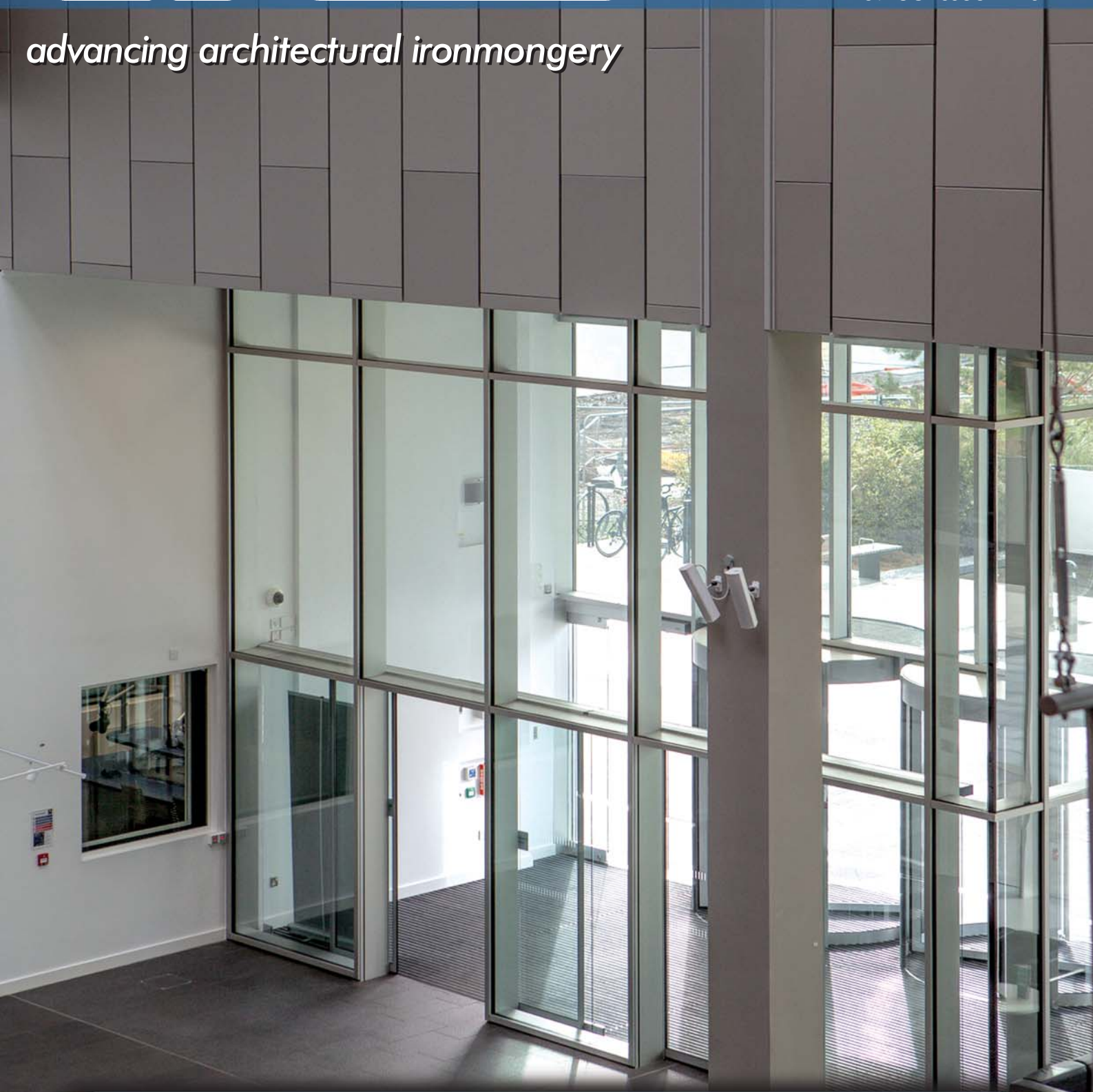




architectural
ironmongery
journal

no.153 issue 2 2014

advancing architectural ironmongery



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GAI Matters
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FEATURES

Birmingham City University
Profile: Maria Simmonds
GAI Vice President

TECHNICAL

Battery operated digital locks
Getting escape doors right
Electro-magnetic locks



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So the Construction Products Regulation (CPR) has been with us for very nearly a year and the hardware industry seems to have bedded into the system better than many. The Construction Products Association (CPA) describes it as "the most significant change for a decade in the way in which construction products are sold in Europe" but the changes have largely happened smoothly in the hardware trade – maybe because the industry has always been so imbued in standards and legislation and AIs are comfortable talking that language. More so than other sectors of the industry perhaps.

On my travels around the hardware industry I have seen more and more companies committing to this quality drive - with increased R&D investment and in-house testing for example. Many manufacturers are even bringing production back to the UK with modern manufacturing facilities and traditional expertise. Very gratifying. And a trend which I believe will help to see our industry emerge stronger and more confident as the recovery continues.



Helen Curry

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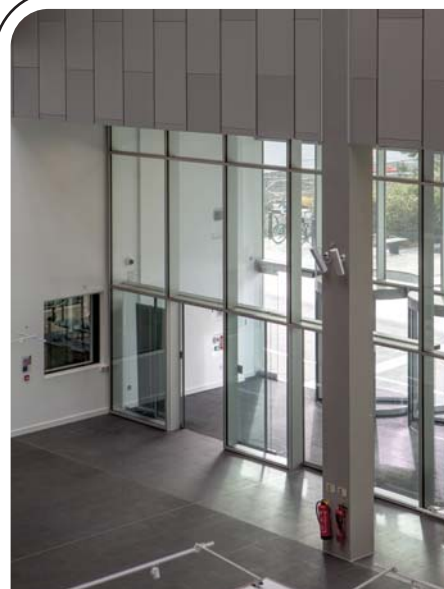
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industry news

Leaderflush showcasing products...Lorient selected for award...FDIS at Firex

LORIENT MAKES CONNECTIONS

The 45 Regional Finalists in HSBC's Global Connections 2014 competition have now been announced. These are the businesses across the UK which, in the view of the judges, show the innovation, distinctiveness and strategic thinking that will make them future global players.

Lorient Polyproducts has been selected as a Regional Finalist for the South West and Wales, having previously been an Area Winner. Lorient now joins a handful of other successful companies in a South West and Wales regional final.

MD Maria Simmonds says of the recognition, "Because of the passion, expertise and commitment of our staff within our businesses, we have been able to continue to grow through difficult times and indeed are now thriving in an increasingly competitive market. By raising quality and innovation levels - rather than lowering them; by supplying UK manufactured products and by offering exceptional customer service, we are providing the very best this industry has to offer, wherever we are in the world. We're rightly very proud of this achievement!"



SHOWING OFF IN LONDON

Leaderflush Shapland is showcasing a variety of its popular doorset solutions, including its very latest selection of environmental veneers, manufactured using banana and bamboo plants, in individual sector specific pods in its London showroom.

The pods, which are split into three areas - education, health and commercial, showcase Leaderflush Shapland's capabilities across the key sectors. Each sector pod holds three doorsets in a variety of veneered, laminated and painted finishes. Combined with Laidlaw's ironmongery, the pods showcase the fully integrated offering.

Shafiq Sharif, Group Marketing Manager commented: "We've really taken the time to create a 'working' showroom that will help decision makers visualise the ways in which these complementary systems can be used."

The showroom is open Monday to Friday from 8:30am until 5pm. To arrange a viewing call 0207 256 5701 or email enquiries@leaderflushshapland.co.uk

FDIS AT FIREX

Anyone looking to ensure that they comply with the 'law and fire doors' should head to the BWF-Certifire Fire Door Scheme stand to take advantage of the wealth of expertise that the Fire Door Inspection Scheme (FDIS) is providing at Firex 2014 (17-19 June, London). This is particularly relevant now following the raft of prosecutions under the Fire Safety Order which are driving building operators to seek help from FDIS certificated fire door inspectors.

Property managers, estates managers and fire risk assessors will be able to consult with Certificated Fire Door Inspectors who possess the highest available qualifications.

Fire safety professionals can enter a competition to test their knowledge and awareness of fire door issues and be in with a chance of winning a free place on the Diploma in Fire Doors course, an essential qualification for people working with fire doors and worth up to £600.

There will be a miniature fire door assembly available to demonstrate the range of issues that can impact on the ability of a fire door to compartmentalise fire and smoke, so that visitors can broaden their fire door knowledge and stay the right side of the law.

Theodore Firedoor, collector and sharer of dodgy fire door photos, will be screening his latest videos showing the good, the bad and the downright ugly in fire door installations.

FDIS general manager Neil Ashdown says:

"When FDIS was launched two years ago, one of its aims was to be a portal to fire door know-how. As the scheme grows, with more and more people passing the FDIS diploma and achieving Certificated Fire Door Inspector status, we are moving ever closer to that vision by providing information and competent persons across the UK, so that knowledge about the critical role of fire doors and how they can save lives and protect property is gradually being transformed."



WELCOME GROWTH BUT COSTS CAUSE CONCERN

The latest Construction Trade Survey showed that construction activity rose in Q1 2014, the first time in six years that the industry has enjoyed four consecutive quarters of growth in activity. Firms across all areas of construction reported increased output including building contractors, SMEs, specialist contractors, civil engineers and product manufacturers.

Commenting on the survey, Dr Noble Francis, Economics Director at the Construction Products Association, said: "Firms across construction reported rises in output during Q1 and increases in orders and enquiries clearly indicate that activity will continue to rise throughout 2014.

"Unsurprisingly, private new housing was the key driver of construction activity. On balance, 57% of contractors stated that sector output rose in Q1 compared with a year ago, a considerable rise from the 20% balance reported in 2013 Q4. In addition, output in commercial offices and retail, the largest construction sector, rose for 22% of contractors, on balance, compared with a year earlier. This is a significant rise from the 8% balance reported just three months ago. Tender prices rose in Q1 but any boost from this is likely to occur when the resulting work hits the ground later this year. Currently, the key concerns are rising costs and skills availability in specific sectors such as private new housing."

BUILDING MANAGERS FINED £100,000

The managing agent of a block of flats in London has been fined £100,000 and ordered to pay almost £13,000 in costs after pleading guilty to breaches of fire safety law, including failure to ensure that fire doors were self-closing.

Douglas and Gordon Ltd pleaded guilty to three breaches of the Regulatory Reform (Fire Safety) Order 2005 at Southwark crown court. The leasehold owner of the premises in Gloucester Terrace, Paddington, Atomlynn Ltd, was fined £33,000 after pleading guilty to one offence under the Order and ordered to pay costs of £6,440.

Following a fire in one of the flats, London Fire Brigade carried out an audit of the communal areas. Officers found a number of fire safety breaches which included a failure to install a fire alarm system and a failure to ensure that the electrical intake cupboard was locked. A fire risk assessment had been carried out but the managing agent and leaseholder had failed to act on its significant findings, said London Fire Brigade. These included the failure to make an emergency plan, ensuring that fire doors were self-closing and installing emergency lighting.

Assistant commissioner for fire safety regulation, Steve Turek, said: "London Fire Brigade will continue to take action against managing agents, lease owners or landlords who do not take their fire safety responsibilities seriously. Failure to comply with the law can, as this case has shown, result in a prosecution."

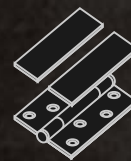
CODELOCKS'S HEALTHY NEW APPROACH

Codelocks is now offering NHS facilities and estates managers the opportunity to attend a free digital lock training course that will help them improve access control within healthcare buildings.

"We've been helping NHS estates and facilities managers implement cost-effective access control for many years," explains Grant Macdonald, Managing Director of Codelocks. "Drawing on this experience, we are offering a new training course designed to help facilities, estates managers and service engineers make the most of today's keyless entry door locks."

"Over the years technology has significantly improved the performance of battery-operated digital locks making them increasingly capable," Grant continues. "High-specification electronic locks can now perform functions only previously available in traditional access control systems, making them a viable and cost-effective alternative. The course will explain how these products can significantly reduce the amount of time spent managing and programming access codes."

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industry news

HOPPE on the road...
Fire door research...



HOPPE HITS THE ROAD

The first ever session of the HOPPE Training Roadshow has been declared a "massive success". HOPPE runs the Roadshow – a mixture of tutorials and hands on activities – at customers' premises throughout the UK. The first company to host an event was RED Security Hardware in Grimsby.

The sessions are based around HOPPE's RIBA-accredited CPD presentation on Lever Handles and Liability, plus a very informative introduction to access control – an area many specifiers find daunting. But the programme is not just 'death by PowerPoint', there are plenty of hands-on activities including a Quickfit Challenge where delegates compete to fit a pair of HOPPE Quickfit handles in the fastest time.

"The inaugural HOPPE UK Training Roadshow was a massive success," says HOPPE's Andy Matthews. "The sessions can be tailor made for customer requirements, with a good mix of presentations and practical hands on interludes. The Quick-Fit quickfit challenge really gets the participants involved and brings out their competitive streak!"

Rick Ellis of RED Security and Hardware believes the course was a real "value added" day for his company and staff. "It was a great day, packed with really constructive information but also great fun," he says. "The content was pitched just right - not too techy, but with enough solid info to give our staff more confidence and insight into what they should and should not be doing at the counter." He continued, "The session as really interactive with lots of great questions from our team – the knowledge base that HOPPE has really is a great resource."

CAUTIOUS OPTIMISM FROM FIRE DOOR EXPERTS

New research has revealed that knowledge about the critical role of fire doors and how they can save lives and protect property is gradually being transformed.

FDIS recently conducted a survey of fire door professionals to see whether understanding was improving after a year in which it had been noted that property owners were more likely than ever to receive large fines or even significant prison sentences through RRO prosecutions.

Almost half of respondents thought that knowledge of fire safety issues has increased over the past year and more than a third thought that property managers' awareness of their responsibilities under the RRO had increased.

Just below 40% believed that the role of fire doors was better understood than it had been 12 months ago whilst 31% thought that appreciation of the implications of modifying them had increased.

Respondents said that around only around one in five contractors and installers change fire door specifications, an issue that many have felt has been much more widespread in the past.

FDIS general manager Neil Ashdown said "Whilst there is still much work to be done, it's great to see that a great deal of progress has been made in people's understanding of the vital role of fire doors and how to manage their performance in the event of a fire."



Neil Ashdown

aijdiary dates

ON NOW

☛The London festival of Architecture 2014

Date: 1 - 30 June 2014

Venue: London

Description: Month-long, city-wide celebration of architectural experimentation, thinking, learning and practice.

☛FIT Show 2014

Date: 10 - 12 June 2014

Venue: Telford International Centre, Telford, Shropshire

Description: The Fabricator Installer Show featuring the nation's finest window, door and conservatory fabricators, installers and specifiers.

☛Firex 2014

Date: 17 - 19 June 2014

Venue: ExCel, London

Description: The leading event for professionals involved in fire protection, prevention and detection.

☛IFSEC International 2014

Date: 17 - 19 June 2014

Venue: ExCel, London

Description: Bringing together the entire security buying chain featuring the latest technology and industry trends.



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shaping
our future

gai matters

Our regular roundup of the latest news, views and developments within the Guild of Architectural Ironmongers

Warm sunshine and hot topics greeted the GAI members who attended this year's AGM & Conference at The Belfry in the Midlands. The wonderful weather was a perfect backdrop for the business and social agenda that was arranged.

Many enjoyed a relaxing Friday evening barbeque before moving on to the AGM and business session which took place on the Saturday morning. The event's theme was appropriately Shaping Our Future.

At the AGM the GAI's Officers: John Jefferies, President, Maria Simmonds, Vice President and David Stacey, Treasurer, were re-elected for a further year.

The AGM was followed by presentations by each of the four sub-committee chairmen who provided members with an update of the activities that had been undertaken in their areas of responsibility over the past year. This also provided an opportunity to highlight some future developments in their areas which are all part of shaping the future.

The committee chairmen were:

Shafiq Sharif: *Marketing*

Andy Fitzgerald: *Education*

Paul Duggan: *Technical*

Shaun Brown: *Institute*

The two Conference presentations were appropriately selected to reflect the theme of the event.

Duncan King, Technical Manager, CPA, delivered a very informative presentation on Business Information Modelling (BIM) which will be used on all Government contracts of over £5m by 2016 onwards. He added that 13% of construction professionals (including architects) were using BIM in 2010 and that this had reached

The Belfry Hotel



Shaping Our Future

GAI AGM & Conference 2014

Friday 16 and Saturday 17 May 2014

John Jefferies delivering his President's report



54% in 2013. It was projected to be 95% in 5 years time.

A real measure of the importance in understanding BIM was evidenced by the number and range of questions that were raised from the floor. Probably more than on any other similar occasion.

Note: the CPA's publication "BIM for the Terrified" can be found on their website: www.constructionproducts.org.uk.

Gary Amer, GAI Chief Executive, then explained how the Guild was "Getting in Shape" for the future. He identified and explained the 3 main pillars of the business:

Education
Technical
Community

and what was being done and planned to be done to develop and grow the business, both in the UK and internationally.

Key to this will be the Marketing Strategy which will totally underpin the delivery of the business plan.

Note: a more detailed account of the GAI shaping its future will feature in the next edition of the AII.

On the Saturday afternoon the delegates enjoyed a range of outdoor activities which included ferret racing, clay pigeon shooting, archery and golfing skills and led to a number of prizes being awarded at the evening banquet.

The highlight of the banquet was the resounding standing ovation for Andy Fitzgerald and his wife, Marianne. Andy received a special acknowledgement from the President, John Jefferies, for his spirit, grit and determination to overcome the personal difficulties resulting from his road accident last September. Everyone in the room stood and applauded this fantastic effort.



Gary Amer in action



Duncan King in action



David Stacey delivering his Treasurer's report



Andy and Marianne with John Jefferies

gai matters

Our regular roundup of the latest news, views and developments within the Guild of Architectural Ironmongers

The **GAI staff** at Head Office are ably assisted by four committees, **Marketing, Technical, Education** and **Institute**, manned by volunteers who crunch through much of the policy, strategy and tactics of the GAI's activities. Bringing all of this activity together is the GAI Executive Committee – managing the overall business of the GAI, finances and strategic direction.



GAI Executive Committee:

1. John Jefferies 2. Maria Simmonds 3. Gary Amer
4. Shaun Brown 5. Shafiq Sharif 6. Kaz Spiewakowski
7. Keith Maer 8. Wayne Harris
9. Graham Shirville 10. Steve Bewick 11. Paul Johnson 12. Douglas Masterson 13. Chris Taylor
14. Julian Newman 15. Paul Duggan 16. Nish Mohamed 17. David Stacey

Honorary life members:

18. Keith Moss MBE 19. David Whitworth
20. John Planck

EXECUTIVE SUMMARY

While the day-to-day running of the GAI is carried out by the organisation's employed staff at Head Office led by Chief Executive Gary Amer, most major strategic and financial decisions have to be discussed and ratified by the Executive Committee. The committee is made up of seventeen members – some are appointed as a result of their position in the GAI and the others are elected by membership vote.

The members who are automatically appointed are:

- GAI Chief Executive
- GAI President
- GAI Vice President
- GAI Treasurer
- Chairman of the Institute of Architectural Ironmongers
- The Chairpersons of the Marketing, Education and Technical sub-committees

The remaining committee members are elected by the members at the GAI's AGM and efforts are made to ensure that there is a reasonable balance between representatives from AIs and manufacturers. Every member has to be actively involved in the AI trade – so if an individual retires or changes jobs to a non-AI business, they must immediately step down from the Executive Committee.

The Executive Committee meets at least four times a year, in London and at members' offices around the country with the meetings chaired by the GAI President. The meetings not only scrutinise the GAI's accounts and finances as presented by the Treasurer, but also discuss strategic decisions which affect the activity of the GAI. They are also guardians of the organisation's Memorandum Of Association and Articles Of Association (available at www.gai.org.uk/gai-constitution).

At each meeting the Chairs of the Marketing, Education and Technical sub-committees and the AI Chairman report on recent activity in their area and bring forward strategic and tactical issues for discussion and decision by the Exec. Recent examples include the results of a Strategic Education Review from the Education Committee, the GAI's plan for communicating and implementing the new Construction Products Regulations from the Technical Committee, and a new GAI website from the Marketing Committee.

The members of the GAI Executive Committee all hold senior positions within their organisations and, as such, can act as a valuable think tank for the Chief Executive as well as a decision-making entity. Often issues that simply won't wait for a meeting, such as the vote on a new member application, are discussed and voted on online to make the decision-making process slicker. The Executive Committee also acts as a forum for conversation and discussion about things that matter, taking advantage of the skills, experience, and time that the members offer – which is all on a voluntary basis.

Our regular roundup of the latest news, views and developments within the Institute of Architectural Ironmongers

Helen Curry spoke to Lucas Singh of Allgood, the winner of the Institute of Architectural Ironmongers (IAI) inaugural Promising Ironmonger of the Year Award about his plans for a career in the trade.

YOUNG GUNS

Like the vast majority of people in the AI trade, Lucas Singh had no idea what architectural ironmongery when he was put forward for an apprenticeship at Allgood's London offices. "I had no idea what an ironmonger was," he admits. "But I do now!"

He was originally taken on by Allgood in April 2011 as part of their extensive apprenticeship scheme in Business and Administration, and then moved into estimating where he began to show his mettle. This was clearly demonstrated by Lucas becoming a finalist in a major competition – the London regional finals of the National Apprenticeship Awards – in 2012. The National Apprenticeship Awards celebrate the achievements of the country's most outstanding apprentices and is organised by the National Apprenticeship Service, who receive in excess of 1,500 high quality entrants a year. Lucas was named Highly Commended Intermediate Apprentice of the Year in the London finals.

The training programme that Lucas went on at Allgood was partly prescribed by the Apprentice Scheme, partly driven by the company itself. And Allgood constructed a training course to suit his role starting with a stint in the London estimating office where the Estimating Manager Stewart Lauder and his team gave Lucas a good grounding in products. "The whole team in Stewart's department have really bought into this programme," says Janet James of Allgood. "The apprentices we have taken on across the company have been like a breath of fresh air and everyone has taken great pride in doing their bit in their development."

The Apprenticeship Scheme has certainly brought out the best in Lucas. "I previously went to university and found that this wasn't a choice I was happy with," says Lucas. "I decided to become an Apprentice because I wanted to learn through working for a company and developing my knowledge with the opportunity of progressing through the ranks."

Lucas is modest about his successes putting it down to hard work and the training he has received from Allgood and the GAI – and the fact that he really enjoys the work. His time has been split between the office and out on site visiting customers – the perfect mix of desk work and being out and about. That will all change as the AIJ goes to press though, as Lucas will be joining the Allgood sales force, covering areas of London. "I have really enjoyed my time in the trade so far and can really see me having a long career in the industry – there's so much to learn!"

Lucas is currently completing Level Three of his GAI Diploma – which he admits to finding tough. "I am reasonably confident about the scheduling element of the exam because that has become almost second nature to me," he says. "But the Business and Law paper is very difficult – so many equations! I need to really put some time in to make sure I pass!"

The person who nominated Lucas for the IAI's Promising Ironmonger of the Year Award is shrouded somewhat in mystery. This year's IAI AGM was the first time this award has been presented: it was instituted to seek out and acclaim the brightest ironmongers in the early stages of their careers. At just 23 Lucas clearly fits that bill.

"I was honoured and excited to receive the award, and I really believe it will make a difference to my career going forward," says Lucas. "Just one drawback – people will be watching very closely now to see how I do in my Level Three Diploma exams!"



Lucas Singh with GAI President John Jefferies and IAI Chairman Shaun Brown

the aij meets

Maria Simmonds,
GAI Vice President

MASTERS OF OUR OWN DESTINY

The AIJ visited the **GAI's Vice President Maria Simmonds** at the company she runs in Devon to find out more about what makes her tick and her plans for the future for **Lorient** and the **GAI**.

Maria Simmonds certainly believes in getting stuck in. At work and in the GAI. And that is immediately apparent when visiting Lorient in Newton Abbot. The business has undergone something of a revolution since she became MD and her commitment to the GAI is well-documented. She is currently the GAI Vice President and is due to step into the President's shoes next May.

Maria has a strong background in both sales and marketing. In fact, after starting a successful career in sales in her first post-grad position, she made a brave decision to take a backward career step in her second job in order to access marketing training that she was keen to acquire. "In my first job for a management consultancy I learned a lot about sales," she says. "But I became aware that there was no marketing element in the company I was working for. So I made a conscious decision to move somewhere where I could get marketing experience and, more importantly, training." She moved to an RMC concrete block manufacturer in Essex and got her first taste of the construction industry. "I gave up a beautiful office and big car to work in a portakabin in Essex and start again at the bottom!" she laughs. "But the incentive was that the company put me through my Chartered Institute of Marketing exams and later an MBA." The gamble paid off because, as well as being promoted to marketing manager, Maria was named as the CIM's Top Student in Essex and Top Diploma Student. Maria's role was to position the company's products to architects on the back of new building regulations and thermal standards legislation - skills that were to stand her in good stead later on.

After relocating to Devon Maria established herself as a marketing consultant and that is when her path crossed with Lorient's in 1996. "I could tell it was a gem of a company from the offset," she says. She created their first strategic Marketing Plan, structured a new marketing department, and as a



// Confidence in the UK market is definitely back. There is a buzz back in the industry and enquiry levels are up //

company which had previously not embraced marketing before, Lorient asked her to come on board to implement her plans. By 1999 she had been appointed to the board as Sales & Marketing Director, later assuming the role of Commercial Director in 2001, and became the MD in 2007. The company's then owner, who was ready to step back, had always dreamed of selling the company to a management team and in 2007 Maria and her fellow shareholders Tom Kingdon and Jason Williams (pictured above) finally succeeded in buying the company by way of an MBO.

Anybody in business would recognise 2007 as a rather inauspicious year to buy a company but the recession has not stopped Maria and the Lorient team from moving onward and upwards. The small matter of building a new, purpose-built head quarters and manufacturing facility is only part of the story. "Our mantra all along has been to be masters of our own destiny," says Maria. "And having our own facilities, built to our own specifications was very much part of that." Another important plank of that strategy was to bring manufacturing home to Devon. While its core fire & smoke seals had always been made in the UK, the company had previously sourced one of its ranges from Australia but found that this put them at the mercy of exchange rate fluctuations, transport costs, and other people's production schedules and design whims. Instead, Lorient set out to create its own range of seals and manufacture them in Devon. This means that the company can be fast on its feet, reacting to customer demands and producing bespoke products when necessary - as well as being in total control of costs, designs and schedules.

While the recession was tough, Maria and the team had clear principles to get them through the hard times. "We focused on our core values and did not try and follow the market down to the bottom," she says. "We offer products that are designed and manufactured to a specification, not engineered down

to a price. We sell much more than just seals - we provide service and expertise as well." The company expanded its internal and external sales forces during the downturn and invested heavily in Testing & Technical facilities – including a state of the art Acoustic Transmission Suite. To help mitigate the harsh effects of recession in the UK, Lorient enhanced its strong international operations. Lorient's operations in Hong Kong, and the USA, were joined by new subsidiaries in Singapore in 2012 and Australia in 2013.

"Confidence in the UK market has definitely returned," says Maria. "There is a buzz back in the building industry and enquiry levels are up."

Apart from buying the Lorient business, Maria describes the biggest kick of her career as being the launch of the new AURA® range of architectural seals. "We spotted a gap in the market for beautiful, high-end architectural seals and had the thrill of going back to the drawing board to design a whole new range, looking at what people didn't like about seals currently in the market and thinking of new ways to solve those issues," she says. The AURA® range is the result. It's a really stunning range of seals with the kind of design touches that architects are raving over. The response to the range - and the luxe way that it has been marketed - has certainly caused waves in the trade and orders on some very prestigious projects are now coming through the system. "AIs are intrigued by the AURA® range," says Maria. "Many of them traditionally see seals as part of the door manufacturers' package, but a number are now seeing the range as an opportunity to sell up to architects. AIs realise that the door package is a significant part of the overall project and those AIs that desire to create added value with quality sealing systems are the ones who are succeeding and thriving."

Maria has been an active and committed member of the GAI executive for many years, but like most people, she knew little about the AI trade before she joined it. "It really is like a community and the GAI embodies that. There is a mass of knowledge, expertise and equity in the GAI and we are really working hard to leverage that more," she says.

"I first heard about the GAI from my colleague and dear friend, the late Paul Lewis," says Maria. "He would talk with such enthusiasm and passion about it that I got a real sense of the community and fraternity that the GAI creates in the trade." Lorient signed up to the GAI and, in typical Maria style, the company got involved from the get go. She joined the Executive in 2006 and was immediately co-opted to the Marketing Committee where her skills have been utilised ever since.

Supported and encouraged by friends and colleagues, Maria was appointed as Vice President and will take up the chains of office next year when John Jefferies has completed his two year term of office. In tandem with John and the GAI management team, Maria has been working on formulating a much more long-term strategy for the organisation. "We are taking a step back to look at the strategic horizon, on the basis that it is not useful for the GAI to chop and change its direction with each new president," she says. "A main aim will be to capitalise on the GAI's brand with international expansion. There is a massive thirst for training and expertise in many international markets and AIs recognise that a GAI professional qualification can give them a massive ramp up in their careers."

The strategy will see the organisation expand and improve its education portfolio and spread that as far as manageably possible in international markets. "The GAI has tremendous expertise and equity and there are thousands of people, who want to get on board. We need to keep up with the times and deploy technology to bring those assets to wider international markets, while retaining the gravitas of our technical offering."

Maria believes that for the committed AI there is plenty of training resource in the industry in addition to the GAI courses. Manufacturers' CPD training, online resources and the Institute of Architectural Ironmongers amongst others. Maria is a big supporter of the IAI, seeing it as the lifeblood of the AI trade. "It is so vibrant and lively, full of people who really believe in our industry and what they do. One of my key objectives is to capture and deliver that passion as a key component of the GAI brand."

Maria has translated this passion for training and education into Lorient, supporting any staff that want to undertake training - from a one day course to professional qualifications. "I don't think I've ever turned down a training request," she says. "I believe in investing in staff who want to better themselves because it will ultimately pay dividends for the business." Lorient already boasts 4 DipGAI's, and has put around a dozen of its staff through the Fire Door Inspection Scheme (FDIS) exams and in Dunstan Ferris, has one of the UK's first fully qualified certificated Fire Door Inspectors.

It would seem that the GAI will be in safe hands in the coming years under Maria's presidency – with drive, enthusiasm and commitment on her side.



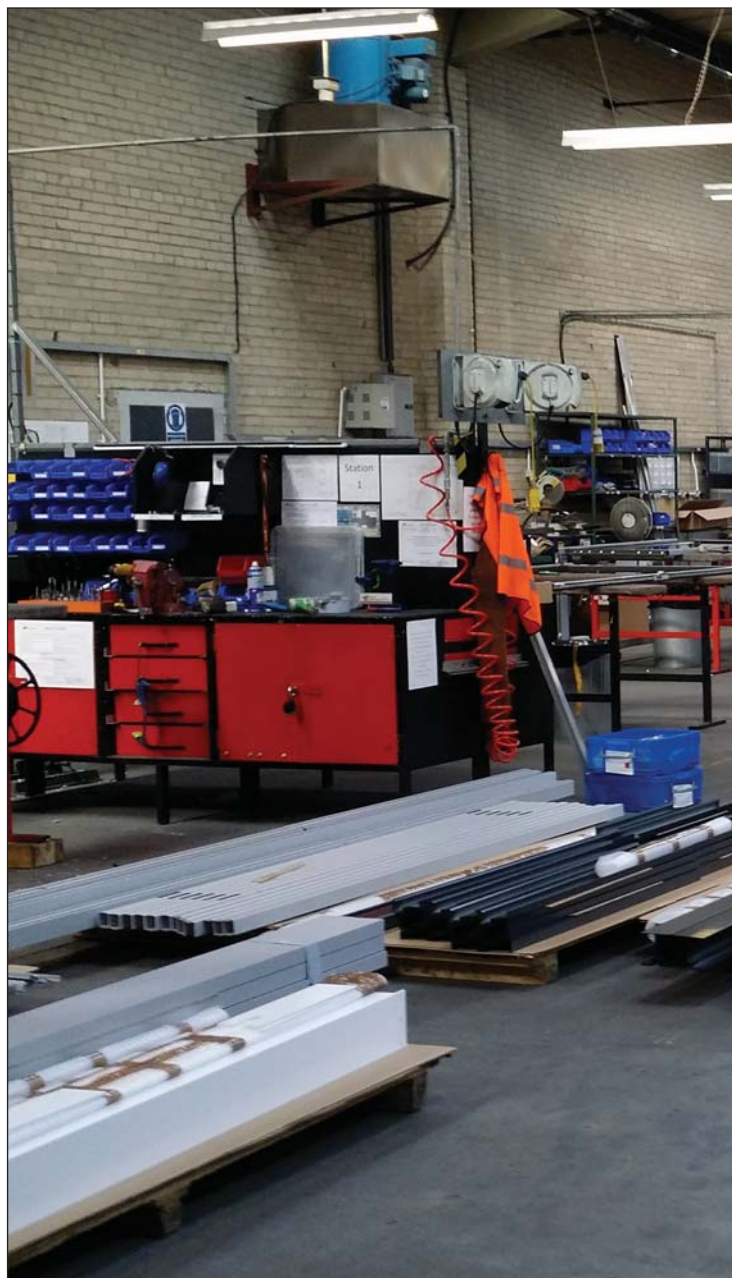
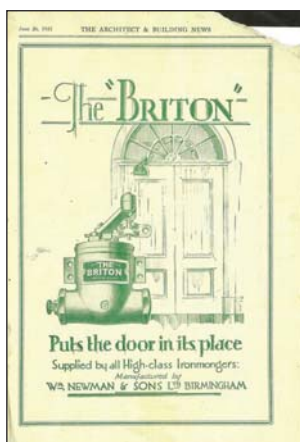
// Our main aim will be to capitalise on the GAI's international brand. There is a massive thirst for training and expertise in many international markets and many AIs recognise that a GAI qualification can give them a massive ramp up in their careers. //





FOCUS GROUP

AIJ Editor **Helen Curry** visited the heart of the traditional hardware industry to talk to a new name, **Allegion** - the new name for one of the longest established companies in the trade.



Nobody in the AI trade can have failed to notice the name **Allegion** popping up everywhere. And while it's a new name, with a fresh modern image, there is, in fact, a long pedigree behind it. **Allegion** is the new name for **Ingersoll Rand**, a well established name with some of the longest standing brands around.

The origins of the new name are something of a mystery although with "allez" being the verb "to go" in French, that might be something of an explanation. "The name was purposely chosen to make it stand out," explains Sales Director Phil Street "It fits in with our new, fresh style and is forward looking and modern."

The reason for the creation of the new company is simple, according to Phil. "IR conducted a strategic review of its business portfolio following which it was clear that there was a great deal of value in the security division, but that this was being somewhat diluted in the overall IR structure," he says. "It was decided to

separate the security business into a stand-alone plc and float it on the New York stock exchange. This allows us to focus on our core business – security – with new vigour and energy."

Allegion is now a stand-alone company and while the new name is the most noticeable change, there are lots of new innovations going on behind the scenes. 80% of the company's \$2billion turnover is accounted for by architectural hardware. Some of the company's products are sold across the world, others, like locks and cylinders are more local to individual markets. This gives Allegion's UK operations access to a vast array of products to call on which the team here hope to leverage in our market.

Underpinning the Allegion brand is a strong heritage in the industry with a history dating back to 1871. IR, a global powerhouse of a company spanning many industries, became involved in the European security business in 1997 when it took over Newman Tonks, a hardware company with a history stretching back to 1750 when William

Newman & Sons was formed. Based in Wolverhampton, in the early days the company manufactured locks, hinges, steel buckles, steel toys and primitive door springs.

In the UK its most famous brand even today is Briton - the door closer that has been ubiquitous on British doors for decades since its launch over a century ago. William Newman & Sons launched the 'Briton' range of door closers, a development from their first oil door check, in 1903. The Briton 'B' model, in particular, became an industry stalwart due to its performance and reliability. Although that model is discontinued, the Briton brand lives on with a modern range of European legislation-compliant closers, exits, locks, cylinders and trims that Allegion is continuing to expand. "We are re-energising our Briton offering at the moment and putting it at the centre of a whole product portfolio that will allow AIs to write a full, value-added schedule with Briton at the heart of it," says Phil.

Architectural Ironmongers remain at the centre



of Allegion's strategy and the company works hard in the market to create demand amongst architects, specifiers, clients and end users as well as supporting AIs with service and back up right through the buying cycle. "We are investing heavily in our product and service offering to Ironmongers," says Phil. "This includes technology like CRM systems which will make us more agile, plus training and technical expertise".

Phil acknowledges that training is a vital differentiator in the hardware trade, particularly in markets like the Middle East where building codes and standards quite often are misinterpreted. "In the Middle East there's a real thirst for training and education as people can see a real career path in architectural hardware there and I think that is why the GAI Diploma has been so successful there," he says. This is particularly pertinent to fire doors in the region, in Phil's opinion. "No matter how a door is value engineered down, there is a real opportunity to re-engineer it to comply with standards. Clients

there, realising that they are responsible for fire safety, really do take this seriously which is offering us a real opportunity in the region."

Allegion is very committed to training, both in-house and external. For example they have recently developed a Sales Excellence Programme for the sales force, both internal and external and the company plans to put a large number of its staff through the GAI Foundation in Hardware. The company also has more than a dozen GAI diploma holders on its books, plus another two students in their final year.

And it is expertise and knowledge that Allegion believes will stand AIs in the best stead as the market returns to growth. "Ironmongers need to provide added value and expertise right through the specification process to carry brands and quality products through to the market. As an industry, if we don't drive demand through value, we end up allowing price to dictate buying decisions which ends up in a race to the bottom which is a challenge long term to

any business," says Phil. "Our industry needs to embrace new innovations such as BIM because there will undoubtedly be a shake down in the market as it recovers and it is the businesses at the forefront of innovation that will benefit the most. We believe that we have the right products to offer the AIs, plus the service back up."

Allegion manufactures around the globe including the UK with 270 staff in Britain at two locations: the headquarters in the West Midlands, plus a manufacturing facility at Sittingbourne in Kent. The company holds over 4,500 SKUs with the fast moving lines available for next day delivery. In house R&D and testing facilities mean that new products are constantly coming through to keep the Allegion range refreshed.

"We are a new company with fresh corporate values and a tighter focus on the market," says Phil. "But that is based on the great products, people and heritage which IR was known for - the best of both worlds,"

ASSA ABLOY: 20 YEARS YOUNG

ASSA ABLOY in its current incarnation is 20 years old this year. But it has brands and heritage that go back much further. **Helen Curry** visited its Midlands base to find out more.

ASSA ABLOY was formed, in 1994 from the merger of Finnish ASSA and Swedish ABLOY. But with brands like UNION, Adams Rite, Mul-t-Lock and Yale in its portfolio, it is a company with a long pedigree in locks and security products. The company has long been on the acquisition trail, building turnover steadily by a combination of acquisition and consolidation. Now the group has a turnover of €3.3billion worldwide and 47,000 employees.

The three main global brands that ASSA ABLOY owns across its three regions (America, Asia Pacific and Europe, Middle East, Africa) are Yale, a retail brand, ABLOY which targets utilities and transport, and Mul-t-Lock aimed at commercial locksmiths.

The UK is part of ASSA ABLOY's EMEA group. The division manufactures and sells locks, cylinders, electromechanical products, security doors and fittings with most sales take place in Western Europe, but growth markets in Eastern Europe and the Middle East are gaining in importance. The division has 12,500 employees and divisional management is based in London.

Within the UK, ASSA ABLOY runs three distinct businesses:

- **ASSA ABLOY Security Doors:** providing timber and steel security doors including blast proof doors

- **ASSA ABLOY Access Control**

- **ASSA ABLOY Security Solutions:** products include master key systems, security and emergency locks, electric locking products, and architectural hardware – this is the part of the organisation that interacts with architects and AIs.

ASSA ABLOY Security Solutions operates some

of the industry's most famous brands - UNION, ASSA, Adams Rite and Trimec, supplying products through Architectural Ironmongers with a dedicated team to support them. While ASSA ABLOY does have a Specification Team that supports architects, they do not sell direct, but are simply helping architects create specs which are fulfilled through an AI. "We most definitely don't want AIs to feel threatened by our spec team," says - ASSA ABLOY Security Solutions' David Wigglesworth. "They are tasked with promoting our brands to architects and pull demand through the chain, not to sell direct! Their role is to support AI's businesses by creating specs. AIs need to engage with manufacturers who are building business for the future – not just look for the cheapest price, as tempting as that is."

ASSA ABLOY Security Solutions' commitment to AI is demonstrated clearly by its ongoing support of the GAI and its education programme. ASSA ABLOY's David Wigglesworth is positive that training continues to be an important strand to an AI's business strategy. "At ASSA ABLOY, we view training as investing in the future – most businesses need to invest in the future to achieve growth and therefore progress – especially in difficult trading conditions," he says. "Education helps us to work in partnership with AIs and understand their requirements more clearly. This in turn assists with product development – enabling us to meet our customers' requirements. We have a number of DipGAIs on our payroll and several ASSA ABLOY students currently involved the qualification process who are predicted to achieve in near the future. It's a key part of our strategy to invest in our people – after all, they are the biggest asset we have."

This is echoed by Paul Johnson, Commercial

Manager ASSA ABLOY Security Solutions. "As a former prize winner and a Diploma holder myself, I know that it has given me more confidence in my profession working for a manufacturer when discussing specifications with AIs," he says. "We remain committed to the DipGAI qualification – not just in our sales team; we have people from our customer services operations and product management team, enabling them to support field sales and interact with our AI customers knowledgeably. Qualified people have credibility and we believe in supporting our AI customers to create specifications to a standard, not a price."

Nowhere is this more apparent than in its sponsorship of the GAI's Pinnacle Award. The Pinnacle Award is presented to the student who gains the best aggregate score over three years of the GAI education programme and, as such, is a just reward for the best all-round achiever in the industry. The prize is a substantial travel voucher.

ASSA ABLOY runs a programme called 'Vantage Partners' to ensure that the people who sell on its products are of the highest standard. "In order to buy our products you need to be a Vantage Partner – at bronze, silver or gold level, depending on turnover," says David. "We initiated the scheme to protect the servicing structure of our masterkey suites and all Vantage Partners are vetted by us for financial stability, location, professionalism and the like." There are more than two hundred Vantage Partners in the UK – the majority of which are architectural ironmongers.

This commitment to quality is certainly apparent at the company's UK manufacturing base in Willenhall – the heart of the UK's historic lock industry. The company is the world's largest producer of door closers, amongst other items and the Willenhall plant is an impressive combination of modern manufacturing techniques and long-term expertise. It is certainly not how a lock manufacturing plant might be imagined – clean, organised, and modern, the plant is a sight to behold. Masterkeying, cylinders, panic and escape hardware, UNION locks and multi-point locks are all manufactured here. The company has other manufacturing sites across the globe. "We produce product for the UK in the EU and also the Far East," says David Wigglesworth. "Every single one operates to exactly the same principles as Willenhall – using the same KPIs and standards."

The commitment to quality is impressive – as is the scale of global operation that ASSA ABLOY controls. "We operate in a global economy now, more than ever, whether we like it or not" says David. "And AIs undoubtedly need the support of a global partner like ASSA ABLOY."



// Their role is to support Als' businesses by creating specs. Als need to engage with manufacturers who are building business for the future – not just look for the cheapest price, as tempting as that is. //



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POWER TO THE PEOPLE

Battery operated digital locks are much more than just a lock – they can be a real access control tool. We talked to **Grant Macdonald**, Managing Director, of **Codelocks** to find out more.

Traditionally if you wanted an access control product with enhanced features, such as audit trail, the options were either a hardwired system or a bespoke data transfer method such as RFID (radio-frequency identification). However over the years, technology has significantly improved the performance of the battery-operated digital lock making it increasingly capable. High-specification electronic locks can now perform functions only previously available in more expensive access control systems, making them a viable and cost-effective alternative.

PC-based program control

Technology changes have significantly influenced the way digital locks are programmed, making the process much more convenient for the user. For example, to change the access code on most single-code mechanical locks you have to remove the lock from the door. With electronic locks, you don't have to – the codes can be programmed via the keypad.

There are now digital locks available on the market with the ability to program via a PC, using software to change and manage access permissions. The new settings are then uploaded to the lock via a USB stick. This feature can save a significant amount of time and also

make it much more likely the codes are changed on a regular basis. This is especially the case for users who are responsible for updating and controlling the access codes for tens or hundreds of digital locks on a large building complex. All the access codes and programs can be viewed on the computer, giving clear visibility of how, where and when access permissions were set up and used.

Inbuilt audit trail

A digital lock with the ability to record audit trails can be a useful analytical tool for industries where the protection of high-value assets or sensitive data is high on the agenda.

For example, it may be necessary to closely control access to rooms where valuable IT



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About the author

equipment or medical drugs are kept. Here access is likely to be restricted to only a handful of staff, each one with an individual access code for the digital lock. In the event that items are unaccounted for, data from the lock can be downloaded using a USB stick and then reviewed. The digital lock logs each of the access codes used, allowing you to see who has entered the room and at what time.

The digital lock will also register any incorrect code attempts. If a high number show up on the data from the audit trail, then it could be that the lock has been tampered with. As the lock has an ID number, you can easily identify vulnerable areas.

Remote code generation

Another technological innovation improving the way in which digital lock access permissions are controlled, is the ability to issue codes remotely. A secure web-based application allows a unique time-sensitive access code to be generated for an individual or group of electronic locks, usually issued from a remote location. This works by configuring the locks prior to dispatch with a unique matching algorithm to the web-based software, which allows the software to predict the access code on the installed lock at any

given time.

This feature enables you to grant temporary access to machinery or equipment locked inside cabinets, so that authorised personnel can gain access unaccompanied. This might be, for example, where access is required for routine or one-off maintenance purposes. Using the application, you can generate a code and send it directly to the person requiring access via an SMS text message or email. Time-sensitive access codes are a more secure way to grant access, as the code will not work outside a designated timeslot.

Intelligent access control

Technology advances continue to enable improvements in the performance and capability of standalone electronic digital locks, making them a cost-effective alternative to traditional systems. Further development of the programming features will extend the scope of digital locks and their ability to serve new markets. In the future, new ways of controlling digital locks – such as using Near Field Communication (NFC) for smart phones and tablet applications – will add to their usability and help the products secure an even bigger share of the access control market.

Grant Macdonald joined Codelocks in 2000 as Managing Director. Since that time, he has established Codelocks' manufacturing facility in China, expanded the company's sales and distribution channels in North America and the UK and transformed the company's brand image. Codelocks now employs over 120 staff worldwide.

Grant's experience in design and specification alongside his product marketing knowledge has been the driving force behind Codelocks' innovative approach to push-button lock design. Since joining Codelocks, Grant has extended the product range from a few locks to 12 product lines all with multiple variants. Grant has a BSc in Applied Biology from the University of East London and Edinburgh University. He lives in Ascot and is a keen cyclist.



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Avoiding **retro-fit** mistakes

Jacky Sinclair, the GAI's Technical Consultant, looks at some common retro-fit mistakes, and explains why they might lead to awkward questions and potential danger. In **Part 1** of this 2-part series, she looks at **fire doors**. **Part 2** will cover **final exit doors**.

Legislation governing fire doors on escape routes

Let's first look at the legislation and guidance which applies at the planning stage of a new building or extension. Those involved in its design and construction will be governed by Building Regulations. These are regional, and might vary in detail, but the main thrust is the same in all – the building must offer safe and immediate escape in case of fire. We'll look at the documents used in England and Wales as a representative scenario. These are -

- Approved Document B Fire safety
- Approved Document 7 Materials & workmanship
- BS 9999 Code of Practice: Fire safety - design, management & use buildings (This standard might be used as an alternative to ADB.)

After the building is occupied, the following legislation applies –

- Building Regulations (the management must maintain the standards which were in place at planning permission as a minimum)
- Regulatory Reform (Fire Safety) Order (a Responsible Person must organise a fire risk assessment)
- Health & Safety at Work etc. Act (employers must look after the welfare of employees and visitors, including the provision of safe egress.)

Detailed work by trained specialists

During the construction phase, Architectural Ironmongers work to ensure fire door hardware is standards-compliant and appropriate. They will check performance classifications including CE marking; fire test evidence and its applicability; and relevant 3rd party certification offering Factory Production Control (FPC) and audit testing. This is detailed work and needs to be done by trained specialists.

Building Regulation B1 says in short: "The building shall be designed and constructed so that there are . . . appropriate means of escape in case of fire . . . capable of being safely and effectively used at all material times." This is achieved via protected escape routes with effective fire doors, and emergency exit doors with immediate release in a fire situation.

Effective fire doors

BS 9999 has some significant comments on fire doors – "33.1.1 Doors in fire-separating elements are one of the most important features of a fire protection strategy . . ." "fire door (Definitions, 3.37.1) Door . . . provided for the passage of persons, air or objects which . . . is intended (when closed) to resist the passage of fire and/or the gaseous products of combustion, and is **capable of meeting specified performance criteria** to those ends." ADB Annex B continues the theme with "Any test evidence [for] a fire door . . . should be carefully checked to ensure that it . . . is applicable to the **complete installed assembly**. **Small differences** in detail (such as glazing apertures, intumescent strips, door frames and ironmongery etc.) may **significantly affect the rating**."

Looking again at BS 9999 we read: "The failure of doors under fire conditions usually occurs either at the gap between the door and the frame, or at one or more of the points where building hardware is fitted (particularly at the hinge or lock positions) . . ."

From these quotes we can deduce that -

- Fire doors are specified and supplied to provide a quantifiable and predictable performance
- This performance can be adversely affected by apparently minor changes
- The correct fitting of door hardware is critical to their performance.

Qualified specifiers

This is why qualified specifiers are essential when it comes to selecting hardware for fire doors. RegAIs study 3 years for their Diplomas, (DipGAI) and then register for CPD. They are trained to know how to check what can and can't be fitted to a fire door. They will include any necessary intumescent



on escape routes

protection at door hardware mortices. They are familiar with the various types of smoke and intumescent edge seals, and can call on seal manufacturers for technical support where needed. Their input is essential to the correct specification of hardware for fire door assemblies.

Unauthorised modification of fire protection equipment

When a new building is handed over, or an existing building undergoes a change of use, the "Responsible Person must ensure that . . . any facilities, equipment and devices provided . . . are . . . maintained in an efficient state, in efficient working order and in good repair." (RR(FS)O [Maintenance 17. (1)]). This applies to fire doors and their hardware – hinges; closers; locks and latches; perimeter seals. But as the client moves into the building, they decide their access control needs, and pushbutton locks appear on various doors – including fire doors. There is no fire test evidence requested (or sometimes even available). No intumescent protection is used to safeguard the fire door's integrity. The pushbutton lock often introduces a second lever handle on the door, thereby failing to comply with the recommendation of one hand movement only to open a door on an escape route (ADB).

Other potentially unauthorised additions include electro-magnetic locks, where the armature plate is usually bolted through door. It still needs test evidence if it is only screw-fixed. Wiring is sometimes drilled through frame. Where electrically released strikes are used, a chunk of material is taken out of the frame. There must be relevant fire test evidence for these products, together with details of any intumescent protection needed.

The fitting of door hardware with no test evidence constitutes -

- Unauthorised modification of fire protection equipment
- A fire door that is no longer "as tested" therefore of unknown and potentially compromised performance
- Nullification of any 3rd party certification for the door.

Documentary evidence

Extra items can be retro-fitted if

- there is fire test evidence for the door with product fitted, or
- there is fire test evidence for the product on a very similar door, or
- there is an assessment by a competent authority, based on test evidence.

This is further grounds for using RegAIs to specify additional hardware, as they will be familiar with the vetting and checking process. Their main source of guidance is the **Code of Practice: Hardware for fire and escape doors**, on www.firecode.org.uk. This document is cited in all the regional guidance documents on fire as being the authoritative source of detailed information on hardware for fire and escape doors.

Fire doors should be treated as highly engineered fire protection products, and not as useful bits of wood to tack extra items onto. I believe an additional fire door sign is needed underneath the familiar mandatory blue circle. It should read "Hands off!"



//I believe an additional fire door sign is needed underneath the familiar mandatory blue circle.

It should read "Hands off!" //



QUESTION TIME

MOST AIS TAKE IT FOR GRANTED THAT THEY CAN PICK UP THE PHONE AND ASK A MANUFACTURER A QUESTION THAT WILL GET THEM OUT OF A HOLE. BUT WHAT REALLY GOES ON IN A TECHNICAL DEPARTMENT DAY-TO-DAY? WE ASKED PAUL CARROLL AT GEZE UK



What does a technical team at a manufacturer do?

Our work is primarily a support function for both GEZE and customers, but that can take different formats. Our team of 6, including me as Technical Manager, is made up of a Product Manager who ensures that the GEZE products are supported and applied correctly for the UK market, a Technical Training Officer who keeps our staff up to date with the latest products and legislation as well as training our customers, a Technical Designer who works on standard and pre-contract drawings also reviewing product applications as well as two Technical Advisors which are the first point of call for technical questions.

How many calls do you get a day?

It varies but across the department it can be anywhere up to 300 calls a day, in addition we get around 400 e-mails from customers.

What are the most frequently asked questions?

Every day is different we are asked about many things from fitting positions for closers to which automatic operator is best for which application. We have to be able to answer questions on any of GEZE's products, whether automatic operator, door closer or window control. We take calls from architects, specifiers, AI's and colleagues and of course everyone's knowledge and project is different. We have to take into account things like wind pressures, means of escape and volume of traffic before we can advise the best solution, so we rarely get exactly the same question asked twice.

What do you like and dislike about the job?

I like the variety of the job, it is challenging and interesting and I am learning all the time. Our customers' questions keep us on our toes but that's what makes the job so enjoyable.

Do you go out on site visits?

Yes, if a query can't be resolved over the phone or by a visit from the sales team someone from the technical team will go out to help the customer.

How do you handle abusive callers?

We rarely get abusive calls, some people may get frustrated if they can't make something work or don't understand how it works. When this happens we try to diffuse the situation and talk through their problem, once they see we are trying to help and they begin to understand the solution they calm down quite quickly.

Have you ever had a question you couldn't answer?

No, we have to come up with a solution, occasionally it may take a little while but with over 40 years' experience in the department we can usually come up with an answer. And of course we always have the support of our parent company in Germany and a global network of subsidiaries to call on if needed.

NEW DHF TECHNICAL STANDARD TS010 FOR ELECTRO-MAGNETIC LOCKING DEVICES



Kevin O'Reilly, Operations and Technical Director for **Securefast plc** explains the new Technical Standard for Electro-Magnetic Locks

The increasing popularity of electronic access control systems is contributing to the market growth of electro-magnetic locking devices and electric releases, each of which is forecast to outperform the growth of mechanical locks over the next few years. Access control systems are becoming increasingly popular because they provide a higher level of security while offering integrated opportunities with time management and building automation systems.

More electro-magnetic locks are being used on security, escape and fire doors with no test evidence for performance, fire, environmental or security holding force. Electro-magnetic locks are now being used as part of security tests such as PAS 24:2012 (Enhanced Security Performance Requirements for Doorsets and Windows in the UK) and plans in the future are to use them when testing to prEN 13637 (Electrically Controlled Exit Systems). The Door and Hardware Federation (DHF) had concerns that manufacturers and distributors were supplying electro-magnetic locks in to the market with no evidence to show that the products will perform as well as stated in the manufacturer's catalogue. When tested, it was found that a number of electro-magnetic locks which claimed a holding force of 1200 lbs failed to reach this level. The DHF Technical Committee appointed Kevin O'Reilly, Operations and Technical Director for Securefast plc, to Chair a sub-committee to compile a Technical Standard for electro-magnetic locks, which is now complete and can be downloaded from the DHF website.

New DHF Technical Standard

The new DHF Technical Standard TS 010:2014 for Electro-Magnetic Locking Devices is a performance-based standard that will give specifiers and

manufacturers of doorsets the confidence that the electro-magnetic locking device will perform to the required level. It covers face-to-face fixed, mortice, shear and external electro-magnetic devices. Although the test method will test the holding force as a direct pull, the electro-magnet, like many individual products that are tested to a product standard, will perform differently in a doorset test such as PAS 24. However TS 010 will give the manufacturer/distributor the confidence of consistency in electro-magnetic lock performance. The eight digit classification code includes a 6th digit for the holding force, which falls in line with the security classification used by BSIA specifiers' guide to Access Control Systems; the European Standard EN 50133-1; and the classification used by NSI in their Code of Practice for Planning, Installation and Maintenance of Access Control Systems - NCP109.

Many of the access control Codes of Practice recommend a minimum holding force grade of 3kN (675 lbs), however TS 010 allows mini-electro-magnetic locks to be tested and classified as these are still popular for low security applications. PAS 24 testing will require a minimum holding force of 5kN which is grade 4 of TS 010, equivalent to grade 2 of BSIA specifiers' guide to Access Control Systems.

With many electro-magnetic locks used on fire doors, TS 010 specifiers will be able to see from the classification code that the individual product has been tested or assessed for use on fire doors. In the past, this has been ignored by many installers, as no evidence is currently shown on the packaging, instructions or in manufacturers' catalogues.

Within the classification code for TS 010, specifiers can identify features of the product. For instance, the 4th digit shows if the product is supplied with safety straps and bolts, whilst the 7th digit shows if the device is monitored either visually, for example with an LED Indicator, or audio using a buzzer etc., allowing specifiers to know what they are specifying.



Classification of DHF TS010

Digit 1 - Category of Use (only one grade used)

Grade 3 – for doors used by the public and others with little incentive to exercise care and with a chance of misuse to the door

Digit 2 - Durability

Grade 5 – 50,000 cycles
Grade 6 – 100,000 cycles
Grade 7 – 200,000 cycles
Grade 8 – 500,000 cycles

Digit 3 - Suitable for use on fire/smoke doors

Grade 0 – Not intended for use on fire doors
Grade A – Suitable for use on smoke door assembly only
Grade B – Suitable for use on smoke/fire door assemblies

Digit 4 - Safety Bolts & Straps

Grade 0 = not supplied
Grade 1 = Safety bolts supplied
Grade 2 = Straps supplied
Grade 3 = Safety bolts and straps supplied

Digit 5 - Corrosion Resistance

Grade 1 – Up to 24 hours – Mild resistance
Grade 2 – Up to 48 hours – Moderate resistance
Grade 3 – Up to 96 hours – High resistance
Grade 4 – Up to 240 hours – Very high resistance

Digit 6 - Security - Holding Force

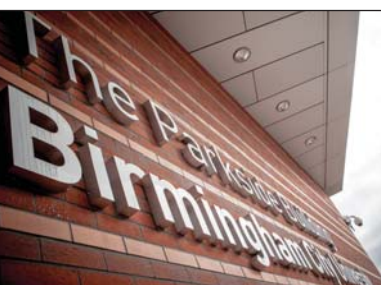
Grade 1 – holding force above 1000N (255 lbs)
Grade 2 – holding force above 2000N (450 lbs)
Grade 3 – holding force above 3000N (675 lbs)
Grade 4 – holding force above 5000N (1125 lbs)
Grade 5 – holding force above 7000N (1570 lbs)
Grade 6 – holding force above 10000N (2250 lbs)

Digit 7 - Security – Electrical Function

Grade 0 – No status indication
Grade 1 – Audio or visual signal

Digit 8 - Type of Device

Grade A – Face-to-face fixed electro-magnetic locks
Grade B – Mortice face-to-face fixed electro-magnetic locks
Grade C – Electro-magnetic shear locks
Grade D – Electro-Magnetic External Locks



At the heart of Birmingham's regenerated Eastside district, **Birmingham City University** has opened the Parkside Building, a stunning new addition to the city centre campus. It provides teaching and learning space for media and design students including a state-of-the-art television centre. **Helen Curry** talked to the AI and suppliers on what was a complex and fascinating project.

Designed by Associated Architects, the Parkside Building is phase one of Birmingham City University's new City Centre Campus. It houses the Birmingham Institute of Art and Design (BIAD), incorporating a Media Hub, and marks the first step in creating a multi-million pound centre of excellence. The architects designed the building with the university's own tradition of brick and terracotta in mind, while encompassing both modern design requirements and educational thinking. For instance, staff and student areas are integrated allowing the interaction considered vital in today's education establishments.

The building design allows for daylight and natural ventilation by placing air conditioned studios at ground floor, with an open courtyard at higher levels. The entrance will have public access and provides a forum for end of year shows, with a prominent stair case access to the upper levels with impressions of the various school activities. The overall project was worth £42.6m, opened in September 2013 and won the RIBA West Midlands Award in 2014. It is built on an impressive scale: the building forms the first phase of Birmingham's Eastside - an important part of Birmingham's Big City Plan and the new building could fit in the same volume as the Albert Hall and 32 Olympic size swimming pools could be squeezed inside. It was built by Willmott Dixon as main contractor and is part of a £180 million investment into the University's estate.

Architectural Ironmongers Eisenware were involved from the get go, having a long and successful working relationship with Associated Architects. "We were called in right at the beginning says the lead AI on the project, Paul Martin. "We left with a pile of drawings and were asked to come up with a full schedule. It was a very complex job with lots of very specialist touches that really demonstrated the importance of a skilled, experienced ironmonger."

The University had a preference for using ASSA ABLOY locks and so the schedule was built round their locks and cylinders and Eisenware worked with local ASSA ABLOY distributor Preece Burford on the master keying. "The client had an existing scheme at its Perry Barr site and wanted to integrate the new building into that," says Paul. "It was possibly the most complex master key job I've ever worked on with so many pass groups and differ groups."



/// It was a very complex job with lots of very specialist touches that really demonstrated the importance of a skilled, experienced ironmonger. ///



THE IRONMONGERS

Much of the hardware on the project was either specials or out of the ordinary – often because of the size and weight of some of the doors. For instance, because many studio doors are up to three metres high, bespoke 900mm long pull handles were selected. “The refreshing part of this project was that we were never asked to compromise on quality,” says Paul. “In fact in certain instances, the architects asked us to spec up, on kick and touch plates for example.”

This level of bespoke scheduling really did bring the AIs expertise to the fore. “There were so many interesting doors – like a door which needed panic escape hardware on the inside but which had to function as side entrance for staff from the outside with full access control on it. It certainly tested us!”

In the lobby area is a set of “hidden doors” which needed to be completely flush with the walls. For this Eisenware selected TECTUS concealed hinges from SIMONSWERK. The TECTUS fully-concealed hinge range was specifically designed for unrebated residential and heavy-duty doors so they made the perfect choice for these “secret” doors which had to be offset because of the throw of the door.

“This was not an average spec – there were floor springs set into computer floors, very heavy and tall doors, hold opens on pocket doors – lots of really interesting challenges so there were a lot of site meetings and we had to work really closely with the architects and then the contractors to make it work,” says Paul.

Nowhere was the spec more challenging than the door closers which were supplied by GEZE. This started with the automatic doors on the main entrance lobby. The Slimdrive SL automatic sliding doors were chosen for the entrance lobby primarily because the very low profile height of 7cm enables almost invisible integration into the facade. The overall effect is one of maximum light and space in the atrium while creating a lobby area that minimises heat loss – essential for the building to meet its low energy targets.

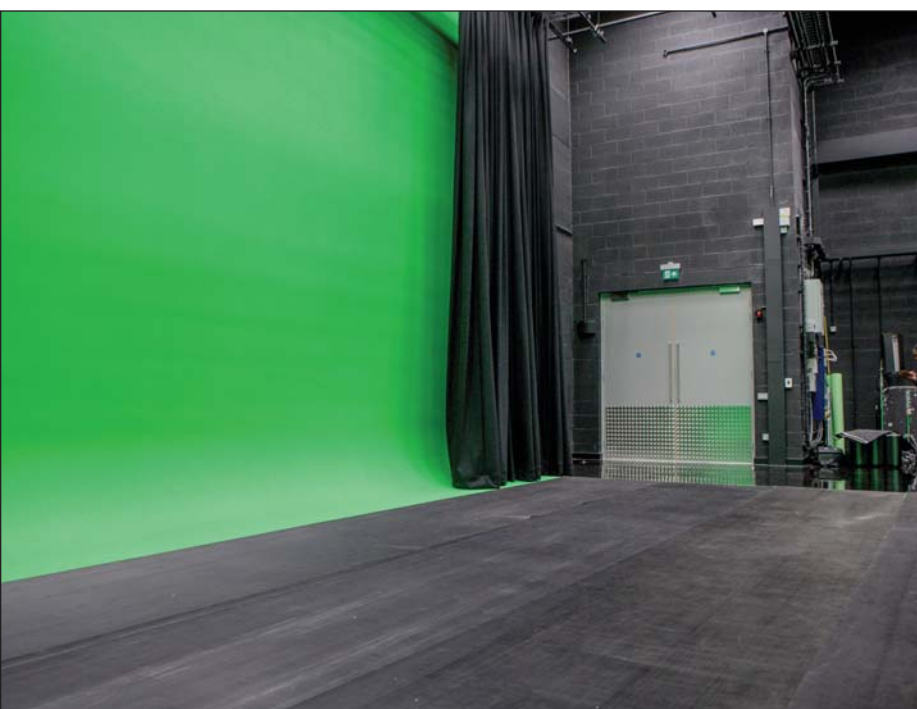
GEZE’s products also feature elsewhere in the building. The large acoustic doors to the television studios are fitted with TS 5000 overhead door closers - a heavy duty closer ideal for big and heavy doors. The TS 2000 V door closer was chosen as a highly efficient, cost effective solution for internal doors throughout the building. It is also finished in satin stainless steel, ensuring design consistency throughout the building.

Paul Martin commented: “In today’s competitive market we strongly believe in offering a client the quality the building deserves. We chose GEZE as our door control partner to complement our chosen d line products and give the design the characteristics this modern and fresh building requires. Associated Architects appreciate both the design and performance of the products chosen for their buildings, as do the team at contractor Willmott Dixon, who demand quality specifications.”

Once the spec had been agreed, Eisenware worked extremely closely with the contractors to ensure that it was carried through to completion. “As with all projects, we had to work to a budget and of course hardware is always an easy target for cost cutting,” says Paul. “Partly because it’s often the last thing to go in, and partly because many contractors don’t always understand why we have selected a particular product for a particular door.” Eisenware worked closely with Willmott Dixon to ensure that the project ran smoothly.

“It was a very complex project and a lot of hard work but a really great job and we are very proud of what we achieved.”





// The refreshing part of this project was that we were never asked to compromise on quality. In fact in certain instances, the architects asked us to spec up, on kick and touch plates for example. //

glasgow

emirates arena

DORMA FINDS HOME AT ICONIC EMIRATES ARENA

DORMA's KTV Automatic Revolving Door and automatic swing door operators have provided a combination of functionality, performance and energy efficiency for the stunning Emirates Arena, home to the Sir Chris Hoy Velodrome in Glasgow.

A showpiece for the 2014 Commonwealth Games, the 4500 seat Sir Chris Hoy Velodrome, forms part of the iconic new £113 million Emirates Arena which is operated by Glasgow Life and also features an 6500 seat sports arena, health spa and a community sports hall. The state-of-the-art venue has been designed by architects 3DReid and built by construction company Sir Robert McAlpine.

With entrances and doors key to achieving energy efficiency, specification of the building's rear entrance was crucial for both aesthetics and thermal performance. Offering elegance and efficiency - as well the prerequisite of safe access to the arena - the DORMA KTV revolving door fitted the bill.

Revolving doors act as a lobby reducing noise, dirt and drafts. The DORMA KTV automatic revolving door can limit warm air loss and cold air intake - vital on the Velodrome's exposed site - helping to reduce the building's energy consumption and costs.

To complete the specification, DORMA ED 100A automatic swing door operators were incorporated into the entrance for use as emergency exits and pass doors in addition to several side exits.

With a range of revolving doors and automatic doors from DORMA, visitors will benefit from proven performance and a high quality user experience throughout this stunning venue, once again demonstrating the company's product suitability for the most prestigious of projects.



coventry

technology centre

HI-TECH WIN FOR ASSA ABLOY

ASSA ABLOY Security Solutions has won the tendering process for ironmongery and access control in a world-class research facility being constructed in the Midlands.

The Manufacturing Technology Centre (MTC), to be based in Coventry, has already attracted the likes of Rolls-Royce, Aero Engine Controls and Airbus in the UK, who will be undertaking significant research and development manufacturing projects at the facility upon completion.

ASSA ABLOY Security Solutions has scheduled full door and ironmongery throughout, as well as specialist automatic entry doors and access control systems.

Tina Hughan, Head of Marketing for ASSA ABLOY UK, said: "Not only is this contributing towards a world-class project, but it's on our own doorstep in the Midlands.

"The brands under ASSA ABLOY have a long heritage in the heartland of British lock making. It's great that we will be working on something so close to our roots, that demonstrates how far our innovations have progressed."



SIMONSWERK HELPS HÄFELE SHINE

The elegant door design of the HÄFELE Business Development & Innovation Centre in Rugby was enhanced to ensure concealment of door ironmongery by specifying SIMONSWERK completely hidden TECTUS TE540FR fire rated adjustable hinges with integral intumescent material within the hinge body. Director for HÄFELE's Architectural Business, Mike Kelly recommended the award winning SIMONSWERK TECTUS hinge system to HB Architects as an example of their aim to focus on providing state of the art technology and contemporary design features.

The remodelled 3 story building was recognised as one of the Architectural Ironmongery Industry's finest projects with a GAI RIBA Commercial Buildings category award and unifies a complementary suite of training and support facilities.



BIG BUSINESS FOR GEZE IN MANCHESTER

A staggering 580 manual overhead closers from GEZE UK have been used in the building of Manchester Metropolitan University's award-winning Business School and Student Hub (MMUBS), which covers 23,400m² and serves up to 5,000 students and 250 staff each week.

With such high footfall, safety and accessibility were of paramount importance, so the UK's leading manufacturer of door and window control systems supplied a combination of TS 3000 V-ISM closers for the development's extra-large steel fire doors, TS 3000 V BC closers for high-use circulation doors and TS 2000 NV closers for offices and toilets throughout the £75million development.

Ensuring visual consistency and an aesthetically pleasing continuity throughout the landmark building, all the closers were supplied in the same, cost effective, hard wearing, satin stainless steel finish and had matching guide rails or arm sets.

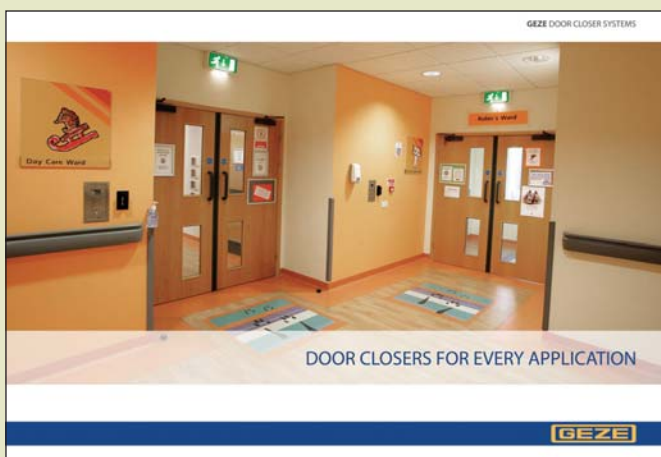
At 2.8m high, each pair of large steel fire doors provides a visually impressive and accessible entrance to communal areas, lecture theatres and auditoriums, but they also needed to help provide both acoustic and fire protection. In order to achieve this, the doors were fitted with an offset astragal, providing a highly effective seal, combined with a manual TS 3000 VBC-ISM closer, which controls the closing action for each pair of doors, ensuring they close one after the other, in the correct order so the seal works effectively.

In busy corridors, the TS 3000 V BC closer provided a neat guide rail solution with back check that can be used on both left-hand and right-hand single swing doors. Easy to adjust, service and maintain, the manual closers are approved for mounting on fire and smoke doors and feature thermo-controlled closing force size 1-4 in accordance with EN 1154.

And enabling access to the Business School's numerous offices, meeting rooms and toilets, GEZE's TS 2000 NV low opening force closers were chosen as a cost effective solution for timber doors.

The stunning, jewel-shaped building, which has glazed facades that refract different colours depending on the sun and daylight, was designed by award winning sustainable architectural firm Feilden Clegg Bradley Studios and built by Sir Robert McAlpine.





DOORS ARE AN OPEN AND SHUT CASE FOR GEZE UK

Architects and specifiers looking for manual door closers can now find all the information they need at the click of a mouse thanks to a new online guide from GEZE UK.

The new Door Closers For Every Application brochure provides a clear and comprehensive overview of the company's most popular manual door closers.

Available to download from the company's website, this easy-to-use electronic guide provides a wealth of information about some of their most highly regarded closers available, their functionality and suitability for use in specific situations. This is complemented by fully illustrated full colour images, together with separate features and approvals boxes so architects and specifiers can identify each product's benefits at a glance.



AN EASY TOUCH

Hinge specialist SIMONSWERK UK has produced a very tactile new customised mini presentation folder, with actual finish samples. Versions are now available covering TRITECH, the solid brass concealed bearings hinge which is becoming extremely popular with Architects and Contractors and the wide range of finishes for TECTUS hinges.

Als and specifiers can request these finish portfolios by calling the SIMONSWERK office or emailing sales@simonswerk.co.uk.



LOW PROFILE

A full technical brochure is now available for the DORMA RTS87 Profile Transom Closer that has been produced for use in Profile Systems.

The RTS87 is an adjustable powered EN1-4 Transom Closer suitable for use in Aluminium or Steel Profiles allowing doors to meet the required opening forces of Approved Document M and BS8300. In addition to the high efficiency and low opening forces, the unit also comes with a mechanical backcheck facility and is CE Marked to BS EN1154.

The RTS87 uses the same accessories as the DORMA RTS85 Transom Closer that is also CE Marked to BS EN1154.

DORMA side load arms, end load arms, pinch free arms and adjustable height floor and threshold pivots suit both the RTS87 and RTS85 ensuring constant preparation for door leaves irrespective of which Transom Closer is being used.

In addition to a RTS87 Declaration of Performance being available to comply with the requirements of CE Marking, a third party torque curve is also available to demonstrate the low opening forces and ability to enable doors to meet the opening forces within ADM and BS8300.



GEZE'S CPD IS THE CLEAR CHOICE

GEZE UK has updated its popular RIBA-approved CPD seminar on glass door assemblies to provide architects with valuable guidance about glass and how it can be used within door situations throughout a building.

The 40 minute seminar titled 'Glass Door Assemblies – Selection and Specification' aims to demystify the specification process by providing information about everything from the beneficial properties of glass through to the very latest regulation and legislation.

Delegates will learn how the different types of glass are manufactured, their properties and the finishes that are available. The seminar will then look at the benefits of using glass and the qualities of manual swing, sliding and sliding stacking doors, as well as the implications of using glass within frameless and automatic doors.

The seminar covers all relevant regulation and legislation that apply to using glass in buildings including BS EN 12600, BS 6262 and EN 16005.

SOLID BRASS HINGES

UNYIELDING TRITECH

The increasingly popular TRITECH solid brass hinge has recently achieved 1,000 hrs corrosion resistance tests to BS EN 1670 with a new range of PVD finishes. This maintenance free concealed bearing hinge with CE version for 1 hour fire rating and 25 year performance guarantee is suitable for heavy flush doors with weights up to 160kg and also offers 7 designer finial options.

All SIMONSWERK Hinge products are designed to meet demanding specifications and are backed by their GAI award winning customer service. Full specification details and technical drawings for both the TRITECH and outstanding fully concealed TECTUS ranges are available on the recently enhanced Company Website "ProductSelector" door hinge application guide.



NEW DOOR CLOSERS

MADE IN BRITON

Allegion (formerly Ingersoll Rand Security Technologies), has launched a new range of door closers, specifically designed to offer market-leading cam-action technology at a competitive price.

The Briton 2300 Series Surface Mounted Closers and 2400 Series Concealed Closers comprise a host of innovative solutions to meet the needs of the healthcare, education and commercial sectors; delivering high quality, precision manufactured units for exceptional ease of use and reliability. The series incorporates the same high efficiency cam-technology as the popular Briton 2700 series, and is available with either a slide in trimplate or with a curved 'softline' all-over cover. The 2300 model comes with adjustable power sizes 2-4.

For environments requiring concealed cam-technology door closers, the Briton 2400 series is suitable for doors 44mm thick. Delivering the same product quality as the new door mounted options, this model offers an aesthetically pleasing solution with additional protection from vandalism.

Demet Tunc, Vice President of Product Management for Allegion comments: "We are delighted to bring this new range of cam-action door closers to market, after extensive sector research, product development and rigorous testing procedures.

As with all Briton cam-closers, the 2700 series conforms to the requirements of EN1154 and comes with adjustable power sizes 2 through to 5. The range incorporates an optional mechanical hold-open device and an electromagnetic hold-open model. To ensure optimum efficiency the Briton 2700 series allows installers to see the current power setting and adjust the spring power to suit door conditions. The naturally high inherent graphite content of the closer's cast iron body lubricates inner components with every use, aiding durability and longevity.

Award winning TECTUS

TECTUS fully concealed high quality, maintenance free 3D hinge for door weights up to **300kg** with fire tested, power transfer and offset versions all in a wide range of finishes.



SIMONSWERK
HINGE TECHNOLOGY

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■ COVER PLATE HINGE

IT'S A COVER UP

Master hinge makers Cooke Brothers have introduced a new cover plated option to the 7700 series of 304 and 316 grade stainless steel, fully concealed bearing, high performance architectural hinges.

The positively located stainless steel cover plate has been specifically designed to enhance the overall esthetical appearance of the doorset, whilst improving the hygienic impact of the hinge by acting as an effective barrier against the potential build up of dust and dirt typically associated with visible screw heads.

The highly specified 7700 range of fully concealed bearing hinges are CE marked, Certifire approved and tested to BS EN 1935, grade 14. Independently tested to one million cycles, the low friction, integrated high performance bearings have been designed to provide maintenance free performance with a twenty-five year manufacturer's guarantee.

■ UNIFIED SIGNAGE

SIGN OF THE TIMES FROM ASSA ABLOY

ASSA ABLOY Security Solutions has consolidated its existing signage offering to create one unified range, simplifying the ordering process and specification for its customers.

The range contains the most popular stainless steel signage including male, female, disabled, fire doors and baby changing, etc, and is available in two versions, traditional drilled with two screws and self-adhesive.

Ian Bartlett, Head of Product Management at ASSA ABLOY Security Solutions, said: "We have unified our ranges of ASSA and UNION signage to give customers one clear signage offering.

"The creation of this range mirrors the aim of ASSA ABLOY Security Solutions to bring together the range of brands to offer customers more streamlined services and products."



■ CONCEALED CLOSER

HIDDEN TREASURE

HOPPE UK, has launched a new overhead concealed door closer – the ARRONE 7383 – the answer on high use doors that require a reliable closer that is hidden away for maximum aesthetic appeal. The new closer is the ideal for high frequency commercial and public buildings, suited to regular and transom mounting, and suitable for fire doors, with the appropriate hardware and intumescent.

HOPPE UK has launched the ARRONE 7383 concealed closer in response for increasing demand from specifiers who want a reliable, cam action closer without the sometimes unappealing visual metalwork so apparent with conventional overhead closers. For hospitals, nursing homes, schools and other public buildings, the ARRONE 7383 is the choice to avoid the institutional look of many doors whilst ensuring reliability, safety and security. As an added bonus, concealed closers are much less vulnerable to attack, vandalism and theft.

The ARRONE 7383 comes with all the features expected in a top quality cam-action closer in a compact design. It can be used on doors up to 1100mm wide, 80kg in weight and 40mm thick with a fully adjustable closing speed and latching action to take account of surrounding conditions, use, and other hardware on the door so it helps doors to comply with all building and fire regulations and legislation.



■ SECURE MAILBOXES

NEW SECURITY REQUIREMENTS POINT TO DAD MAILBOXES

The latest New Homes Guide to be published by Secured by Design now makes it a prerequisite for mailboxes to comply with TS009, the Technical Specification for free standing and wall mounted mailboxes, if a property is to be given the coveted SbD status. Previous Guides had already highlighted the vulnerability of letter plates to attack, but the new Guide goes one step further and makes the use of a TS009-compliant mailbox essential.

Leading manufacturer DAD is the only letterbox company in the UK to produce a mailbox that complies with TS009:2012 GRADE 2, a standard initiated by Secured By Design and the Association of Chief Police Officers in response to the increasing problem of theft from mailboxes. The SbD New Homes Guides recognises that using a surface-mounted or 'through-the-wall' letter box greatly reduces the crime risk problems associated with letter plates and also reduces heat loss through the door.

When writing the new Guide, SbD highlighted three distinct crime risks associated with conventional letter plates: 'fishing' through the aperture to steal mail or items from the house, lock manipulation, where the inside lock is opened through the letter plate manually or with a tool, and finally arson. In fact, the vast majority of domestic arson involves the use of the letter plate aperture. The SbD New Homes Guide states that "letter boxes certificated to the Door and Hardware Federation Technical Specification 009 (TS 009) offer reassurance [and] provide the safest means by which mail can be delivered whilst eliminating the risks associated with letter plate apertures ie arson, hate crime, lock manipulation and 'fishing' for personal items".

■ CONCEALED DOOR CLOSERS

NEW SLIM FIT FROM ASTRA

The 3000 series of fully-controlled concealed door closers from Astra Door Controls now features a new slimline face plate to make it easier and quicker to fit, and even more discrete and attractive in situ.

The 3000 Series concealed closers offer all the adjustability and control of an overhead closer, with the aesthetic appeal of a concealed device. They are often specified when clean, minimal design is required without compromising on performance - even on ½ hour and 1 hour fire doors.

The closer's face plate has now been reduced in width to just 32mm. Not only does that mean it looks more unobtrusive than ever, it is also easier to fit as less timber needs to be removed to fit the closer into the door edge. Specifiers appreciate the Astra closer's understated appearance so it is regularly selected for the most prestigious projects - in fact any scheme where the clunky institutional feel of an overhead closer is inappropriate.

The 3000 series of concealed door closers from Astra is manufactured in the UK, in four different power sizes with adjustable closing speed and latching action for different size and weights of doors. A unique hydraulic piston assembly, designed by Astra, offers an adjustable, controlled rate of door closure together with an adjustable 'snap action' for overcoming the latch.



■ SAFE DOOR SYSTEM

SWIFT AND EFFECTIVE

The latest Safehinge addition to the Symphony safe-door system range - SWIFTdor - was developed following feedback from customers that replacing doorsets was costly, time-consuming and highly disruptive to service users' recovery. SWIFTdor maintains the superior safety levels of Symphony but features a rapid installation frame that allows a doorset to be replaced within just 2 hours.

There is no complicated prep work required prior to installation and the built-in architraves cover the wall surrounding the opening so there is no need to redecorate afterwards. The frame's robust construction means it can withstand the toughest knock and bumps, reducing the need for future maintenance and saving on long-term costs.

SWIFTdor's speedy and simple installation minimises the amount of time that rooms are out of use and eliminates the cost and inconvenience of decanting service users to alternative facilities for long periods of time. This helps to create an atmosphere that is conducive to service user recovery and less stressful for staff.

Just like Symphony, SWIFTdor offers maximum safety for both service-users and staff, with its anti-ligature, anti-barricade and fire-rated design making it the most effective door system currently available within the mental-health sector. Its discrete aesthetics also help to deinstitutionalise mental health environments, creating a comfortable and homely setting that further improves recovery.



■ SLIDING DOOR SYSTEM

FLEXIBLE FRIEND FROM DORMA

DORMA has launched its new ST FLEX Green automatic sliding door system which combines outstanding thermal insulation and a slender profiles to meet the needs of the user and client, as well as the latest building and environmental standards.

Building Regulations such as Part L, and rising energy costs have led to a demand for more economically and ecologically viable buildings. With building fabric crucial to a structure's energy efficiency – and doors a vital component to the fabric – the importance of door systems can never be underestimated.

With the launch of ST FLEX Green, DORMA has created an energy-saving automatic sliding door system achieving U-values of between 1.4 and 1.8W/m²K whilst maintaining slender glazing profiles.

The ST FLEX Green has also been designed to suit with the appearance of DORMA's standard ST FLEX and ST SECURE systems. This enables designers to incorporate sliding doors with varying functions within a building whilst maintaining a uniform aesthetic.

The system is suitable for door weights of up to 2 x 160kg. In addition, passage widths of up to 3000mm may easily be realised.



■ CYLINDER RANGE

STARRING ROLE FOR ABUS CYLINDERS

ABUS has launched a E90 BSI*** range of euro cylinders.

All double cylinders have the benefit of the door being opened from the outside, despite a key being retained in the inside of the cylinder. This is a huge benefit to carers, and any home with more than one resident. ABUS also build in an additional anti-snap measure on top of the cradle design, with a vertically placed screw that simply stops any anti-snap tool being applied.

Using the ever popular 1A keyway, with patent pending design, the ABUS E90 BSI*** range covers all UK sizes of double, thumbturn and half cylinders, with either brass or nickel finish and blister card or boxed presentation.



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journal

AIJ is published by: **The Guild of Architectural Ironmongers**, BPF House, 6 Bath Place, Rivington Street, London EC2A 3JE. Telephone: 020 7457 5000. 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



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NEXT ISSUE

Copy date for the next issue is
4 August 2014.

All adverts are accepted subject to approval from a Technical Approval Committee