gai.org.uk/join](http://gai.org.uk/join)

## Expand your resources

- Learn about new developments on standards, regulatory updates and industry news with regular email bulletins.
- Access to over 80 pieces of technical guidance on the members area of the GAI website.
- Use of statutory documentation support, including easy-to-use DOP and BIM templates.
- Members only RIBA approved CPDs available to purchase.
- Receive the quarterly Architectural Ironmongery Journal (AIJ).
- Utilise the GAI helpline for free technical advice.

## Join a wider community

- Invitations to a host of events providing outstanding networking opportunities.
- Contribute the views of your company to be represented in the standard-making process (BSI and CEN).
- Affiliated membership of the Construction Products Association (CPA) with access to economic, technical and sustainability publications.
- Fire Door Inspection Scheme (FDIS) training discounts.
- Benefit from PR and marketing campaigns raising awareness of the GAI and the importance of the Architectural Ironmonger.

## Membership options

GAI membership is open to any company complying with the GAI code of conduct and criteria of the relevant member type.

Various types of GAI membership are available as follows:

- **Full member**
- **Associate member**
- **Affiliate member**
- **Enterprise member**

Today more than 300 companies across 27 countries are members of the GAI and more than 3,000 people hold the globally recognised GAI Diploma. Join today and take your company to the next level.

## NEW PRODUCTS >>



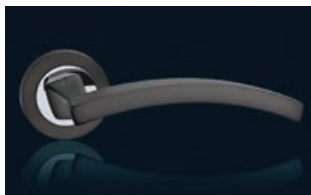
### BOSS EXTENDS RANGE WITH DOUBLE LAUNCH

Boss Door Controls has extended the automation range to include one of the most compact auto swing door operators on the market – the Next 75. The firm is expecting the Next 75 to be in high demand as a result of an increased requirement for door automation due to Covid 19.

At 60mm in height and 420mm in length, the Next 75 is unobtrusive, and works in smaller, awkward openings that will not accommodate a standard-sized operator. Its slim slide arm allows for push, pull or push side installation while the unit can be assembled in either direction to allow tidy cable entry.

The Next 75 is suitable for automating internal swing doors, even in high traffic settings including automatic toilet doors with an e-Radar electronic locking kit also available for the Next 75. The Next 75 has an optional automation function for disabled users and a 'push and go' function for others.

The brushless motor means it is energy-efficient and quiet in use and a virtual spring that does not exert any thrust in stopping the



leaf in motion. It makes discreet automation of doors up to 1000mm wide possible in any setting.

Boss offers a full design, specification and technical back up service and, through Label's network of approved installers, a full installation and commissioning service.

Boss Door Controls has also launched the Gotham suite of hardware: a range of six lever handle styles plus escutcheons and thumb turns in a gun metal finish with polished chrome highlights. The range has been designed by Fortessa and includes the angular Gravity design and the curved Vulcan and Polarix.

Suitable for interior doors up to 50mm thick, the Gotham range of spring loaded lever handles has been tested up to 100,000 cycles to BS EN 1906:2012.

[www.bosssdoorcontrols.com](http://www.bosssdoorcontrols.com)

### DORMAKABA LAUNCHES NEXT GEN EMERGENCY ESCAPE LOCKS

dormakaba has launched the latest generation of its SVP self-locking emergency escape locks. The range is suited for use on emergency exits and escape routes where doors requiring access control can be balanced with safety in an emergency.

Suitable for use on fire and smoke doors, the SVP range of locks offers a number of different options from mechanical locking with emergency escape function to locks that also feature electronic access control and optional microswitch monitoring functions.

The SVP locks ensure security with two-point locking – deadbolt and clawbolt latch – engaged automatically after closure. The emergency escape function means that the door can be opened at any time in the exit direction by operating the lever handle or panic bar. The products are certified and CE marked in accordance with both EN 179 and EN 1125 standards for emergency exits. In addition they have been successfully type-tested for conformity to the requirements of EN 14846/EN 12209 and are Certified approved for use on fire doors.

The SVP 6000 is ideal for external doors that must be secured to prevent unauthorised access into the building but also form part of the emergency escape route and therefore must provide free movement out of the building. Access control is via the electro-mechanical lock that uses a solenoid to operate the bolt. It also allows the option for the lock to fail-safe or fail-secure in the event of power loss. It also features microswitch

monitoring of the latch, deadbolt, cylinder and lever handle, allowing remote verification that the door is secured and a record of authorised and attempted access.

The SVP 6000 also includes the option to set an 'open mode' where the outside handle is constantly engaged, allowing access without an electronic access key during certain times.

The SVP 2000 Dorma Connected Work (DCW) offers the same access control, escape functionality and monitoring capabilities but with the addition of an electric motorised lock that allows remote unlocking via the integrated DCW Bus interface.

SVP locks are available in different models suitable for over-rebated or flush-closing timber/steel doors and also narrow stile doors.

[www.dormakaba.com](http://www.dormakaba.com)



### CODELOCKS GROWS ITS MARINE FAMILY

Codelocks has expanded its Marine by Codelocks range, giving customers a wider choice of weather-resistant keyless access solutions.

The new additions include light and medium duty locks from the CL200 and CL400 mechanical range, as well as further heavy-duty locks from the CL500 mechanical range – all of which are suitable for both internal and external doors. The marine grade coating resists exposure to salt spray and moisture, helping to prevent damage caused

by corroding, and also gives the locks a smart black finish.

Marine grade locks are ideal for outbuildings, gated sport courts, construction sites, marinas and homes by the water. The mechanical locks are the same as in the original CL200, CL400 and CL500 ranges, but with a more robust exterior. Customers can choose between knob or lever handles, deadbolt or latch fastenings.

[www.codelocks.co.uk/marinebycodelocks](http://www.codelocks.co.uk/marinebycodelocks)





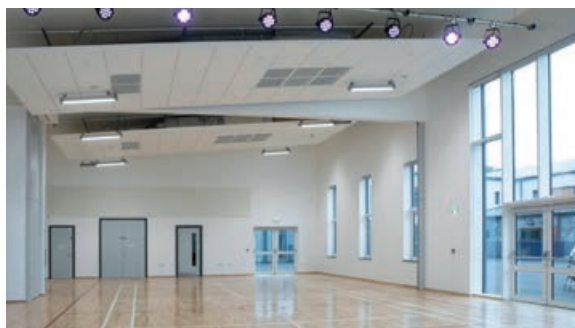


Ysgol y Garnedd combined contemporary design and sustainability with the geographical setting



# MOUNTAIN RESCUE

A modern school that fits into its natural Welsh environment proved a successful project for GAI member, JTL Hardware



**S**chools may have been disrupted by covid lockdowns but this didn't stop a state-of-the-art primary school in Wales opening its doors for the start of this academic year.

Ysgol y Garnedd is a new £7.8m school in Bangor forming part of Gwynedd Council's 21st Century Schools Programme – a £12.7m project to review primary education in the town.

Although the old building was homely and familiar, it was oversubscribed and no longer fit for purpose so Ainsley Gommon architects and Read Construction created a BREEAM Excellent facility adjacent to the school. The old building was demolished and made way for a sports field and car park.

The new 420-place school has been designed as a modern, well-equipped facility providing fourteen classrooms – named after well-known mountains of Snowdonia – two ALN classrooms, a nursery, a Cylch Meithrin and a large hall, along with a number of other different teaching spaces, staff and administration areas. A central courtyard creates a safe space to play for the younger years of the school whilst the older pupils have a larger space to the north, and both areas benefit from passive supervision.

Although contemporary, the building has been designed to sit comfortably within its semi-rural landscape.

Materials have been chosen through careful study of the locale and a consideration for buildability. Local stone forms some elements of the facade and boundary walls providing a grounding in terms of its geological context and an architectural similarity to the buildings of the area. Metal coated composite panels break up the mass of the building and articulate elements such as windows and separating floors.

The new school targeted a BREEAM Excellent rating as a Welsh Government funding requirement. The sustainability strategy minimises the energy demand and includes a number of renewable energy sources which will reduce the development's carbon emissions, including roof mounted photovoltaic panels and a heat exchanging passive ventilation system.

The school was constructed from a steel frame structure with composite insulated metal cladding panels to the majority of the walls and roof. Small sections of stone clad walls.

GAI member, JTL Architectural Hardware worked closely with Ainsley Gommon Architects and Read Construction to develop a specification for a stainless steel range of door hardware suitable for a school environment, with a 25 year guarantee. ■



# CURVE APPEAL

When art meets hardware: the results of an Izé and Zaha Hadid collaboration

**Z**aha Hadid Design has translated its characteristically curved design style into a door handle called Nexxa which has been manufactured by Izé.

Izé, which describes the product as a sculpture rather than a door handle, began the process of designing the handle in 2006 with Zaha Hadid who led the studio until her death in 2016. Since then, more advanced architectural design software was developed that aided in the creation process. The firm made full use of 3D printers to experiment with form and refine the design.

The Nexxa door handle comprises two subtly twisted bars of metal with rounded edges that join on an axis. It comes in a range of finishes

including solid rose gold – a first for a commercially available handle – satin and polished black titanium. ■

**Below:** Zaha Hadid, Baku 2013  
**Right:** Nexxa finishes





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"The GAI education programme is not just for a particular age, a specific job role or for one type of business. We want our education programme to be inclusive, learners can complete the course at any time in their career. There's always the opportunity to gain new knowledge."

**David Stacey**

Product Sales Director UK & Ireland,  
dormakaba

"The course was very straight forward and I'd definitely recommend it, especially to people in sales and other customer facing roles. It gives you a basic understanding of hardware that means you can help with all technical queries that come your way. It's also a great stepping stone to the Diploma, which I will definitely be doing in the future."

**Jasmine Downer**

Customer services department,  
SDS London

To view the full prospectus visit [www.gai.org.uk/prospectus](http://www.gai.org.uk/prospectus) or contact us on  
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