



architectural
ironmongery
journal

no.146 summer 2012

advancing architectural ironmongery



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skyline's latest addition
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A

s the AIJ went to press the latest Construction Trade Survey showed that during the second quarter of 2012 construction suffered another sharp fall across all parts of the industry including current workloads, new



orders and tender prices, adding to the continuing woes and growing uncertainty for the UK economy as a whole.

Perhaps we can only hope that the fantastic feel-good factor generated by the Olympics can continue beyond the Games and the Paralympics and can help give the construction industry a bounce. After all, the facilities – all completed on time and to budget – have been a credit to the UK construction industry.

Als are reporting difficult trading conditions across the board but seem to be hanging on in there, hoping for better times to come. Manufacturers in the sector continue to invest in new products and services to take advantage of the upturn when it eventually arrives.

Helen Curry

no.146 summer 2012

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aij3

industry news

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ON NOW

Design Stories - The Architecture behind 2012

Date: Until 25 September 2012

Venue: Gallery 1, RIBA 66 Portland Place London W1B 1AD

Description: As the world turns its eyes to London in 2012, Design Stories examines the architecture and engineering behind the 2012 sporting venues. It provides a unique Olympic experience - a place where people can explore and view drawings, images, videos and amazingly detailed models of London's key new sporting venues.

King's Cross: Regenerating a London landmark

Date: Until 21 October 2012

Venue: Room 128a, V&A + RIBA Architecture Gallery, Victoria and Albert Museum, Cromwell Road, London SW7 2RL

Description: This display features original drawings, photographs, models, and film footage documenting the work by the lead architects John McAslan + Partners and engineer ARUP to transform London's King's Cross Station for Network Rail.

SEPTEMBER 2012

100% Design

Date: 19-22 September 2012

Venue: Earl's Court, London

Description: The UK's leading contemporary design event. 100% Design is the largest and most prestigious annual design interiors trade event in the UK.



HEAVY DUTY SECURITY

Exidor's 700 series range of high security, heavy duty Panic Hardware has passed the Loss Prevention Council's, Burglary Resistance Standard LPS 1175 Level 6.

In order to attain the standard Exidor has worked with Manchester steel door manufacturer, Accent Hansen Ltd. The test involves a determined assault on a single and a pair of Accent Hansen double steel doors fitted with an Exidor 700 series three point locking unit incorporating 30mm throw bolts and deadlocking device. The intense and closely monitored assault proved ineffective against both the door and hardware, easily defeating the prescribed thirty minute burglary attack.

The latest 700 series, 30mm bolt versions, now incorporates an extended latch bolt with an additional collar, together with strengthened top and bottom bolts. These enhanced features are designed to ensure that the 700 series can provide protection from unauthorised access or attack from outside the building.



POCKET GUIDE LAUNCHED

HOPPE (UK), has launched its new look Commercial and Residential Hardware Pocket Guide, developed to provide customers with a easy to use reference point to showcase the wide range of hardware solutions.

HOPPE has one of the broadest ranges of architectural handle options so the latest HOPPE Pocket Guide is 139 pages with detailed photography, information on product application and also the relevant features, benefits and certifications, all presented in an easy to use and keep booklet.

Copies are available by logging to www.hoppe.co.uk or calling 01902 484400.

LIDLAW ACQUIRES TDSL

Laidlaw Interiors Group Ltd, backed by the leading private equity fund, Rutland Partners, has agreed to acquire Mansfield based door manufacturer Timbmet Door Solutions Ltd (TDSL).

TDSL is a major supplier of performance doorsets for the non-domestic internal timber door market. The company employs around 200 people in the UK with offices in Leicester, London, Manchester, Mansfield, Shrivenham and Stockton and operates a modern production facility in Mansfield. It also has a manufacturing facility in India supporting international building projects.

Laidlaw Interiors Group is a supplier of integrated interior products. Its brands include office fit out and partitioning specialist Komfort, door manufacturer Leaderflush Shapland and ironmongery, doorsets, access control and handrail and balustrade supplier Laidlaw Solutions. The Group also incorporates Cubicle Systems washrooms and Tufwell Glass.

Commenting on the transaction, Laidlaw Interiors Group CEO, John Jefferies said:

"TDSL brings to LIG an excellent product range, access to international markets and wider customer reach, backed by an exemplary approach to service. The combined businesses will greatly enhance the value we can provide to our customers through a more integrated and flexible supply chain. I am delighted to welcome Ash Malhan to our LIG Board."

Commenting on the transaction, Ash Malhan, MD of TDSL said "TDSL is a successful business and has shown excellent development and innovation in its 10 year history. This business tie up with LIG will be the foundation for the next development phase of TDSL and I am excited to join the LIG team."

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Category Specification

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industry news

New specialist company...New website...Easier searches

TATE SOLUTIONS DELIVERS THE GOODS

Securefast plc has announced the formation of a new specialist company to address the growing demand for a comprehensive range of installation and commissioning services.

Tate Solutions has been launched to provide architectural ironmongers and electrical wholesalers with unrivalled access to the very latest technology in electric control systems, including automatic doors, personnel and vehicle access, ventilation controls, fire alarm systems and access controls.

Tate Solutions Sales Director Keith Clare-Brown is well-known in the industry, with a wealth of product knowledge and a wide range of experience working alongside sub-contractors, architects and major clients throughout the UK.

From the initial client brief through to the complete product specification, Tate Solutions expertise, working in partnership with a team of installation engineers, is involved at every stage of the process to ensure deliver of the fully commissioned control system and that all aspects of the project fulfil the exacting requirements of the client.

The full range of services provided by Tate Solutions are designed to provide architects and specifiers involved in the provision of access, fire and safety solutions for schools, colleges, hospitals and all public sector buildings, the opportunity to design and if necessary customise their specifications to suit the unique parameters that each individual project may require.



100% NEW

At this year's 100% Design, London exhibition SIMONSWERK UK will be launching a new website with an online advanced PRODUCTSELECTOR information system for architects, ironmongers, specifiers, interior designers, and building contractors. The company will also be introducing a new catalogue and visitors to their stand will be encouraged to view the latest Fire Rated and Heavy Weight 300kg TECTUS fully concealed hinge systems and the new SAMSON TriTech concealed bearings solid brass hinge.

The SIMONSWERK Stand, No. E19, can be found in the Eco Design & Build section of the 100% show where their new stand features advanced hinge technology displays and an opening door revealing completely hidden TECTUS power transfer hinges.



EASIER SEARCHES

The GEZE UK website has a new look, and extra search facilities, making it easier for architects and specifiers to find the information they need.

The improved download section enables a search by product name, product group or document type, to find technical information, certificates, CAD drawings and specifications for GEZE UK's entire range. The new site at www.geze.co.uk also includes detailed information about GEZE UK's range of automatic doors, door technology, RWA and ventilation, glass systems and service provision in five distinct sections.

people news

New man in Dubai...
John Planck steps down

NEW ASTRA MAN IN DUBAI

Door closer specialist Astra Door Controls has appointed a new distributor in the Middle East. Rob Sherwood joins the company to help establish a successful operation in the region from his Dubai base. Rob is highly experienced in the construction industry and will be targeting architects, AIs, and specifiers with Astra's innovative range of concealed closers.

"Astra Door Controls concealed closers are already very well known and established in many overseas markets – the Far East in particular," says Astra's Philip Gallagher. "We know that high quality British-made hardware is well-regarded in the Middle East and are confident that our products will be well received there."

Well known for its door closer range, Lancashire-based Astra has its own, in house research and development team, tasked with bringing new, desirable door controls to the UK and overseas market. It exports its British door closers all across the globe via a network of distributors and partner companies.

Rob Sherwood can be contacted at roberts@astradoorcontrols.com

STEPPING DOWN

Following two years on the Board of Lorient Polyproducts Ltd as a Non-Executive Director, John Planck has taken the decision to step down in July for personal reasons. Speaking of John, Maria Simmonds, Lorient's MD said: "It has been a real pleasure to have John working alongside us – challenging our thinking; adding another dimension to our decision-making and being a tremendously positive contributor to our strategy discussions. He is not only an experienced architectural ironmonger with many a story to tell – he is also a thoroughly lovely human being and has brought us a lot of smiles along the way – a joy to work with! While we'll miss him in the Boardroom – we won't be breaking our ties completely. I have every hope that John will accept ad hoc commissions to undertake project work for us in the future."



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CLARION CALL FOR ENTRIES

gai
matters



The biennial GAI/RIBA Architectural Ironmongery Specification Awards are approaching and the national judging panel are now inviting entries for the 2012/13 competition. Managed by the GAI in conjunction with the Royal Institute of British Architects (RIBA), the awards are designed to identify and reward excellence in the specification of architectural ironmongery.

This year, the panel of judges, drawn from respected AIs and architects, will determine a short list of project entries under each category. This will be celebrated at the awards lunch on **25 March 2013** in the spectacular

surroundings of the St Pancras Renaissance Hotel in London.

This year it is easier to enter than ever before via the Specification Awards web site at www.specawards.co.uk. Once a project is registered and payment made, entrants will be notified how to submit a project or projects and be provided with templates and further instructions.

A panel of judges – drawn from respected architects and AIs – will inspect and assess each building, adjudicating on the scheme's beauty, fitness for purpose, functionality, correct specification and originality, looking for excellence in ironmongery – projects which go beyond the ordinary to exceed expectations.

There are five categories in total with an overall 'Winner of Winners', sponsored by Silvershore.

The categories are:

- Commercial Buildings, kindly sponsored by Harbrine
- Public Health Buildings, kindly sponsored by DORMA
- Public Education Buildings, kindly sponsored by Laidlaw Interiors Group
- Hospitality/Residential Buildings, kindly sponsored by Frank Allart
- International Buildings, kindly sponsored by GEZE

The entry fee is £60 per project and the closing date for entries is Wednesday 31 October 2012.

The awards emphasise the importance of qualified and experienced AIs as the driving force in creating ironmongery schedules that are technically correct. This in turn gives architects and clients the peace of mind of knowing that they have minimised their own exposure to risk by ensuring that a qualified ironmonger has supervised the writing and sign-off of schedule.

ALLGOOD TRAINEES ARE ON FIRE

Allgood plc has proved its commitment to training by successfully putting twenty-two candidates through the newly launched Fire Door Inspection Scheme (FDIS). One of the Allgood candidates, Mathew White, achieved a perfect 100% score in the exam – testimony to the company's determination to continue investing in training.

The FDIS scheme is a unique collaboration between the GAI and the British Woodworking Federation (BWF)-CERTIFIRE Scheme and builds on BWF's Fire Door Scheme and the GAI's acknowledged expertise in providing first class education programmes. The scheme features two different stages. Stage 1 is an online education programme leading to a Diploma in Fire Doors. Stage 2 is an option to transition towards becoming a fully certificated Fire Door Inspector.

Despite the success of Allgood's candidates, the new FDIS Diploma is not just for AIs or hardware manufacturers. It is an invaluable resource for any fire safety professional, health and safety consultant, building inspector, facilities manager or employee within the fire door industry - a valuable additional qualification under your belt which is a demonstration of competence in fire door inspection and advice. Allgood's candidates come from all strata of the business, proof of its value to any person dealing with fire doors and fire safety.

Phil Newson is the Chief Executive of Allgood plc and is unstinting in his enthusiasm for the FDIS training scheme. "The FDIS is without

doubt the best money I have spent on training this year, and I'm already generating business out of it," he says. "It takes away the fear of dealing with fire doors and makes our staff into genuine experts. We are already being asked by facilities management companies to look at fire doors on their behalf as a result." Allgood is a benchmark for professionalism in the AI trade with a track record of investing in its staff and year-on-year the company has increased investment in training.

The FDIS is the first such scheme in Europe, designed to transform people's knowledge and understanding about the critical purpose and function of fire doors. Its ultimate purpose is to help improve safety and save lives through creating a new pool of expertise and competence to help those with legal responsibilities under the Regulatory Reform (Fire Safety) Order. It provides a vital new resource to help the 'Responsible Person' complete fire risk assessments for the premises they manage. It also raises awareness of defective fire doors and the potentially tragic consequences of leaving these unchecked.

The Diploma in Fire Doors is accessed via an online programme which students can complete in their own time and at their own pace. Students who pass the final exam are awarded the Diploma in Fire Doors and are entitled to use the designation DipFD.



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iai matters

The latest news, views and developments within the Institute of Architectural Ironmongers



The Institute of Architectural Ironmongers (IAI) is opening a new branch in Hong Kong, recognition of the popularity and significance of the IAI and the GAI's education programme in that region. The new branch will be launched on Thursday 8th November at the British Consulate General in Hong Kong. The event will be attended by ironmongers, architects and representatives of the IAI and the GAI from the UK including the GAI President Phil Newson. The opening speech will be made by the British Consul General.

The GAI's education programme is very popular in Hong Kong and the Far East - no other scheme in the world offers such a broad knowledge and understanding of ironmongery, leading to the most recognised qualification in the industry. Since British and European standards are widely accepted in Hong Kong, the GAI Diploma is highly regarded in the region with a number of ironmongers becoming Diploma holders each year. This has driven demand for an IAI branch to help uphold standards and promote excellence in ironmongery.

After the launch, the Hong Kong IAI branch will run a programme of meetings for members with CPD presentations to keep them bang up-to-date with the latest standards, legislation and industry trends.

Andy Matthew the IAI's Chairman is certain that the Institute has something to offer ironmongers in Hong Kong and across the Far East. "The continuing education and development which IAI membership offers is second-to-none," he says. "It is respected and admired not only in our own trade in the UK but among specifiers, contractors and clients alike across the world," he says.

The Hong Kong IAI Branch will be chaired by James Wong, of Hong Kong architectural ironmongers KeyTech. "We really want to raise industry awareness about standards and education in Hong Kong," says James. "We see so many poorly written schedules and substandard hardware here and we want to demonstrate to clients and architects through educational technical seminars that scrimping on a project will end up costing them more in the long run." KeyTech sees the IAI as the vehicle to get this important message across.



 **HONG KONG BRANCH** 

Established 8 November 2012



readers' letters

Write to: **Helen Curry, Editor aij**
8 Stepney Green, London E1 3JU
Tel: **01268 655511**
Email: **editor@aijjournal.org**

Dear Madam

INTUMESCENT

What a welcome and refreshing position taken up by Jon Bryan of Edward Steel and Craig in the spring issue of the AIJ. He is absolutely right of course – none of the aforementioned fire rated hardware would perform in a fire without their intumescent cladding kit protection – therefore why on earth are they sold without it?

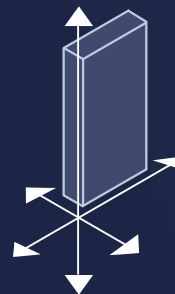
It never ceases to amaze me that a number of less responsible manufacturers still continue to market their fire-rated products without the protection – rationalising this as 'customer choice'. It is not a choice. If you specify (therefore require) a given fire performance, you cannot achieve this without the 'as tested' complete assembly – which includes the intumescent protection.

Thankfully a number of responsible, quality hardware manufacturers insist on only ever supplying the full product with cladding kit as standard. I fully support this becoming preferred best practice for our industry.

Yours faithfully

Dave Boulton
General Manager,
Hardware Products
Lorient Polyproducts Ltd

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the aij meets

David Stacey,
the GAI's Treasurer

MOVING WITH THE TIMES

For a man who doesn't claim to be an ironmonger, **David Stacey** admits to being as much an anorak as anyone! **Helen Curry** went to meet David at **DORMA UK** as he enters his second year as the GAI's Treasurer.

Even as the GAI's Treasurer and a stalwart supporter of the organisation, David Stacey never intended a career in the trade, like so many people in this business. After starting out as a Civil Engineer, David now has thirty years' experience in the sales and marketing of construction products ranging from sealants to timber flooring. He's been with DORMA UK for nine years and has been bitten by the hardware bug. "I'm not an ironmonger but I'm as much of an anorak as anyone," he says. "If you want to really enjoy your job, you have to take an interest in what you're doing so I look at ironmongery all the time – much to my family's amusement." But while this argument might be light hearted, it leads to a serious point. "It is this passion for ironmongery that is a key proposition for the AI," he says.

DORMA's association with the GAI goes back many years – in fact since the Guild's inception in the 1960s. Als represent DORMA's primary route to market for its door hardware products. "DORMA in the UK is very committed to the AI because we believe that proper scheduling by Als as our technical partners is crucial to offering the correct technical solution."

David decided to stand as the GAI's Treasurer because he wanted to support and help the GAI which he believes is unique in the way that it brings manufacturers, distributors and Als together to co-operate for a common purpose: raising standards. "Als – especially small independent Als – are busy keeping afloat at the moment," he concedes, "But the GAI offers them a unique way to be part of the larger AI industry, and access to really expert knowledge."

While David's typical day is now in the office, he still retains his sales instinct, out visiting customers regularly, looking for opportunities and developing the UK strategy for New Equipment Sales. The DORMA business in the UK has just restructured and one of David's key jobs at the moment is to realign the sales teams to focus on customer sales channels rather than being product division segmented. Many of the salesmen have been with DORMA for 20+ years with a great deal of experience under their belts. "Our salespeople are very embedded in the marketplace – we are not selling commodities, we are selling technical solutions. Everybody in

the construction industry is under pressure to reduce costs and a cheaper product may at first appear to offer the desired result but GAI members should differentiate themselves from that approach as it devalues their skills and expertise."

David concedes that times aren't the greatest for the AI trade at the moment. Like so many people when asked "What's business like?" he answers "It's tough out there!" Turnover is showing growth but margins are being squeezed all the time and David struggles to see the light at the end of the tunnel too soon. "I can't see a real uplift for twelve to eighteen months," he says. "It's been as flat a pancake for the last year and the private sector simply isn't taking up the baton."

Despite all this, David and DORMA are pursuing an ambitious 10 year plan towards 2020 when the company aims to be a €2billion company worldwide. "It's an ambitious plan," David concedes. "but clear focus on the correct strategies for both developed and developing markets worldwide will ensure that DORMA will be around for at least another 100+ years." One of the main benefits for members of the GAI is, in David's opinion, the education programme. He describes it as "the jewel in the GAI's crown" believing it gives the AI profession real kudos and gravitas.

The key to education is, he believes, that it should be continuing – and this is where the Institute of Architectural Ironmongers (IAI) comes in. "I'm really encouraged to see the Institute taking on a big role in encouraging continued learning, but I am keen that they should tap into new trends in business thinking to encourage Als to keep band up-to-date with the latest business thinking."

However the GAI is not just about education, the technical committee in particular spends many hours carefully analysing the various standards and regulations surrounding the products specified by an AI to ensure correctness and then feeding that into the members to enable them to stay ahead of the game and create real value into the construction industry supply chain.

Finally, David says "Contractors are taking more and more power from architects and it is vital that we make contractors understand what Als can bring to the party, to grow an AI must stay apace with technology and remain the expert."



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DORLINE

In many ways, Dorline is a very traditional business with traditional values. But in the last year, the company's owners, BPS (Building and Plumbing Supplies) has given the brand a complete overhaul, holding onto the traditional values but installing a new sense of purpose and excitement into the business.

If the image of the name of Dorline's owners, Building & Plumbing Supplies, brings to mind a rather fusty builders merchant yard with sacks of cement and men in brown coats behind the counter, then nothing could be further from the truth. BPS is a very slick and professional operation and one which is not frightened to invest in its business to grow it. Run by brother and sister team John and Emma Dibble, BPS is a full-service independent builders merchant with branches in Warwickshire, Worcestershire and Gloucestershire. As well as the core building and plumbers merchant business, BPS has a garden and landscaping supplies business, a timber merchant and a fashionable bathroom showroom as well as Dorline.

Dorline was originally a stand-alone ironmongery business that had a strong high street presence in Leamington, and an excellent reputation, particularly for its specification work. BPS bought the business in 1996 and relocated it to its current out-of-town location in 2005. "And to be honest, that's where the story ended for a while," says John. "The business did stagnate a bit and felt like a junior partner to the timber centre that it was attached to," says John. "The ironmongery industry changed but Dorline didn't move with the times and with increasing competition from the internet, domestic customers in particular were drifting away."

BPS decided to take a close look at the Dorline business in 2011 and see if they could give it the boost it deserved. "We found that the Dorline business still had many strengths," says John. "The key ones were its excellent reputation, and a really strong team of personnel in the business, many of whom had been with us for years and had a real wealth of knowledge and expertise."

The management team put together a plan to revitalise the business with an objective of being a regional centre of excellence and revitalise the whole Dorline brand with a new catalogue, marketing and improved communication, both internal and external. "Basically we wanted to create some excitement inside and outside the business," says John, "and I really believe we have achieved that."

The main demonstration of this new philosophy is the complete revamp of the showroom. Light,



Chhin Bhagrath, Specifications Manager



bright and extremely well laid out, the new Dorline showroom is a revelation. It positively invites customers in and demonstrates the products in their best light. "We have worked hard to make sure we have got absolutely the right products in our range, at all the right price points," says John. "The store now gives us a continuous flow through from the timber centre rather than just being an add on as it was before."

What really strikes a visitor to the new Dorline showroom is the genuine pride and enthusiasm that the team feels for the business. I was shown round by Chhin Bhagrath, the specifications manager and Paul Abdy, the showroom manager. He has been with Dorline for many years and is clearly really enjoying this new lease of life. Now that the business is revamped, the Dorline team is raring to go on refocusing on its traditional core

customers – architects, interior designers, developers builders and tradesmen – as well as homeowners and DIYers. A new website, catalogue, and logo complete the new look.

The whole Dorline business is committed to training with the GAI Diploma as the benchmark of excellence. There are two DipGAIs in the business and the Dorline showroom manager is just going through the three year programme. "We put all of the staff through because trained staff is what differentiates us from the competition," says John. "Without that diploma, you're not really an architectural ironmonger in our opinion."

It is refreshing to see a long-established business refuse to rest on its laurels and take a giant leap forward. "We are aiming high," says John. "We want to stand apart as a specialist, a centre of excellence."

Long-standing **GAI member Dorline** has recently given its whole business and premises a modern overhaul. **Helen Curry** went to Leamington Spa to find out what lies behind this change.



Paul Abdy, Showroom Manager

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FAST ON SERVICE

Built on traditional ironmongery foundations but now offering some of the trade's most modern access control solutions, **Securefast** is a long-standing **GAI member** with a story to tell.

Helen Curry met the directors at their Midlands headquarters in Cannock to find out more.

Even with a turnover of £8million last year and some of the best-known mechanical and digital locks in the AI trade, Securefast is not often credited with being the force that it is in the access control industry. The company has bold expansion plans – aiming for a £9million turnover this year – and an ambitious programme of product development.

Securefast started in Willenhall, the centre of the lock industry in 1903 as Pinson – the first company to have a patent for a pin tumbler padlock. The Securefast we see today is the result of the merger of three companies by the Chairman David Sebire in the 1980s: Willenhall Engineering (Old English Padlocks), Jack Appletons and Pinson. The company was renamed Securefast, a famous brand name from the Appletons days, which had tremendous currency in the AI trade. After tricky times during the early 90s recession, the current MD, Duncan Crawley, joined the company in 1999 with a view to restructuring the business. Duncan Crawley's background was in DIY and then with

Hendersons, Laidlaw and as sales director of Relcross.

Within two weeks of joining Securefast, Duncan changed the direction of the business with the acquisition of Deedlock from the Arcon Group, which had gone into administration.

Ian Scott, joined Duncan shortly after the takeover as Sales Director, with many years experience in the lock industry, having been a Director of a major Architectural Ironmonger, before joining Securefast plc in 2000. Ian's knowledge and contacts in the industry helped the company establish new lock ranges under the Securefast brand.

Kevin O'Reilly is Securefast's Operations director and has been with the business since 2007 after 23 years with Josiah Parkes and then 10 years with Exidor. He originally joined as Securefast's Technical Director but almost immediately got more involved with company strategy including quality, dispatch, training and marketing and his role was changed to help move the business plan forward.

Securefast has continued to grow through the recession after the difficult 2008 that the whole trade experienced. The quick recovery can be attributed to smart acquisitions: TATE a security and fire wholesale company and

COLSON, a lock wholesaler. Securefast acquired TATE Fire in 2004, which supplied fire products and door entry systems. Then in 2006 the company purchased COLSON a leading brand name for mechanical and electrical locking from Avocet Hardware. With TATE and COLSON, Securefast plc now had both leading brands and expertise of Access Control and Fire, which formed the foundations to build the business in the Security Locking and Fire system markets.

2008 saw the company move to its modern, 30,000 square feet premises in Cannock from the original 1903 building in Willenhall which Securefast still owns. The new premises allowed the company to continue its expansion and Securefast now has sales offices in Southport and Cheddar as well as Cannock. It carries £1.5million of stock and offers next day delivery on all price list items. David Balmforth Sales Manager and Kellie Sandys DipGAI, Office Manager at Southport, heads the Tele-Sales and Technical Team, with engineers who are also qualified to DipGAI.

Much of Securefast's business today is still made up of mechanical locks – the vast majority British made – and what the company is still well known for. Securefast has developed many new products over the years including DDA lock cases – a range of accessible locks, which are very



familiar to AIs. "The company is also one of the largest suppliers in the UK of digital locks to the UK trade although, since many are own-labelled, many AIs don't realise just how large the company sales are," says Duncan Crawley.

The majority of the Securefast business is still focused on the AI market and Tate Solutions, a new division opened in April this year offer a specialist installation and service for automatic doors, fire systems and access control for smaller AIs to help them compete with larger organisations. "We have a team of engineers out on the road so we can offer a full installation service on all of the leading brands including complete maintenance packages, all via the AI," says Keith Clare-Brown DipGAI sales director for the division. "Often the smaller AIs shy away from offering a complete access control service – we work in partnership with them to give them that extra string to their bow." Qualified technical advisors are on the end of the phone to offer reassurance to AIs and help with the specification and maintenance of access control systems.

Securefast has recently launched its own access control system, Entra. This system ranges from a simple, single door proximity or keypad system through to the latest developments in Iris Recognition – all British made. "Almost every commercial project has an element of access control on it nowadays," says Duncan. "In fact, the value of the access control is often greater than the ironmongery! Backed with our expertise, AIs can capitalise on this opportunity, mixing and



Securefast training room

matching across a range of readers and controllers."

Securefast is a long-standing member of the GAI, both Duncan and Kevin are DipGAI, with Kevin also being a vocal supporter of the Institute of Architectural Ironmongers (IAI) attending meetings regularly and maintaining his RegAI status. Kevin commented "We see being a GAI member as a mark of quality – we need to be a member if we are to operate in the AI sector and the IAI is a great way to keep up to date, and network with customers."

There is a strong emphasis on training and development at the company. "If staff aren't trained, then we simply can't provide the high levels of service that our whole reputation depends upon," says Duncan. Every single

member of staff – from the warehouse to the MD – goes through a combination of NVQ, GAI or FIA qualifications. Securefast offers training to their customers in a custom-built facility on site, which gives hands on experience in fire and access control products.

Innovation is also a big driver in the Securefast business – for instance the company is currently working on a number of projects which combine both mechanical and electrical locking which are due to be launched this year. Kevin concluded "A number of AIs are still just working in the mechanical market and need to move forward with the times, therefore Securefast can help them with the new developments and training, as there is always something new to learn."

Tàte Colsòn

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GETTING A HANDLE

Based in the heart of the Midlands countryside, **HOPPE** is one of the most ubiquitous names in the hardware trade but, its management team claim, one of the most misunderstood. **Helen Curry** visited them to find out why HOPPE is "more than just a distributor".

The first thing that HOPPE's Joint MD, Keith Holt, is keen to point out about HOPPE is that it is, primarily, a manufacturer. "The trade seems to forget this and compares us to a warehouse-style operation," he says. "We're not – HOPPE is a manufacturer."

While there is no manufacturing function on-site at its Wolverhampton HQ, they have an excellent ongoing relationship with their Swiss parent company. "HOPPE has fantastically high levels of manufacturing quality and an in-house R&D team who are always happy to develop and adapt products for the UK market's requirements," says Keith. HOPPE products are made in Italy, Germany, the Czech Republic with the bronze, high-end products made in the USA. "We talk to the people at HQ and let them know what we need in our market - such as products which help our customers comply with BS8300 – and they work with us to come up with the right product," says Keith. "It all starts with feedback from our customers so that means we can give the market what it wants, straight from stock in most cases."

HOPPE (UK) was formed by Keith Holt and Roger Benton in 1988. Both men continue to head the company as joint managing directors, with Keith being responsible for architectural hardware products and Roger concentrating on hardware for the door and window market. Keith's

architectural division enhanced the 'one stop shop' concept for all the hardware required for the complete door-set. This was achieved by forging strong partnerships with manufacturers of complementary products, and it established a dominant market position for HOPPE (UK).

The company is still privately owned in Switzerland by the Hoppe brothers Christoph and Wolf, who, Keith says, have a very strong ethos towards business and their staff. "The owners are always keen to preserve jobs – people are their number one priority," says Keith. This culture is reflected in HOPPE's very low staff turnover with many members of staff staying for twenty years plus.

Many of HOPPE UK's staff have gone through the GAI's education programme, achieving a diploma and RegAI status. Keith is keen to emphasise how important this is to the HOPPE UK business: "Having a skilled team is crucial but so too is having the capability to respond quickly to the needs of our customers," he says. "We need to know what we are talking about because customers want advice and support from us, not just products in boxes." As well as GAI training, the company carries out its own in-house training on a group and one-to-one basis. For instance HOPPE measures the time it takes to respond to inbound calls with a target of 10 seconds – this is routinely achieved. The company receives 600+ calls a day

Royde & Tucker has raised the standard for aesthetics in architectural ironmongery with the launch of a new range of decorative finishes on HI-LOAD hinges.

Standard finishes include Antique Brass, Old Bronze, Burnished Nickel, or project specific finishes can be produced using R&T's range of in-house applied finishing processes. These include plating, patinating, powder coated and wet lacquer applications, all of which are available on a stainless steel substrate, ensuring fire certification is not compromised.

This opens up a new realm of bespoke possibilities for specifiers seeking the utmost attention to finish detail.

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and works hard to convert those enquiries into sales. "Our call centre staff take more than eighty calls a day each", says Keith. "We coach and train them on technical issues, new products and helping to support our customers by offering an excellent level of service" KPI's have been introduced some years ago to monitor and measure the company performance with the goal to ultimately provide outstanding customer service. HOPPE UK consistently achieve over 97% on time in full on their core product range.

Quality is close to the hearts of everyone at HOPPE. "The cost of gaining the right certification is substantial for HOPPE, but if people want to take product purely on price, then they are taking a chance, whereas our products are proven in the marketplace for over twenty years. Some people are playing fast and loose with certification and this is putting Als at risk of specifying product that is not fit for purpose.

Despite what Keith describes as "tough and challenging" market conditions, the company has continued an impressive programme of innovation and product launches. "'Fit and forget' is one of our mottos and it's vital that customers can trust and rely on our certification," says Keith.

In the next few months HOPPE is extending the quick-fit range, a new security handle that satisfies the requirements of PAS24:2007+A2:2011 and Secured By Design approved, a touch bar emergency exit hardware and architectural hinge range. The patented quick-fit handle range is not just innovative, it shows how HOPPE can respond directly to clients' requirements. A customer wanted a good quality handle that could be quickly and easily fitted directly prior to property handover, reducing risk of damage and improving security. The quick-fit HOPPE handles have an integrated collet mechanism in the receiver handle that allows doors to be transported with the backplates only fitted, eliminating the risk of damaged

levers. "HOPPE Group's ongoing innovation ensures we have the products that today's market needs, giving us a competitive advantage," says Keith.



HOPPE's distribution and warehousing facilities at their UK HQ are certainly impressive - a purpose built 50,000sq ft distribution at the centre of the country's motorway network. An investment programme in 2009 has given HOPPE extra 2,500 sq ft including a mezzanine floor to house training, archive, marketing, product and IT rooms and two offices. The extra space also houses a new cylinder centre and creates an even better working environment for HOPPE employees, which in turn helps HOPPE provide better service to customers, which as Keith says is one of their main priorities.

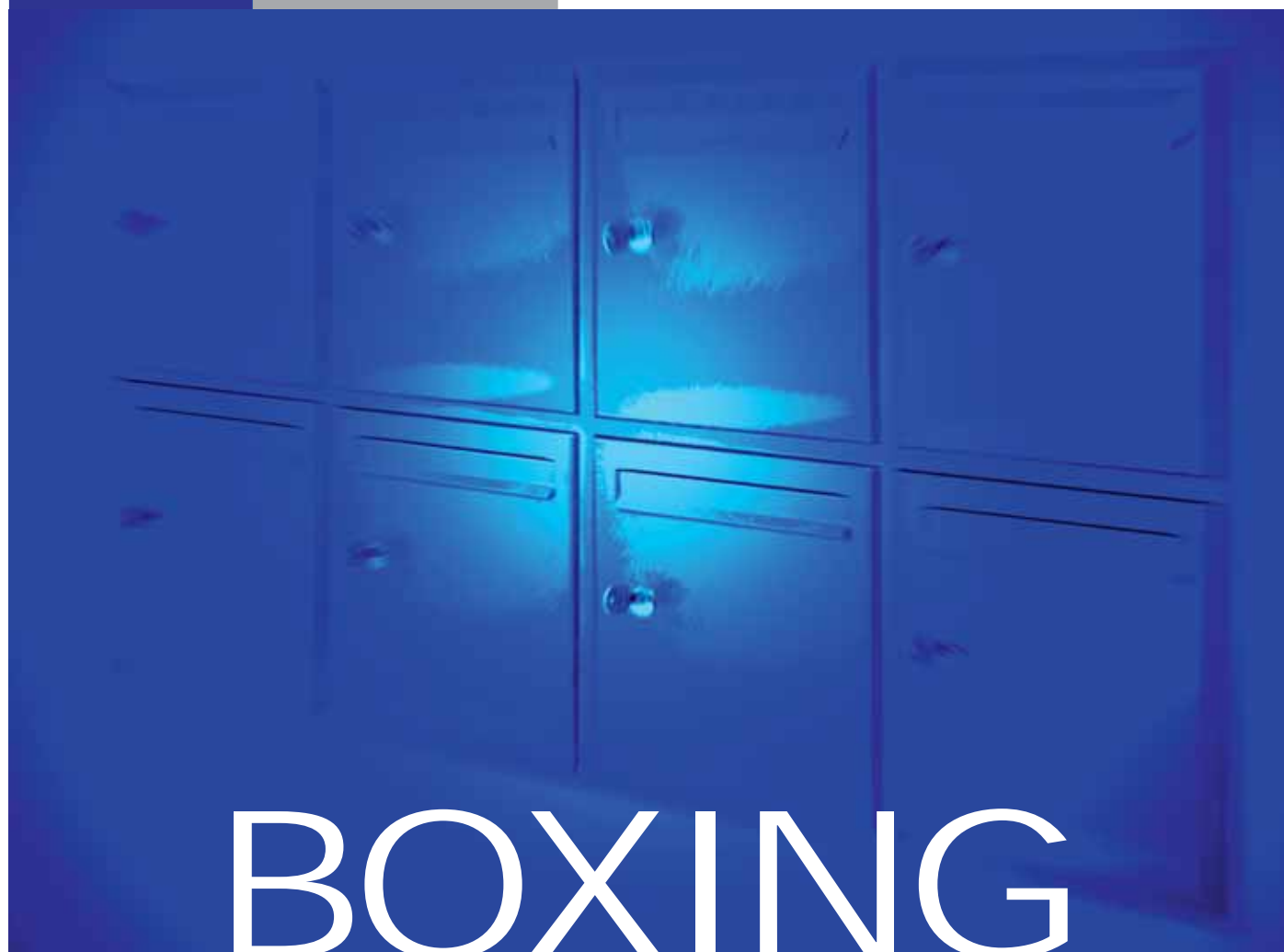
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BOXING CLEVER

In June this year the **Door & Hardware Federation (DHF)** issued a new Technical Specification for mailboxes – **TS009:2012**. The AIJ has been talking to DAD Ltd about what it involves, and what AIs need to know to profit from this product sector.

The DHF's new TS 009:2012 is the security rating for a letterbox receptacle on the outside of a building into which postal items are deposited. This is the type of product which is increasingly common in the communal lobby of apartment buildings, and shared offices.

The box can be mounted on the external wall of the building, or be free standing. The new spec covers single stand alone private letter box assemblies as well as single and multiple letter box modules, surface mounted or free standing.

Why the new standard?

"The need for the new spec arose when the Police and Secured by Design began to express concern about the security of mailboxes, particularly with regards to identity theft," says DAD's MD Emmanuel Charbonnel. "Some mailboxes were being subjected to mail theft either from direct break in, or from "fishing" through the mail slot."

No standard existed in the UK for mailboxes, and manufacturers were forced to test boxes against PAS 24 – the burglary resistance standard for entrance doors. Clearly mailboxes were struggling to pass this test which required them

to withstand attack with tools such as mole grips and crow bars for three minutes - the average amount of time it is estimated that a burglar or opportunist thief will spend trying to break into a property. "Clearly a mailbox was not going to be able to withstand a test designed to be carried out on a complete door set in its frame" says Emmanuel.

The DHF set about writing a new specification in association with Secured by Design, leading lock and mailbox manufacturers (ASSA and DAD) plus Exova, the accredited test house. The new TS009:2012 sets out a new test and expectations for mailboxes. Products meeting DHF TS009:2012

provide resistance to forced entry using physical force and a variety of tools for either 30 seconds or 60 seconds total attack time. "The failing criterion is quite simply that mail cannot be removed," says Emmanuel. "Boxes must be able to take an A4 document, it must not be possible to fish out mail from the outside, and the lock must comply with EN 1303 – this offers a realistic evaluation against opportunist attack to prevent the contents and/or letter box being removed."

Delivering Guidance to Als

DAD Group, Europe's leading manufacturer of mailboxes and GAI member played a leading role in the drafting of TS009:2012 and already has a TS009-compliant mailbox on the market, with patented locking mechanisms and integrated security devices. The company believes that Als could really benefit from specifying mailboxes as a profitable add-on for residential projects in particular. DAD's mailboxes are produced in France and Germany where mailboxes are more common and therefore familiar. "Most Als don't tend to put mailboxes on a schedule because they don't really know about them," says Emmanuel. "But we believe that they are really missing a trick to add on a profitable 'extra' to the schedule." The new DHF TS009:2012 gives Als straightforward guidance on quality and performance and the confidence to add mailboxes to the schedule.

How are products tested to DHF TS009?

The test has been written specifically with mailboxes in mind. Tools used in attack and manipulation tests include paint scrapers, credit cards, craft knife, screwdrivers, pliers, and steel wire (in manipulation only tests, tools used are screwdrivers, spinners, allen keys, pliers and pin punches).

The testing aims to prove the enhanced security of the product and provide means of grading the letter box when it is in its normal environment. The test rig is a rigid steel frame with moveable steel supports. Test specimens of various dimensions are mounted on the rig after non-destructive pre-testing to establish weak and vulnerable areas.

Attempts are then made to force open the box or create an accessible opening, by targeting a weak or vulnerable area using the tools within the time limit. The product fails the test if it opens, or if the letter box is removed from its fixings, or any of the contents of the box are removed. These tests should be carried out by an accredited test house to ensure they are consistent. The samples supplied for testing must be fully functioning products, complete with all hardware, accessories and fixings. The sample is mounted at a height of 1000 mm +or- 50 mm as per the manufacturer's installation instructions

Als need to **be aware** that the **GAI** is now recommending that its members only **specify mailboxes** which have been **tested to DHF TS009**. The full standard can be **downloaded** at www.dhfonline.org.uk

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The SBL330 from Securefast features the new 'EasyCode⁺', an enhanced security option for mechanical digital locks.

The difference may be very subtle, but then that's the point. The new SBL330 code buttons have 'no feel' which eliminates the possibility of experienced 'lock pickers' from discovering the code.

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Yawn!

CE marking . . . paperwork . . . you're already thinking you'll give this article a miss and move on to something more interesting. But like tax returns, this is a bit of admin that needs your full attention, because the consequences of getting it wrong could be up to 3 months in prison, or personal fines, or both, for erring company directors. So unless you want to be the subject of a very interesting article in the AIJ, maybe it is worth reading on . . . ?

Several questions have come up on the Technical Helpline recently, which indicate that there's still a lot of misunderstanding about who does what in the requirement for a complete audit trail with regard to CE marked door hardware. Let's suppose our product is a stainless steel hinge, just to nail the theory to something practical.

Traceability and responsibility

Some importers and manufacturers believe that as long as the hinge is legitimately CE marked, that's the end of the story. Not so - it's only the start! There's a lot of legal protection attached to supplying CE marked construction products, but that is jeopardised if the audit trail is not in place. You could find yourself being fully liable for an allegedly CE marked product involved in an accident or failure if you don't have the correct data on file. "Not fair!" you cry. I didn't make the rules - I just try to explain them. Having the right e-documentation is not that arduous, and it's an insurance policy very well worth having. (By the way, the "paperwork" can all be in electronic data format.)

Let's look at how the audit trail starts and develops.

Manufacturer (based inside or outside the EC)

The manufacturer works with a Europe-based Notified Body, submitting the necessary test evidence and factory production control methods

to their scrutiny, before he can apply the CE mark to his hinge. When the Notified Body is satisfied that all requirements for CE marking the hinge have been met, they will issue an **EC Certificate of Conformity**. This document is of interest only to the two parties to the contract. It serves no further purpose down the supply chain.

Importer/Manufacturer

In Euro-speak, the importer is deemed to be the same as the manufacturer. Whoever first places this CE marked hinge on the EU market is called the "manufacturer". In real terms, this might be

- *the actual manufacturer, based in an EU country*
- *an EU-based manufacturer importing from his own factories overseas*
- *an EU-based importer/agent bringing in products for distribution.*

It is a requirement of the EC Construction Products Directive that the legal entity first placing the hinge on the market takes full legal responsibility for its CE marked performance. It's that big a deal. Someone based in the EU, operating under the jurisdiction of an EU Member State, must be responsible. If the manufacturer is in China or India, he is beyond the jurisdiction of the EU, so cannot be held responsible for his products by our courts.

In both the UK Construction Products Regulations, and in every standard for CE marked building hardware (including BS EN 1935: Single axis hinges), the requirement exists for a Manufacturer's Declaration of Conformance with standards, signed by someone in authority in the company. This is the document needed on file as the hinge moves through the supply chain. This gives the necessary traceability back to the Notified Body, and thence to the manufacturer.

The essential information in a Manufacturer's Declaration of Conformance will be:

- *number and name of relevant standard(s)*
- *name/code and description of product*
- *name of manufacturer or importer (entity*

making the declaration)

- *performance claimed (classification code(s))*
- *fire performance (preferably with brief details)*
- *Notified Body which issued the EC Certificate of Conformity*

Sample templates for such Declarations can be seen on pages 17 and 18 of the Code of Practice: Hardware for fire and escape doors on www.firecode.org.uk.

Tighter rules in new regulations

Because there has been widespread disregard for the current Directive rules, they have been tightened under the new Construction Products Regulations coming into force in July 2013. A "Declaration of Performance" will be required from the entity first placing a product on the EU market, and a template has been produced for manufacturers/importers to use. This will replace the existing "Manufacturer's Declaration". It will be an offence not to produce a Declaration of Performance.

Traceable to the original manufacturer

Why is traceability such an issue? Hardware for use on fire and escape doors has to go through the highest level of attestation (formal confirmation by signature, oath, etc.) for CE marked products in our sector. This is because the CE mark means something important - the product is safe to use in fire life-safety situations. The whole system of CE marking is designed to create assurance of performance which is protected as the product moves through the supply chain.

If a hinge proves unsafe by failing and not performing according to its classification, then something has gone wrong. Maybe a machine lost calibration on the production line. It could be that a stockist had the hinge epoxy-powder-coated to a client's colour choice, and the process affected the hinge's performance. In essence, there's been a failure in procedure which must be

quickly identified and corrected. Affected products might need to be recalled (yes – product recalls in our industry!). Whatever went wrong must be rectified and prevented from recurring.

Keeping sources under wraps

Sometimes an importer or supplier will not want to let his customers know where he's getting the hinge from. This is OK. On his Declaration, he puts himself as the "Manufacturer", and quotes the name and number of the Notified Body. He must previously have contacted the Notified Body to let them know he is selling the hinge under his own brand/references, so that these can be noted on the EC Certificate of Conformity. (This is the document we – his customers - don't want or need to see.) It will cost an administration fee, but everything is then in order.

And if I don't have the paperwork . . . ?

If you sell a hinge as "CE Marked", but you don't have the data (Manufacturer's Declaration) on file to back your claim, you are underwriting that hinge's performance. The Declaration shows that you exercised due diligence in confirming

the claim, and you can then pass back any performance problems to the manufacturer/importer. Trying to get a Manufacturer's Declaration out of an importer after a problem has arisen might prove difficult! Importers who have not understood that they need to issue a Declaration might also not fully grasp their legal responsibilities in putting the hinge on the market in the first place. It could be that the EC Declaration of Conformity is not properly furnished with their brand and references. Some clever lawyer might argue that any responsibility for products sold under this branding is therefore not with the original maker. It can't be proved through the audit trail.

How do I manage the change in the law?

If you are a manufacturer/importer, and you currently offer a Manufacturer's Declaration of Conformance, you can issue a Declaration of Performance now. At revision, the Annex ZA which deals with CE marking will be re-written to include the requirement for a Declaration of Performance. You don't have to wait for that. The GAI will issue templates for DoPs soon.

If you are a manufacturer/importer of CE

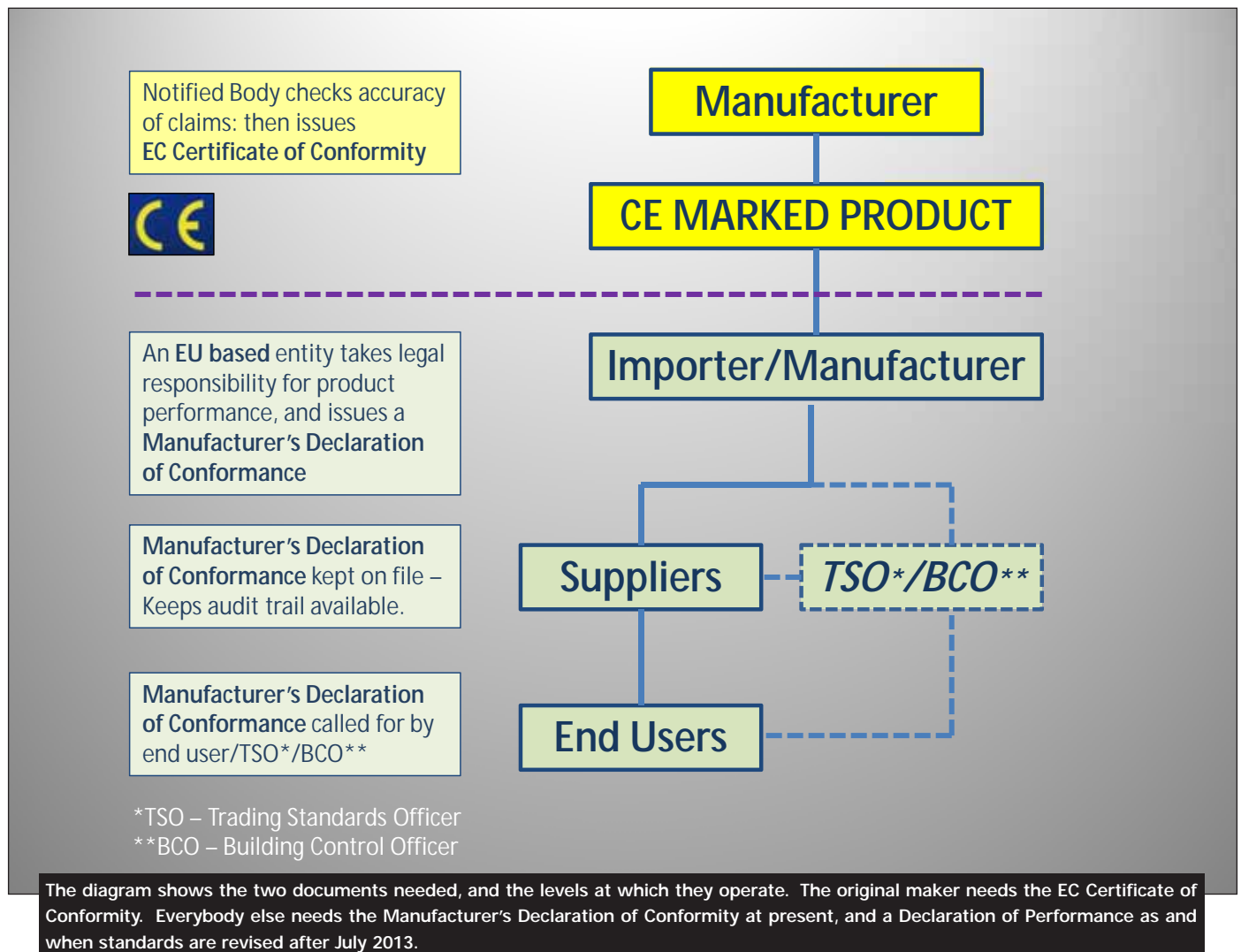
marked door hardware, and you don't have a Manufacturer's Declaration of Performance, **do something about it now.**

If you are in the supply chain, keep all your Manufacturer's Declarations up to date and on file for every CE marked product you supply. When any standard is revised (details will be in a news bulletin or the AIJ), ask the relevant manufacturers for their new Declarations of Performance. If they're on the ball, **they should issue these to each of their customers as a matter of course.**

If you are in the supply chain, and you haven't got Manufacturer's Declarations on file for every CE marked product you supply, **do something about it now.**

We accept that keeping proper accounts save time and money as well as helping to keep the business solvent. Getting your documentation for CE marked products ship-shape will similarly keep you on the right side of the law, and under a fair measure of protection, should the ordure hit the aircon.

Jacky Sinclair is the GAIs' Technical Consultant. Members can contact her for advice and technical guidance on 01952 414411, email jacky@jrconsultancy.co.uk



INSPECTING PASSIVE FIRE PROTECTION



The **Association of Specialist Fire Protection** has produced a guide to assist fire risk assessors to inspect Passive Fire Protection within their buildings. ASFP Technical Officer **Niall Rowan** explains

Fire safety legislation in the UK is designed to save lives in the event of a fire. As a result, the legal requirements for Passive Fire Protection (PFP) are aimed at ensuring that, in the event of fire, the occupants of a building can escape, fire will not spread easily within a building or to other buildings, the fire and rescue service can attend safely and the building will not collapse prematurely.

The ASFP Guide to Inspecting Passive Fire Protection for Fire Risk Assessors has been produced to assist Fire Risk Assessors to carry out inspections of PFP as part of a fire risk assessment under UK fire safety legislation. It provides assessors with appropriate guidance for them to be able to verify that the PFP supporting means of escape is adequate and will perform as expected to ensure that life safety is not compromised.

PFP products work to control the flammability of wall and ceiling linings, divide the building into fire resisting compartments, provide protection to the structure of the building to prevent its collapse, and provide protective routes for escape. Some of the key PFP products are fire doors and the associated fire door ironmongery; these are often the first line of defence in maintaining compartmentation in buildings, but also in protecting escape routes and allowing occupants to escape. They are also one element that is often the least understood and the most abused as a result of wear and tear in general operation and lack of maintenance; so it is crucially important that the fire risk assessor makes a thorough inspection of these.

Whilst a full investigation of all PFP would be the ideal; it is generally not necessary for a fire risk assessment under the current legislation. The aim is to ensure that the means of escape is not compromised and that the spread of fire and smoke is restricted. A fire risk assessment should thus typically consider:

- Lining materials for wall and ceilings on escape routes
- Fire doors and their associated ironmongery – especially those serving escape routes
- Construction of walls, ceilings and floors forming escape routes
- Penetrating services in walls ceilings and floors forming escape routes e.g. ducts, pipes, cables etc.

There is much guidance on all types of PFP from the relevant trade associations and other organisations. Whilst this is useful background information it can comprise rather more in detail and quantity than is required for a risk assessment under the legislation. It is also spread over many different publications, in different formats and in different levels of complexity.

That is why the ASFP Guide to Inspecting Passive Fire Protection for Fire Risk Assessors is structured to assist the fire risk assessor in the specific task of undertaking an inspection under the Regulatory Reform (Fire Safety) Order and its equivalent in Scotland, Northern Ireland and the Republic of Ireland. To that end it contains:

A brief overview of the relevant legislation in

England & Wales, Scotland, Northern Ireland and the Irish republic.

Guidance on how to determine the location of escape routes:

- in modern buildings – from information required by the Construction, Design and Management Regulations and Regulation 38 of the Building Regulations, as well as the building plans
- in older buildings – where there are no plans available, it gives advice on how to decide what the escape routes are, using a risk-based philosophy

Guidance on what to check for each kind of PFP

A checklist which prompts the assessor on what to look for when examining each type of PFP. This also contains references back to the appropriate text in the main body of the document for easy referral

Comprehensive annexes containing further information on each type of Passive Fire Protection. These have all been drafted in conjunction with the appropriate trade association e.g. The Guild of Architectural Ironmongers, the British Woodworking Federation, the Door and Hardware Federation and the Association of Specialist Door Manufacturers.

Links to the comprehensive publications provided by each trade association e.g. the Door and Hardware Federation and the Guild of Architectural Ironmongers, Code of Practice – Hardware for Fire and Escape Doors and the Association for Specialist Door Manufacturers, Best Practice Guide



The ASFP Guide to Inspecting Passive Fire Protection for Fire Risk Assessors is a valuable tool for the Fire Risk Assessor in enabling PFP to be adequately evaluated as part of a Fire Risk Assessment under the legislation. It provides the assessor with all the essential information in one easy to use document. The ASFP hopes that in simplifying and clarifying the approach to examining PFP, fire risk assessors will undertake assessments that fully encompass and embrace the principles behind Passive Fire Protection.

The guide is offered in a robust A5 spiral ring-bound hard copy format, for £20.00 plus £2.50 p&p, and is available as a free PDF download from the ASFP website, www.asfp.org.uk.

For further information about the ASFP Guide to inspecting Passive Fire Protection for Fire Risk Assessors, visit www.asfp.org.uk

HOLD ON

Jacky R Sinclair DipGAI RegAI FInstAI, the **GAI's Technical Consultant** runs through some of the most frequently asked questions on **hold open devices**.

Q *What size and weight of door can I use it on?*

A This is one of the main questions asked with regard to mechanical hold open devices and as these doors are almost always outward opening external doors, it is dangerous to give a stock answer without taking into account where the door is situated. A product that will satisfactorily restrict a 900mm wide door on an inland building may well be unable to cope on an 800mm wide door in an exposed coastal position or one where wind is channelled by high buildings etc.

A further consideration can be the door material and construction. Most surface mounted products are only as good as their fixings and the object they are fixed to. A steel door while superficially may look very robust and imposing can hide a card 'egg box' interior with a thin sheet metal interior and exterior door facing giving virtually no depth of material for the fixings to hold in. It is thus important when ordering such doors to give some thought to the intended ironmongery to ensure that additional plates can be added or some form of bolting through accommodated.

If a door is correctly hung on good quality hinges then the weight of the door, while important, would probably be a secondary consideration for a mechanical door hold open device, rather than a door limiting device. It seems to me, of the two, the door height and width and the 'sail area' this present would be the primary consideration.

With regard to electromagnetic point door holder devices, BS EN 1155 gives details of the range of door closer size or minimum and maximum sizes that the device is suitable for.

Q *Are there any standards for door hold open devices?*

A We are not aware of an EN or BS standard for mechanical hold open devices and the only one we have found is an American ANSI/BHMA A156.8-2005.

For electrical devices such as door closers with free swing and or electronic hold open, electromagnetic point door holders etc there is a BS EN1155 Building Hardware. Electrically powered hold-open devices for swing doors.

Q *Can I use hold open devices on fire doors?*

A Hold open devices are not permitted for use of doors designed to provide fire resistance and protection, apart from those approved to BS EN 1155 and CE marked and where it has been agreed by the relevant authority that the door can hold open.

Q *How do I release the hold open function?*

A This can vary from manufacturer to manufacturer and amongst the methods a pull cord, catch, or requirement to be pull the door towards the closed position a few degrees may be used.

Electromagnetic point door holders can often be supplied with an individual test switch or there may be a central switch to allow for a number to be tested simultaneously.

Q *Can I hold my door open to a particular degree of opening?*

A Many makes of mechanical hold open device allow a set number of hold open angles. The selected angle can then be achieved either by the position of the device on the door and frame at installation or in some instances can be varied once installed.

Q *How does an electronic hold open device work and what triggers it?*

A These are normally linked into a building fire alarm system and are released when this is activated; some other devices can operate as 'stand alone' units with integral detection/sensing.

Q *Does the hold open device engage automatically?*

A Most manufacturers of mechanical hold open devices engage automatically.

EXIDOR

Panic Hardware for uPVC Doors

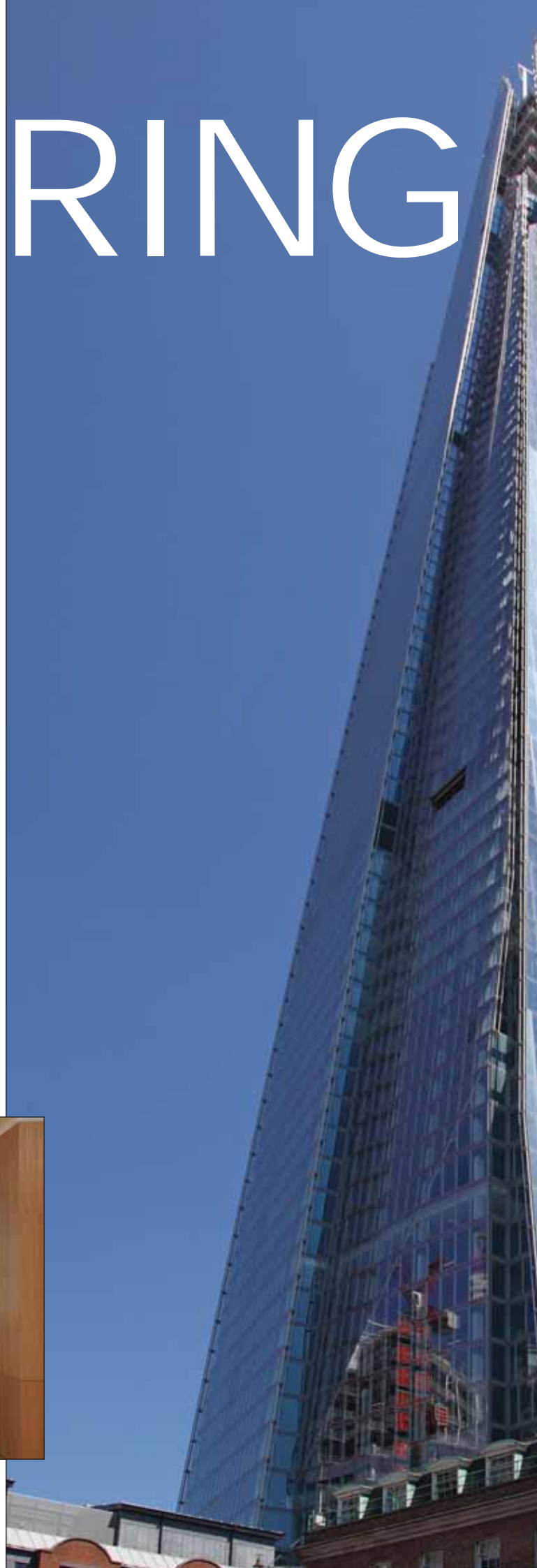
The new Exidor 500 series universal keep for uPVC doors ensures correct operation and ease of fitting regardless of the profile of the door and frame.

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TOWERING

IN JULY THIS YEAR, THE LONDON SKYLINE'S MOST TALKED ABOUT ADDITION, THE SHARD, WAS OFFICIALLY OPENED. WHILE INTERNAL WORKS ARE STILL ONGOING, THE BUILDING WON'T BE OPEN TO THE PUBLIC UNTIL NEXT YEAR. THE AIJ TALKED TO SOME OF THE MEMBERS OF THE AI TRADE THAT HAVE BEEN INVOLVED ON THIS HIGH PROFILE PROJECT.



SUCCESS

The opening ceremony in July marked the end of external construction of the Shard, Europe's tallest building, just 3 years from the day the ground was first broken. The construction was fast paced - by March 2010 the concrete core was rising steadily at approximately 3 metres a day. Designed by Italian architect Renzo Piano and developed by Sellar Property, The Shard now stands at 310m (1,016 ft). The Shard's 95-stories will become a 'vertical town' comprising office space, residences, restaurants, the five-star Shangri-La Hotel and The View from The Shard viewing galleries. The top fifteen levels make up the "spire" - six of which have the potential to be used, with the other nine exposed to the elements.

The Shard is owned by LBQ Limited, comprising the State of Qatar (the majority shareholder) and Sellar Property, with non-equity funding by Qatar National Bank. The main contractors, Mace, faced a number of challenges during construction as the site is very constrained - it is in close proximity to London Bridge Station, a hospital, and a fully operational bus station.

CONTROVERSY

The tower's tapered design and glass panelling have already made the skyscraper one of the capital's most noticeable landmarks - and one that has not been without controversy. Even the name has caused raised eyebrows, with fans of the design likening it to a glittering sliver of glass thrusting to the sky, representing London's power and drive while critics complain that it will "tear a cultural gash across the London skyline" by hiding the views of other London landmarks and being out of scale with the rest of the city. But love it or hate it the Shard is here to stay.

Internal work is still underway and AI Allgood is in the process of delivering the hardware for the doors in the shell and core and public

28



27 areas, plus the access control system and internal automatic door controllers. In total Allgood will supply hardware for 1190 metal doors in the shell and core and 447 timber doors in lobby, toilet and other public areas. Allgood CEO Phil Newson confirms that the project has been a substantial one for the firm worth in excess of £700,000. "The spec was originally generated in North America," says Phil. "It was transferred to the UK about two years ago and we transformed it into a workable schedule with all the relevant EU and UK standards." The spec was a tough one: high quality, design oriented hardware that reflects the overall design and quality of the building, but with a big emphasis on performance. Allgood hardware in satin stainless steel met that brief. "It's been a long project with a terrific amount of detail but it's a fantastic building and the public will be impressed when they are allowed in through the doors," says Phil.

FIRE DOORS & SMOKE SCREENS

The steel fire doors and smoke screens have been supplied by Stewart Fraser featuring floor springs from DORMA UK. In the lift core between floors 4-28 the smoke screens at each end of the lift lobby feature DORMA BTS75V floor springs, with the same for levels 30-33 on the restaurant screens. The apartment doors on levels 56, 60, and 62 apartment doors have DORMA BTS80 SSS Floor Springs to complement the Bronze Pyrostyle doors.





Hardware is arriving on the Shard site all the time, not to mention the “Baby Shard” next door, (more officially known as London Bridge Place). Allgood has confirmed it has now secured the supply order for the shell and core door sets for the Baby Shard and no doubt the AJJ will be back to report on the completed project.

// It’s been a **long project** with a **terrific amount** of detail but it’s a **fantastic building** and the public will be **impressed** when they are allowed through the doors //



bristol

novotel bristol centre

ACCOMMODATING ENTRANCE

Dor-O-Matic folding doors, from Ingersoll Rand Security Technologies, have stopped the management of Novotel Bristol Centre from going round the bend with their circular front entrance.

Curved doors were creating endless problems for guests at the hotel. Not only did the pressure mats not always trigger automatic opening but the curved leaves left limited space for guests and their luggage, often with suitcases getting trapped causing damage and frustration and making for an unpleasant first impression.

To solve this problem without having to rebuild the entrance, Ingersoll Rand Security Technologies installed a double set of all glass folding doors within the existing circular space. This innovative and practical solution has vastly improved the hotel's accessibility and the wide doors freely allow transit of guests and luggage.

The double door system not only creates a draft-proof lobby but also provides shelter against bad weather and reduces exterior street noise. It also forms a contained area for trapping dirt and cleaning shoes which in turn creates a cleaner and warmer reception area and enhances the luxurious feeling of this 4 star hotel.



swansea

bus station



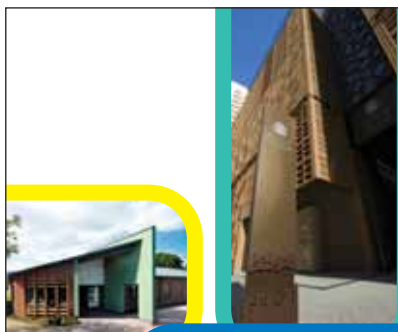
BUS STOP

The new £10m Bus Station in Swansea has been fitted with a combination of Dor-O-Matic Single Slide and Compact Slide automatic doors supplied by Ingersoll Rand Security Technologies and installed into curtain wall screens supplied by Dudley's Architectural Aluminium. They were used throughout the terminal on the pedestrian entrances and at the access points to the bus and coach bays.

The Single Slide automatic doors, which lead to the 23 bus bays, have been configured using induction loops so that they will only open when a bus is at the stand and a passenger is waiting. This prevents passengers walking out into the vehicle yard and the associated health and safety risks.

This system also helps to maintain the temperature inside, helping to prevent the escape of heat in winter and cool air in the summer. Another benefit is that it reduces the ingress of wind, rain, fumes and dust which helps to maintain appearances, reduce maintenance costs and improve the environment for users.

The operator is a self-contained electro-mechanical drive unit ideal to be mounted on the surface of both new and existing sliding doors. Manufactured in high-grade extruded aluminium, it combines simple functionality with subtle elegance and robust construction. The low-profile design is suitable for use with most commercial architectural systems and, with an overall height of only 10.5cm and projection of just 13cm, adds a contemporary look to any doorway.



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perthshire

blair castle

BLAIR RIGHT

ASSA has helped restore the historic clock tower at Blair Castle in Perthshire to its former glory with the specification of its masterkey suite and ASSA ABLOY Door Closers.

The 13th Century clock tower was devastated by a blaze last year and has been fully restored. It houses a vast library of archives, to which ASSA's Flexcore Plus masterkey system now helps to manage access.

Specified by Architect Purcell Miller Tritton and installed by Dundee-based contractor W H Brown Construction (Dundee) Ltd., ASSA modular locks, Classic levers and concealed door closers have also been used on the restoration project.

Classic styles and brass finishes were used to keep the design as sympathetic to the historic nature of the building as possible. Concealed closers were used so that crucial access devices could perform their function whilst remaining unobtrusive. Additional considerations included the fire regulations relating to historical Scottish properties. To that end fire-rated blanks with bespoke cladding were used on about 25 doors within the iconic clock tower.



brighton

city libraries

BY THE BOOK

Wireless Freedom electrically powered free-swing door closers and Dorgard wireless fire door retainers have been used by Brighton & Hove City Council on a number of the City's libraries.

The Freedomers and Dorgards have been installed on staff kitchen doors and fire door access routes throughout library buildings. They allow high-use fire doors to be kept open with the reassurance of knowing that the doors will close automatically in the event of a fire emergency.

Installed at the top of the door, Freedom allows users to hold open fire doors at any angle, automatically closing them when the fire alarm sounds to prevent the spread of fire and smoke around the building.

Freedom is easy to install in new buildings and retrofit, with none of the expense and disruption to occupants or the building associated with the installation of hard-wired door closers.



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london

st martin's lane

WEST END WONDER

A luxury 'designer' glass entrance has been made to measure by GEZE UK for 60 St Martin's Lane, in London's West End.

GEZE UK's IGG bi-parting sliding door has been custom-made to the precise dimensions of the entrance, incorporating both the frame and the locks within the double glazing so it appears to be made entirely from glass. GEZE's 7cm drive unit, the Slimdrive SL operator, is bolted directly to the glass, creating a seamless effect, with no visible frames.

A top-of-the-range IGG door has also been installed with a manual swing door operator, to the right hand side of the entrance, providing access outside normal office hours. Together, the two doors provide both complete accessibility and security.



london

adidas store



OPEN FOR BUSINESS

When Adidas decided to rebrand and refit its flagship store in London, performance and durability were of utmost importance, as were striking aesthetics – automatic curved sliding doors from DORMA were specified.

The entrance had to give a positive first impression and clear statement of the company's image and allow a smooth flow of traffic.

DORMA BST automatic curved segmental sliding doors met the brief. The sliding leaves are made of clear glass while the side panels have been specified in black glass to tie in with the rest of the frontage. The sliding doors open and close efficiently to help buildings maintain their internal temperatures, keeping heating and cooling costs down.

'The curved sliding doors fitted in with the character of the building and were specified in a black finish to tie in with the trademark black colour of Adidas,' commented Andy Smolinski of New Store Europe. 'It was also vital that the doors had the ability to hold open during the summer months and in winter automatically open and close to reduce heat loss from the store.'

scotland

scotstoun house

ICONIC BUILDING GETS MAKEOVER

Orbis Commercial ironmongery from Laidlaw Solutions has been used in the refurbishment and extension of Scotstoun House, home of Arup Scotland since 1962. Working with Historic Scotland, the fabric of the listed building has been extensively remodeled by haa design, the new extension having attained a BREEAM 'Excellent' rating.

Internally, built-in elements which were an integral part of its listing have been retained though all partitions were removed. The new extension is understated in order to maintain a style in harmony with the original 60's design. Arup Project Director Douglas Wylie commented "The ironmongery was specified to complement the high quality finishes within the building."



■ INNOVATIVE NEW HANDLE

GETTING A HANDLE ON IT

HOPPE (UK) is launching an innovative new handle on the market developed to meet and exceed the latest PAS24 standard.

The new handle satisfies the considerations for holding an SBD licence, and has been deliberately designed to be a visible deterrent such as the



more angular back plate – to discourage opportunistic burglars. The new PAS 24 product incorporates three new innovative features. The new patent pending fixing bolt, quick-fit levers which effectively clamp the inner and outer backplate together and the specially designed profile edges on the outer face plate which all work together to ensure that repeatable consistent pass results are achieved.

■ PANIC EXIT HARDWARE

QUICK EXIT

The Briton 500 Series of panic exit hardware has undergone a transformation enabling devices to be fitted in just seven minutes, half the time of the existing range.

The improved range, from Ingersoll Rand Security Technologies, features a new patented cable system for easier on-site adjustment and maximum accuracy during installation. Both the 560 pushbar and 570 touchbar versions come with a self-adhesive template for correct fixing first time, significantly reducing the time it takes to fit the fire exit devices. The simple and secure snap-on covers complete the installation quickly and easily, giving the devices a modern finish which complements other Briton products – such as the 376 Series of panic hardware.

The 570 touchbar has been ergonomically redesigned, making it easier to grip the bar when pulling the door closed. In addition, the pullman latches provide a smooth and quiet closing action making the exit particularly suitable for doors in noise-sensitive areas, such as schools and hospitals.



■ HEAVY WEIGHT HINGES

HEAVY WEIGHT CONTENDER

The latest addition to the SIMONSWERK TECTUS range is the TE 645 3D which will carry door weights up to 300kg on just two hinges but still retain all the award winning features of the TECTUS hinge range. Although doors of this weight usually require door pivots or floor springs this new hinge allows doors to be hung in the normal manner.

The TECTUS TE 645 3D is available in a variety of high quality surface finishes and for ease of fitting the SIMONSWERK Team offer jigs and templates ensuring precision engineered functionality to match the demanding specifications required for heavy weight door projects. The fully concealed flush fitting TECTUS hinge range, with 3D adjustment allowing for a perfect door alignment, now covers carrying capacity door weights from 40kg up to 300kg, has smooth action maintenance free slide bearings and offers excellent burglar resistance.



Being Great Britain's foremost manufacturer and distributor, Mailboxes GB are always looking for new products to add to our vast range and the newest arrival is our model 2385f Curve.

We felt the 2385f Curve would appeal to designers and architects alike due to its unique aesthetic attributes and the fact that the doors and flaps are available in different colour finishes which makes for a visually pleasing appearance.

Suitable for internal and external use, the model 2385f Curve will brighten up any area they are installed.

Available off the shelf and at low costs, we're sure this new model will be a huge success.

Tel: 01922 452 111 · Fax 01922 451 999
www.mailboxesgb.co.uk



■ DIGITAL DOOR LOCK

LOCKING INTO THE FUTURE

A new digital door lock has been added to the Carlisle Brass range of architectural ironmongery.

The versatile and simple-to-use lock comprises a 60 mm mortice latch and backplate and is suitable for both interior and exterior new or retrofit applications. It features convenient control with a choice of over 8,000 codes as well as a 'hold open' function and a function which allows the code to be changed easily to adapt to changing circumstances.

■ MAILBOX TO COMPLY WITH NEW STANDARD

BOX OF TRICKS

Leading letterbox manufacturer DAD has launched the first mailbox to comply with TS009:2012, the new Technical Specification for free standing and wall mounted mailboxes from the Door & Hardware Federation (DHF), supported by Secured By Design and the Association of Chief Police Officers.

The new DAD009 is a robust mailbox manufactured from 1.5mm steel to ensure it is able to withstand physical attack with tools as described in the new standard. A patented locking and security device, including an EN1303 lock with 30,000 key variations, ensures that the lock remains invulnerable and secure. An anti-theft device behind the letter flap makes it impossible to fish the mail out through the slot – an increasing cause of identity theft. In compliance with the new TS009:2012 specification, the DAD009 easily takes an A4 envelope.

The DAD009 can be supplied in any RAL colour with a polyester powder coating to match any interior scheme. It is available as a single box or a bank of boxes and is wall mounted either on or in the wall, and can be sited inside or out. Like every DAD mailbox, the new DAD009 has a ten-year guarantee against complete rust.



■ 60 MINUTE GLAZING SYSTEM

PREMIUM AESTHETICS

Door seal manufacturer Lorient has introduced a versatile new fire resistant glazing system - RF1. It has been developed in response to strong demand for a well designed, bead-applied glazing solution for 60 minute applications that delivers on style and performance.

The solution is to fit fire resistant glass secured by an appropriate glazing retention system. Lorient's latest 60 minute glazing system RF1 comprises a pair of bead applied intumescent glazing seals and an intumescent liner. Its flexible fins allow small tolerances between door, bead and glass thicknesses to be accommodated. In everyday use, the RF1 system holds glass firmly in place which stops the glass from rattling. In a fire, the two glazing seals and liner expand, preventing the glass from slumping; and also stopping heat transferring to the timber, so fire cannot take hold around the edges of the glazing aperture.

RF1 offers premium aesthetics, the coloured caps are the only visible elements when fitted – and these are available in a variety of colours to coordinate with the beading, door finishes and door furniture. Most importantly, RF1 has been successfully tested for fire resistance in 60 minute applications, for doors and screens, and carries CERTIFIRE CF5033 certification.



Absence – Makes the Boss Grow Grumpier

One of the curses of modern life for employers is absenteeism and staff's attitude to it. I have just been in Ireland and read an analysis of absenteeism within their equivalent of the NHS. The article makes some interesting points:

1. Since the liberalisation of the sick pay regime, the average absence has doubled.
2. This has brought about a fundamental philosophical change in staff's attitude, from one of apology for the inconvenience to one of 'entitlement'.
3. That the cynical use of sickness 'entitlement' is a form of bullying.

The last point is a new concept to me but I find it a most interesting view. The article went on to express the view that the sort of person who took full advantage of their sick pay was the sort who would arrive late, leave early and contribute as little to the enterprise as they could.

Such behaviour is not only unfair to the company but is perceived as unfair by all those who are diligent, who would put themselves out for their work, and who become gradually disenchanted by such behaviour.

So, it may help to remind companies of the basic rules. Outside Statutory Sick Pay (SSP), there is no statutory obligation for employees to pay during sickness absence. In short, the bare facts are:

1. That SSP is only payable after 3 days' sickness absence, so if X works a Monday to Friday week, and phones in sick on the Monday, no SSP is payable until the Thursday, and only then if you have been properly notified.
2. So SSP is only payable from the Thursday onwards.
3. If you normally pay full sick pay, either because your contract provides for that, or through sheer custom and practice, then you are bound to pay [every day, from the Monday?].
4. However, implied in this is the genuineness of the reason for absence. If the absence record of the person concerned is worse than average without apparent justification, you may want to change things.
5. Legal orthodoxy stipulates that a contract can only be legitimately changed by agreement, but sick pay is a benefit, and you can reasonably, argue that it is implied in any employment contract, that benefits are reviewable depending on affordability and relevance. Ideally, your terms of employment reserve for you an absolute discretion as to whether you pay anything more than SSP, and that discretion will be exercised reasonably and will take account of such consideration as length of service and the general work and sickness record of the employee in question. If no such discretionary clause exists, I see nothing wrong in advising all staff that from, say, the coming December, sick pay will not be automatic, but subject to managerial discretion.
6. As to those companies who have no contractual scheme, but who have generously always paid full pay, such an 'arrangement' does become an implied term, as it is consistent and the automatic expectation for staff taking days off. To break this vicious circle, a similar step should be taken – to advise staff in writing perhaps that the company's previous disposition to pay for absence has been abused, and on reviewing this benefit, it has been decided that each absence will be subjected to discretionary review.

Larger organisations, and certainly those where a Union is fully recognised for the negotiation of terms and conditions of employment, will have to adopt a more collaborative approach, and seek agreement on such changes.

However, for most Guild members, the tools are available to grasp this nettle, and if you would like any guidance on this often vexing issue, please contact the Helpline on 01372 462262, or email roger@rvassociates.co.uk.

Roger Vincent



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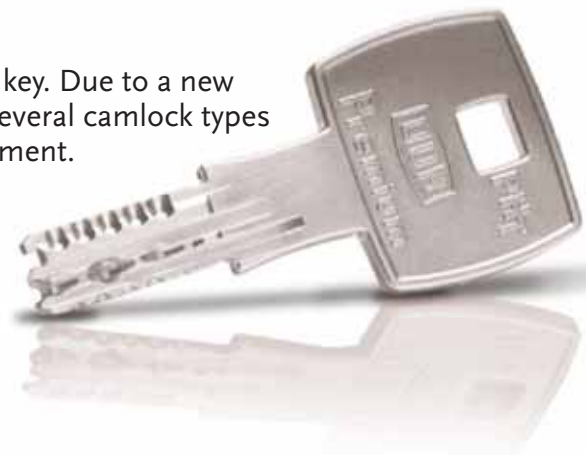


Protecting cabinets in high security areas has always been the main focus of DOM Industrial solutions. With Premium HT new technology, DOM offers for the market an affordable and high security product.

The PHT particularity distinguishes itself by the comfortable reversible key. Due to a new patent, this technology system has a key copy protection until 2024. Several camlock types are available and can be configured depending on each security requirement.

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