



architectural  
ironmongery  
journal

no.126 summer 2007

*advancing architectural ironmongery*



**inside this issue:**

**NEWS**

New member makes debut  
GAI Conference  
New Products

**FEATURES**

Royal Festival Hall refurb  
Legal Matters  
AI Profiles

**TECHNICAL**

Designing against attack  
Stainless steel - the future  
Steel doorset revolution

# PERKO **POWERMATIC®**

Whatever your project,  
our concealed door closer won't limit you



Hotels, health, education, residential, commercial, local authority... whatever project you are working on, fire doors not only need to meet all requirements for fire resistance and accessibility, but also look part of your design, without detracting from the aesthetics.

Manufactured in the United Kingdom, to the high standards you have come to expect from Samuel Heath, the Perko Powermatic® controlled, concealed door closer is maintenance-free, carries a 10-year guarantee and ticks all the right boxes:

- ✓ CE marked
- ✓ BS EN 1154: 1997 Power size 3
- ✓ Perko Powermatic® can meet the opening force recommendations of BS8300 and Approved Document M. However, consideration must be given to the door width, other installed hardware and differential air pressures within the building to ensure it still meets the recommendations in situ.
- ✓ BS EN 1634-1 Approved for use on half-hour and one-hour fire doors
- ✓ Certifire approved

To find out more visit the Perko Powermatic® website or call us for specification advice.

## SAMUEL HEATH

Tel 0121 766 4216 [info@samuel-heath.com](mailto:info@samuel-heath.com) [perko-powermatic.com](http://perko-powermatic.com)

**T**he theme of this year's GAI Conference was customer service. An issue which lies at the heart of the future success of the AI industry. The latest industry research from Plimsoll shows that the majority of AI companies are doing well but with average profit margins only hovering around the 1% mark across the industry as a whole, there is no room for complacency.

The Guild has long encouraged and fostered excellence in Customer Service, primarily through its education programme but also in its promotion of professionalism and quality across the board. Each year the Institute awards the Mike Lewis Trophy for excellence in customer service which was won this year by sales office at Royde and Tucker. This small team provides a model for how a positive customer service culture in an organisation can make a major contribution to a business's overall success.

I would also like to take a chance to mark here the untimely death of my predecessor in the role of editor of the AIJ, Anthony Levy. During his time in the role, Anthony made many friends in the industry and will be sadly missed.

Our thoughts are with his wife and family.



*Helen Curry*

## aijfront cover



The newly refurbished Royal Festival Hall is a shining example of AI and architect working together to create a modern masterpiece

Photography  
Simon Turner

## aijnewsdesk

News	4
People News	6
Business News	18
Guild Matters	13



## aijregulars

Letters	12
Legal Matters	35

## aijfeatures

AIJ Profile: Miles Architectural Ironmongery 20



AIJ Profile: Instinct Hardware 31

## aijtechnical

Walking in a testing minefield?	10
Steel doors steal from timber	15
Technical FAQs	10



Designing Against Attack	22
Hall of Fame	24
A stain on the future of stainless	26

## aijproducts&applications

Case studies	28
New Products	32



**Publisher and  
Advertising Director:  
Peter Spill**  
Tel: 020 7790 3431

Email: [peter.spill@gai.org.uk](mailto:peter.spill@gai.org.uk)



**Editor:  
Helen Curry**  
Tel: 01268 692195  
Email:

[editor@aijjournal.org](mailto:editor@aijjournal.org)



**Editorial Panel:  
Wayne Harris**  
Guild President:  
Tel: 020 8980 8000

Email: [wayne@harbrine.co.uk](mailto:wayne@harbrine.co.uk)



**Editorial Panel:  
Jules Quested Williams**  
Guild Communications  
Committee Chair:

Tel: 01543 443000  
Email: [jqw@geze.com](mailto:jqw@geze.com)

Page layout and production: **Jim Dansie Design** Tel: 01702 218879 Email: [j.dansie@homecall.co.uk](mailto:j.dansie@homecall.co.uk)

Published by: The Guild of Architectural Ironmongers, 8 Stepney Green, London E1 3JU. [www.gai.org.uk](http://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 Guild. Copyright **The Guild of Architectural Ironmongers 2007 ISSN 0959-986X**



## SMOCLO BROCHURE FROM ROYDE & TUCKER

Royde & Tucker has updated its SmoClo fire door safety device brochure. Designed to provide an aesthetically pleasing and user friendly solution for fire doors, SmoClo only closes the door in the event of fire when activated by a smoke detector. As well as providing information about the SmoClo product, the brochure discusses the problems associated with standard fire doors and provides details on ancillary hardware.



## GEZE STEPS UP TO CHARITY CHALLENGE

GEZE UK has taken part in a "Challenge Anneka" style makeover for STEPS, a conductive education charity based in Leicestershire. Inspired by patron Rosemary Conley, local companies including GEZE UK volunteered to take part in the highly complex renovation of St Botolph's Old School in Shepshed - with just two weeks to complete the centre. The challenge was screened on Central TV.

STEPS was set up for children with cerebral palsy and similar motor dysfunctions, to provide tailored education at St Botolph's Old School. GEZE UK used its expertise in the implications of the Disability Discrimination Act legislation to ensure that access to the centre was safe and compliant.

The company donated 20 of its popular TS 2000 door closers while the disabled toilet was also fitted with a slim cam closer, the TS 3000 B in white, the slimmest surface mounted guide rail closer on the market. As part of the second phase of development, GEZE UK will also be supplying a new Slimdrive EMD-F electro-mechanical swing door drive for hinged doors for the entrance. Ironmongery specialist Turentek provided all the hinges and handles for the doors at the centre.

# SQUIRE'S INVESTMENT NEARS £3MILLION

Commercial and, domestic locks and security equipment specialist Henry Squire & Sons is furthering its commitment to UK manufacturing with a £200,000 investment in new state-of-the-art machinery. The company has acquired two US-made Haas MCD 500 CNC machine tools for the production of Squire's award winning Stronghold range of high security CEN grade padlocks.

Designed to increase capacity, improve productivity and support the launch of new products, this latest acquisition follows Squire's £2.75million investment in new, purpose built premises, and brings the firm's total commitment since its move to £3million.

Squire's relocation to a 2,990 sq m unit at the Mercury business park near



Wolverhampton was the first move in its 225-year history. Around 90 staff are based at the new site which focuses on higher added-value manufacturing, research and design, as well as customer service and administration. Lower-end manufacturing is being moved to Squire's wholly owned factory in China.

Investment in the latest production technology will enable Squire to compete more effectively and facilitate the launch of new products, says managing director John Squire. "The extra flexibility these machines give us on site in the UK means we can easily tailor products to our customers' precise specifications, something that can't be achieved with our production facilities in China," said Mr Squire the eighth generation of his family to head up the business.

**New !**



on all HOPPE door and  
window handles!

# The New Paris 138S Series

Aluminium Lever Handle Door Furniture

## Satisfying the recommendations of BS 8300 & DOC M

- 19mm Round Bar Return to Door Lever.
- Min 95mm inside finger grip.
- Min 45mm from face of door to inside of lever handle.
- LRV ratings: Silver (F1) - 60  
Gold (F3) - 43.55



**These products satisfy  
the latest dimensional  
recommendations  
contained in BS 8300  
& DOC M**

## Range

- Lever on Rose
- Lever on Backplate  
(Rectangular & Radius)
- Lever on Flat Plate (Face Fix)  
(160x64 & 160x160mm)

## Features

- Lever on Rose - 4 hole fixing, supplied with screw and bolt through fixing
- Lever on backplate - bolt through fixing
- Full profile spindle
- Suitable for doors 40-47mm thick
- Available: F1 SAA (Silver)  
F3 GAA (Gold)

## Standards and Certification

- Successfully type tested to:  
BS EN1906: 2002 Grade 3
- Included in a successful Fire Test to  
BS EN1634: Part 1 2000 - 30 minutes  
and assessed for 1 hour Fire Doors

## Category Specification

- BS EN1906: 2002 Grade 3  
High frequency of use by public or  
others with little incentive to exercise  
care and with a high chance of misuse.  
(eg. public office doors)

## NEW FACE ON NHBC'S BOARD



Robin Nicholson CBE, CABE Commissioner and long-standing Director of Edward Cullinan Architects, has been appointed to NHBC's Board.

A senior member of Edward Cullinan

Architects since 1979, Nicholson specialises in environmental and sustainable design and has worked on a wide range of health, education and regeneration projects in the UK and abroad.

Having previously worked for James Stirling (1969-1973) and Cristian Boza in Chile (1973), Nicholson then taught at the Bartlett and Polytechnic of North London. A former Vice-President of the RIBA (1992-1994), Chairman of the Construction Industry Council (1998-2000) and founder member of the Movement for Innovation Board (1998-2001), he continues to help develop the Design Quality Indicator and is a member of the Editorial Board of Building Research and Information.

The Convenor of the construction industry think-tank 'The Edge,' Nicholson is currently in his second term as a CABE Commissioner, where he chairs the Enabling Panel and leads on climate change and sustainability. He was awarded a CBE for Services to Architecture in 1999.

## New HI-LOADER at the helm of RT

Royde & Tucker has appointed Mr Jon Simms, currently RT's Operations Director as Managing Director. This strategic move reinforces the company's commitment to its ambitious growth plans and underpins the existing management structure.

Andy Howland, RT Sales Director said "Jon's appointment benefits the company enormously, his wealth of manufacturing and operations experience both in prior organisations as well as at RT, in conjunction with his strategic vision for the company will really help us push our commercial boundaries."

Steve Jenkins, RT's Managing Director for the last 30 years commented "Jon's organisational abilities, attention to detail and desire to see RT progress are amplified by the willingness of all of us here. Jon's appointment allows me the time and focus to concentrate on specialist project and strategic activities, pushing RT forward into new commercial areas".



## aijobituary

### DIETER KUNZ

Many people in the industry will be sad to hear of the passing of Dieter Kunz who throughout the 1970s and 80s was the person who represented the DORMA factory in many overseas markets including the UK and Ireland.

He was a main motivator in setting up the UK and Irish companies and many people will remember him for his excellent command of the English language and always having a wonderful joke to tell no matter what the occasion.

Dieter had been retired for some time but also greatly helped Ingersoll Rand and Hoppe in many of their overseas markets before putting down his order book.

He will be sadly missed by all in the industry whose paths he crossed.



## TWO NEW FACES AT TURNQUEST/HEWI

Turnquest/Hewi is strengthening its sales presence with the appointment of Mike Thew as Sales Director and Peter Hicks as Architectural Business Manager at Turnquest.

Commenting on his move to Turnquest/HEWI, Mike says: "I am delighted to be joining a company selling products that I have believed in, and had commitment to, for over 20 years. I am really looking forward to the challenges ahead."

Mike came into the industry back in 1972 when he joined his father's family company, and gained his Dip GAI in 1978.

Already a well-known name in the architectural hardware industry, Peter Hicks will be covering the South West of England from his home in South Wales, Peter joins the company from Geze, where he held the position of Southern Specifications Manager.

Peter's experience also covers time at Royde & Tucker, Elementer, Laidlaw & Thomson in Cardiff, and two spells at Allgoods.

## aijstop press

It has come to our notice that the advertisement by Rutland UK Ltd on page 2 of the AIJ Summer 2006 edition contained an error. Although this advertisement showed product with Certifire Accreditation and with a certificate number CF484, in fact this product is not and never has been Certifire Accredited.

# **QUATTRO, Offering you the "Complete Solution".**

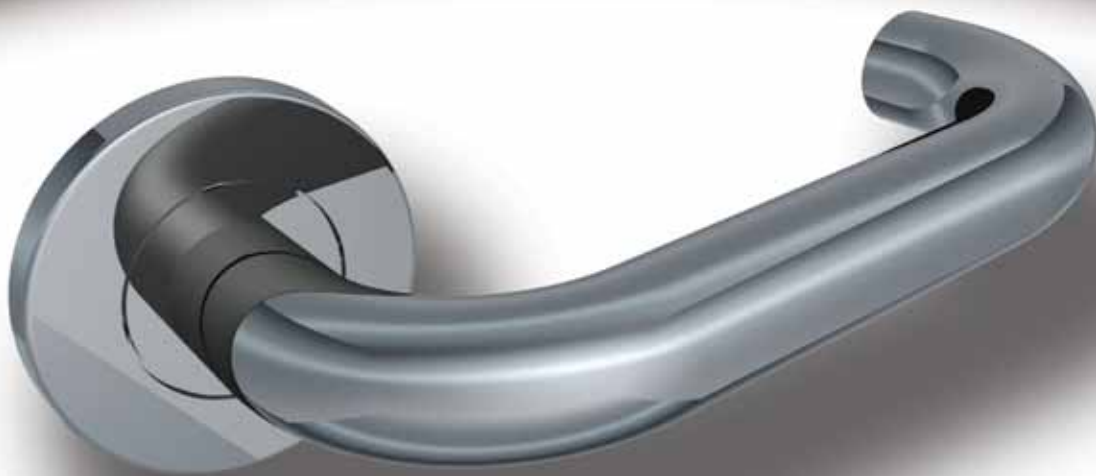
## **Introducing the New Quattro catalogue from Associated Finishers Ltd.**

AFL is renowned for creativity in design and continually strive to offer innovation, quality, flair and practicality whilst maintaining a realistic pricing structure.

The Quattro catalogue contains many new initiative products including Microlust aluminium, composite door components, biofree coating, visual contrast, electronic access, locks and door closers.

**AFL the "Complete Solution".**

Please contact our dedicated sales team for any further information.



**QUATTRO**  
DOOR FURNITURE

**Associated Finishers Ltd.**  
99-103 Pritchett Street, Newtown, Birmingham. B6 4ES  
Tel: 0121 359 0958 Fax: 0121 359 6566  
e-mail: [sales@afl-birmingham.co.uk](mailto:sales@afl-birmingham.co.uk)  
web: [www.afl-birmingham.co.uk](http://www.afl-birmingham.co.uk)

## NEW MEMBER MAKES GAI DEBUT

**T**he latest company to join the expanding ranks of the GAI is GU Ltd, the UK subsidiary of Gretschi-Unitas GmbH.

G-U Ltd is part of the worldwide Gretschi Unitas Group specialising in the supply of hardware for the door and window industry. The G-U Group spans the world with 11 production units, 23 sales companies and many more distribution agreements. G-U Ltd, based in Coventry, services the needs of the UK and Eire markets.

In the UK the company is backed by this vast international resource to give it one of the most extensive product portfolios in the market. G-U has traditionally been known for its extensive range of window fittings including turn handles, casement fittings, tilt and turn Parallel tilt and slide fittings and lift-slide fittings. Perhaps less



well know is the G-U range of door fittings including locks, door furniture, cylinders, and closers.

G-U Ltd joining the GAI coincides with the appointment of a new management team at the company. Newly appointed MD Paul Gerrard (top) is now joined by Paul Lewis as G-U's new sales and marketing manager responsible for its door division.

Paul Lewis has been tasked with establishing G-U's door division in the specification and AI marketplace, drawing upon the parent company's product range. With 25 years of experience in the AI industry, Lewis brings with him a wealth of knowledge and experience to G-U. He comments, "I'm excited by the prospect of building a door division in a market where the company has had little penetration or exposure. I decided to join G-U because of this challenge, and because I believe that the company's product portfolio is good enough to stand up to the best that the industry has to offer."

## MIDDLE EASTERN FIRE TESTING

In response to massive investment being made in the Middle East, Dubai Civil Defence (DCD) and Bodycote Testing Group, a business division of Bodycote International plc have signed a contract to set up and operate the first fire testing laboratory to serve the GCC and wider region. Based in Dubai, the laboratory is part of a Centre of Excellence for fire safety and prevention.

New services at the Centre of Excellence which will be launched with immediate effect include methods for assuring product conformity and proper fire protection product installations. The Centre of Excellence will also deliver internationally accredited laboratory testing services at the new laboratory, to be completed in early 2008. The Centre of Excellence's testing facility will be managed and operated by Bodycote warringtonfire Middle East and will offer fire testing of products, building materials and assemblies to the latest international and European standards.

## 100% NEW

Architecture and design event 100% Design London (20-23 September 2007 Earls Court) will feature the launch of 100% Futures, an opportunity for emerging design talent to springboard into the commercial world.

50 budding design talents will premier in 100% Futures, which includes a collective of French designers hosted by the Valorisation de l'innovation dans l'Ameublement and Ligne Roset. In addition, designer Nina Tolstrup will curate a Danish group, product and lighting designer Benjamin Hubert and Italian furniture designer Alessandro Coschiavo will present their latest creations.

The show will also feature a centralised seminar programme with a series of topics and discussions covering all aspects of sustainable design solutions for the built environment and interior products. These will be supported by themed interactive workshops which will be located throughout the event. 100% Design will showcase UK and international design talent while 100% Lighting returns after a successful launch last year.

# Briton

## 1100 Series



### *Making Headway in Overhead Closers*

*A new track door closer has been added to the Briton 1100 Series of overhead door controls. The **1130B.T** has been designed to complement the existing range of overhead door closers and is strength adjustable for door sizes 2-4 making it suitable for a wide range of door sizes up to 1100 mm wide 80kg doors. The introduction of this new closer offers greater flexibility within the suited range which offers adjustable power closers in 2 body sizes and 3 cover options including the Classic and Softline covers.*

*Briton 1100 Series closers are CE marked and come with a 10 year guarantee.*



For information contact the Marketing department on:

Tel: 01922 707400

email: [info@ingersollrand.co.uk](mailto:info@ingersollrand.co.uk)

web: [st.ingersollrand.co.uk](http://st.ingersollrand.co.uk)

**IR** Ingersoll Rand  
Security Technologies



## WALKING IN A TESTING MINEFIELD?

**C**hris Miles, Divisional Business and Technical Development Manager gives the following advice on the challenges of approving doors and windows for fire safety.

The approval of doors and windows can be a minefield and with the introduction of CE marking for these products in 2006, it can also be complex.

There are many new challenges facing the door and window industry from specification through to manufacture, installation and on-going maintenance. The implementation of CE marking began last year for some doors and windows and is now being implemented for others as follows:

Product type	Standard ref.no	Commence CE marking
Window and external pedestrian doors without fire and smoke characteristics	EN 14351-1	Now
Internal pedestrian doors without fire and smoke characteristics	prEN 14351-2	*2007

European Standards give the requirements for doorsets that are intended to be placed on the European market, including the UK. Some of the requirements will be mandatory, such as the need to prove fire resistance for a fire resisting doorset for example and some will be voluntary.

As we see from the above table, CE marking for fire resistance and smoke control performance will not be until 2008. At the moment

these products must be fire and smoke tested to EN1634-1 and/or EN1634-3 respectively and we advise that any producer conducting tests to these standards and who expects a CE mark on their doorsets in the future should discuss the pre-testing process with the certification body. This will ensure that any tests conducted before the product standards are available (known as 'historic' testing) can be used once the product standards have been issued.

The advent of CE marking within Europe for this sector will have a demand for voluntary, higher level 'quality' certification, such as Bodycote warringtonfire's CERTIFIRE scheme for example, to enable a manufacturer to distinguish his products from the rest.

One area where this type of scheme will assist manufacturers to support specifiers is with doors that require particular fire or smoke resistance. The interaction of all the components of a fire door is critical to its ability to function satisfactorily and provide the intended fire performance. If each of the components has been approved to a recognised scheme such as CERTIFIRE for example, specifiers can be reassured that all the components will work together in a fire situation.

The doors and window industry is facing a huge challenge over the next few years to get all products and components up to speed with the latest legislation. Our advice is never to leave it to chance but to call the experts who can help you understand the requirements of attestation and certification for the UK, Europe and beyond, and get you through the minefield – trouble-free!

For further information on the new How to Test and Certificate Doors and Windows guide or on the services offered by Bodycote warringtonfire, contact Chris Miles on 01925 655116. Email: [chris.miles@bodycote.com](mailto:chris.miles@bodycote.com)

## aijtechnicalfaqs

### BS 3621 BRINGS BACK MK LOCKS

The 1998 edition of BS 3621 allowed security locks to be supplied masterkeyed, as long as certain criteria were still met. Also keyed alike locks were permitted. This was a useful feature for many types of building, where security locks were needed, but separate differ keys would be a nuisance rather than adding to overall security, or where a small MK suite would offer convenience.

When a contractor phoned the GAI recently to ask about the current situation, our Technical Consultant realised that the latest edition of the standard made no mention of conditions covering these kinds of locks. It had disappeared. That meant that there was no possibility of supplying a small MK suite, or locks to a like change, whilst claiming BS 3621 conformance.

Fortunately, our Technical Consultant sits on the appropriate BSI Committee for this standard, which is currently undergoing another revision. She was able to bring this matter to the Committee's attention, and draft some text for their approval. After some minor tweaking, this was adopted, and will appear in the next edition of the standard, due out later this year. There had never been a policy decision to drop this item – it had just been overlooked in the major redrafting required for alignment with BS EN 12209.

#### The draft text is as follows:

*"Master keying and Keyed Alike, and Records*

#### Keyed Alike

***A number of locks with the same differ may be supplied for one end user.***

#### Master keyed locks

***No lock shall be used in a master keyed suite in such a way that its performance is less than the minimum provided by this standard.***

#### Records

***The manufacturer shall maintain readily accessible differing charts by which an inspector can verify that the locks have been manufactured in such a way that no lock having the same differ as any other lock is made until at least the full number of required differs has been made. Locks supplied keyed alike shall count as one lock (one differ) for this purpose."***

A little explanation might be helpful here. "One end user" doesn't mean a contractor can buy six locks keyed alike to put on six light industrial units he is building. It means such locks can be supplied for use on one building, by one owner or user.

The requirement for MK locks to BS 3621 to maintain all the minimum performance requirements of the standard puts a big responsibility on the locksmith or pinning station. They must ensure that the way in which they produce the MK locks or cylinders really does maintain the level of security required by BS 3621.

# THE CONTRACT RANGE OF GRIDLOCK® LOCKS AND LATCHES

FEATURING  PATENTED BOLT REVERSE MECHANISM



**51.01**  
Tubular  
mortice latch



**51.03**  
Upright  
mortice latch



**51.05**  
3 Lever mortice  
sashlock



**51.07**  
Mortice  
bathroom lock



**51.08**  
Mortice euro  
cylinder sashlock  
case



**51.09**  
Mortice locking  
latch



**51.11**  
3 Lever mortice  
deadlock



**51.12**  
Mortice euro  
cylinder  
deadlock case



**51.13**  
Mortice oval cylinder  
sashlock case



**51.14**  
Mortice oval cylinder  
deadlock case



**TESTED ✓ APPROVED ✓**

**AVAILABLE IN A  
CHOICE OF FINISHES**

- Tested to EN12209-2003 in UK (Warrington Certification Ltd.)
- CE marked
- Included in a successful fire test to EN1634-1, 30 minute
- Suitable for bolt thru fixings (30 – 40 mm Centres)
- Available with square or radius forends and strike plates
- Complete with nylon box keeps
- Satin stainless steel, polished stainless steel and Evershine (PVD) brass finish forends available
- British design
- Full technical specification manual available upon request



**Intelligent UK Ltd.**  
Jubilee Business Park, Copgrove, Harrogate HG3 3TB  
Tel: 01423 340930 Fax: 01423 340923  
E-mail: [sales@intelligenthardware.co.uk](mailto:sales@intelligenthardware.co.uk)  
[www.intelligenthardware.co.uk](http://www.intelligenthardware.co.uk)

INTELLIGENT BY DESIGN

Please send correspondence to:

**Helen Curry**

**Editor aij**

The Guild of Architectural Ironmongers

8 Stepney Green, London E1 3JU

Tel: **01268 692195**

Email: **editor@aijjournal.org**



**Dear Madam**

With regard to the changes to Approved Doc B from 6th April 2007; it appears that the NHBC have decided that the change in requirement for self closers to fire doors in flats and houses will be implemented with immediate effect.

The legislation appears clear and we are confused by the NHBC's stance on this - are they correct?

Where does the Architectural Ironmonger stand in law if, heaven forbid, a situation arises because of an instruction to omit door closers (on units already under construction before the change) by the builder (via the NHBC)?

I would appreciate your clarification of this please.

**Mark Rowland Dip. GAI  
Bennetts (Irongate) Ltd**

*The GAI's Technical Consultant Jacky Sinclair replies:*

*As you say, the letter of the law is that the reduction in requirement for door closers applies to dwellings and flats granted planning permission after 6 April 2007. However, Building Control have responsibility for signing off the building as safe, and they might take the view that they will apply the new regulation retrospectively.*

*Where an AI supplies against a bill of quantities, I would suggest a letter be sent to the contractor pointing out that the new regulation doesn't apply to the contract in hand (if granted planning permission before 6/04/07) but you assume they have obtained permission from Building Control to omit the closers, and you will supply according to the amended BoQ. This shows due diligence and that you have exercised your duty of care.*

*If supplying against your own schedule, then I would advise asking for written evidence that BC are applying the new regulation to the project in hand. This should be put on file, and will cover you if questions are asked.*

**Dear Madam**

In recent weeks, I have been one of a number of volunteers marking GAI students' course work. One of the activities required students to select and name a CE marked door control, write down its classification number to BS EN 1154 and explain what each digit meant in terms of that product's performance. Additionally, they were required to provide a "Manufacturer's Declaration of Conformance" for the product.

*From marking this exercise, two things became evident:*

*Most students don't know what a Manufacturer's Declaration should look like, and therefore they accepted and submitted EC Certificates of conformity issued by Notified Bodies, or CERTIFIRE documentation*

*Several manufacturers and importers also don't know*

*what a Manufacturer's Declaration is! They have been sending incorrect documentation to students.*

The Manufacturer's Declaration is a mandatory requirement in Annex ZA.2 for any CE marked product. To quote the Annex,

"In addition, for each product covered by an EC Certificate of conformity, the manufacturer or his agent established in the EEA shall draw up a declaration of conformity (EC Declaration of conformity) including the following information:

- *name and address of the manufacturer, or his authorised representative established in the EEA;*
- *number of the attached EC Certificate of conformity;*
- *name of, and position held by, the person empowered to sign the declaration on behalf of the manufacturer, or his authorised representative;"*

The recommended ARGE layout for a Manufacturer's Declaration is featured in the GAI's "Code of Practice: Hardware for fire and escape doors", on pages 17 and 18.

I think this is an excellent, professional-looking marketing tool when printed on a manufacturer's letterhead and signed by a senior member of the company. It shows at a glance everything that a specifier would need to know about the performance, certification and additional quality marks relative to a product, with the company name to the fore, rather than a Notified Body getting all the publicity. There is full traceability of all supporting documentation through certificate numbers. This saves generating reams of paper supplying often unwanted original documents. It is adaptable to tested, but non-CE marked, products too. It is also the sort of document that AIs should have on file - electronic or hard copy - for contracts they win, to show that they have checked the hardware supplied for compliance with the Construction Products Directive.

Those door control manufacturers based in Europe seem to have produced "ManDecs", but still students sometimes submitted incorrect documents for their products. They might have asked for the wrong thing - it's impossible to say. Importers and agents are lagging behind in compliance. Usually, manufacturers and agents want to help students in their studies, so providing the right documents in this case will earn gratitude. Supplying the wrong ones will cause a student to lose marks, and possibly faith in your company.

Yours faithfully,

**Jacky R Sinclair Dip GAI, Reg AI, FInstAI**

gaiconference

## CUSTOMER SERVICE THEME AT GAI CONFERENCE



This year's conference of the Guild of Architectural Ironmongers (GAI) in Newcastle saw the re-election of Wayne Harris, MD of Harbrine, as the Guild's President for a second year. Based on a theme of Customer Service, a number of important developments were announced at the conference including the final details of the GuildMark joint initiative with the RIBA and open/on-line learning schemes for the GAI's education programme.

The Guild's AGM, held at the Conference, also elected the organisation's officers and executive committee. Alan Worrall of Lloyd Worrall was re-elected Vice President; Andrew Hall of Geze was re-elected as Honorary Treasurer and the rest of the Executive Committee also voted into place.

In his presidential address, Wayne stressed the importance of excellence in customer service to the future of architectural ironmongery and this was echoed by a number of speakers who addressed the conference on various aspects of customer service.

The President was able to announce the final verification of the legal agreement between the GAI and the RIBA on the Guildmark scheme. GuildMark is a groundbreaking scheme offering architects and specifiers an assurance and confidence of quality and professionalism of architectural ironmongery businesses. Member companies of the GuildMark scheme must have all schedules overseen and signed off by a fully qualified Registered Architectural Ironmonger, full professional indemnity insurance and fully comply with a special GuildMark Code of Practice.

The GAI Conference gave delegates a chance to hear about a highly successful year for the organisation's education programme with record numbers of students enrolling. Starting in the 2007-2008 academic year, students will be able to use a new on-line learning facility which will also allow course work to be completed and marked on line.



## A ROLLING STONE....

The last GAI Executive Committee marked the end of an era for the organisation with the official retirement of Keith Moss as the Chairman of the GAI / RIBA Specification Awards. President Wayne Harris paid tribute to Keith, a stalwart of the industry commenting:

"I must first of all extend my thanks and pay tribute to Keith Moss who as chairman of the judging panel has steered and guided this competition for over 30 years and made it the success that it truly is. It has been said that this is the jewel in our crown and they wouldn't be far wrong. With Keith's excellent organisational and management skills he has ensured that this competition is the success it truly deserves. The competition has gone through many changes all of which have been initiated by Keith to ensure that it is still as fresh as it was when first conceived.

"After over 40 years involvement on the Guild's Executive, Keith who has served as a lecturer at our residential courses, an examination marker, Education committee chairman as well as being Chairman then President of the Guild, has decided to step down and retire from the Executive. However, this does not mean that we will lose his wise counsel because he is as an Honorary Life Member of the Guild. We all wish him a happy and healthy retirement."

## LUNCH DATE

The Annual Luncheon – the GAI's 28th - this year will be held on Thursday 1 November at the Royal Garden Hotel, Kensington, London W8, a venue which proved to be such a popular success last year. As well as a chance to catch up with old colleagues and customers old and new, the lunch gives the industry a chance to celebrate the success of some of this year's outstanding exam candidates.

The Guest speaker will be Rt Honourable John Redwood, former Cabinet Minister and Chief Policy Advisor to Margaret Thatcher. He will present the Diplomas, Medals and Prizes to the successful students, following this summer's examinations. After the presentations John Redwood will give an address. He is sure to be an entertaining and informative speaker.

Tickets are priced at just £105.00+ VAT and we expect a big demand for tickets, so to guarantee your seats why not book your places now by visiting the Guild's website to place your order. This year's luncheon has been generously sponsored by Assa Abloy.



# EDUCATION MATTERS



In tune with the theme of this year's GAI conference, the team that runs the GAI's education programme is firmly focused on giving good customer service - and students and the companies that sponsor them are our customers. This year Level 1 enrolments stand at 180, up from 157 last year, which shows the healthy state of our industry and the education programme.

A recent development on the education programme is the introduction of course works. For level 1, 30% of marks are awarded for coursework with a similar percentage for course work on Level 2. For level 3 students, 10% of marks are awarded for coursework on business studies with a further 10% on scheduling.

Also for the Level 3 scheduling exam, students now know the project they will be working on - this year it was a mental health institution. This is in keeping with modern education practice and, also seeks to replicate what AI's experience in their daily routine. After all, as AI's, no architect would expect us to schedule a job without knowing in advance what the project is.

The whole education programme is moving from being a training programme to a true education programme. The style of manuals is changing to an open learning approach which will be more experiential-based. In addition to this course work will migrate to being on-line. A real move forward to make the entire programme more accessible to the modern student.

## AVON CALLING FOR INSTITUTE AGM



institute of  
architectural  
ironmongers

This year's Institute AGM in Stratford-upon-Avon was a resounding

success with the business part of the day well attended and a dinner dance which was enjoyed by all.

As well as a report from Institute Chairman Peter Hayward, the AGM heard reports from the Institute's regional chairmen about activity around the country this year. All the reports were positive with a programme of well-attended, informative meetings going on regularly around the UK. The meeting also heard from Keith Maer about this year's Education programme where Keith described how the Education Committee was working to encourage students to attend Institute meetings.

The meeting concluded with a presentation from Jules Quested-Williams, Communications Committee chairman and Guild President Wayne Harris on the Guild and Institute's rebranding, new website and progress on the GuildMark.



## AWARDING EXCELLENCE

The Institute's AGM also provided an opportunity to celebrate and reward excellence in our industry with the presentation of several trophies and awards:

The Mike Lewis Trophy for excellence in customer service was awarded to the Royde & Tucker internal sales team with trophies collected by Geraldine Bonfield, Val Hornett, Fola Awotesu, and Tom Jenkins.

The Bob Ramage Trophy for services to the Institute was awarded to Peter Hayward.

Fellowship of the Institute was awarded to Ian Stewart, Chairman of the GAI's Technical Committee.

Something out of the ordinary is happening to doors and their specification and it is probably happening on a major project near you. One fascinating statistic is the vast majority (around 90%) of doors and doorsets supplied to major construction projects in the US and Asia-Pacific regions are manufactured in steel, whereas in the UK the steel-timber share is almost exactly reversed - with timber being the predominant material. What is now happening is that this traditional thinking in this area of design and product specification is changing, and changing rapidly, in this country. We are at the forefront of a steel doorset revolution which obviously has important ramifications for the AI industry.

The photograph is interesting. It's obviously a hotel bedroom door but would you imagine it's the refurbished Ambassador Hotel in Central London? This is a prestigious project and your perception is likely to be mightily jolted when you realise that each of the 98 bedrooms has been fitted with acoustic steel doorsets (actually Martin Roberts doors, part of the Ingersoll Rand Security Technologies Group). All the doors are 1 hour fire rated and, where required, extra wide doors have been used to meet the aims of the Disability Discrimination Act.

General manager Alex Apostolakas commented, 'Our designers focused on creating a stylish finish to the interior and using high product specifications throughout. The main reasons why steel doors have been used is security and low maintenance. There was also the benefit of saving installation time and contractor costs because they could be fully fabricated off-site and delivered complete.'

So, slowly but surely, and in every type of project, it appears that steel doorsets are making dramatic inroads. Gone are the days when they were only associated with high security industrial installations, high street entrances, bank vaults, whatever. Indeed, one of the most prestigious applications in recent times is the new HSBC World HQ in Canary Wharf, for which Foster Architects specified 2000 doors. Other notable high-profile projects - such as Heathrow Terminal 5 and St Pancras Station - arise in the Transportation sector due to demanding criteria set by the high volumes of traffic and likely abuse. Key to the use of steel doorsets here are lower installed cost, reliability and low maintenance in use, security, fire, acoustic and thermal performance and, all the rage nowadays...sustainability.

Another story worthy of note is the refurbished Belgrave Hotel at the Oval. Owner Nash Govani chose steel doors primarily for



acoustic and security reasons but with a finish which would simulate timber he was able to keep a traditional timber look. He says, 'Although the doors have only been in operation for 18 months, I know that we will not have trouble with wear and tear which we have had so often in the past.'

This level of intrinsic durability drastically reduces a client's risk exposure to prosecution under the RRFSO (Regulatory Reform Fire Safety Order 2006) which wields heavy financial penalties, plus the threat of custodial sentences for designated responsible person/s within a failing organisation, if a door's fire door integrity becomes compromised through poor, or lack of, maintenance.

### Features and benefits

Architectural ironmongers and specifiers are well versed in the construction and performance of timber doors but steel requires a shift from traditional thinking. Manufacturers proffer various reasons why high end, high performance steel doors are such value for money, especially when life-cycle costing is

taken into account.

- Door, frame and hardware supplied complete saves site time and cost
- Inherent strength for severe duty and enhanced security
- One visually 'standard' door can meet many differing performance criteria
- Precision engineering provides close tolerances with ultimate durability
- Moisture resistance - eliminating rot, warp, swell or twist
- Up to 5 hours fire resistant integrity and stability
- Access control hardware easily and neatly integrated
- Vastly reduced repair and maintenance issues and cost

Architectural Ironmongers will also want to note that steel doors are often strategically reinforced to provide further support in critical areas, such as the hinge, lock and door closer positions. This is especially relevant when specifying concealed door closers; as the simple fact that no material is removed from the door - as would be the case for timber - means that fire and other critical performance characteristics are not compromised and the risk of 'breakout' is completely removed.

An important service innovation of benefit to the Architectural Ironmongery industry is the 'fast-track' programme - as evidenced by the recent launch by Ingersoll Rand Security Technologies - which is designed to dramatically simplify steel doorset specification and reduce lead times to a minimum. It is particularly aimed at Architectural Ironmongers and specifiers looking for a single source for a competitively priced steel doorset complete with fully certified hardware.

Historically related to industrial, security, anti-vandalism and back-of-house applications, the perception of steel doors has now irrevocably changed for aesthetic reasons. The latest powder-coating technology has opened up a palette of finishes and appearances against which timber finds it hard to compete. They offer a brighter, contemporary appearance so desired by modern designers, whilst also assisting them in meeting the 'visual contrast' element of Document M. Embossed, stainless steel and even wood-grain effect finishes provide further upmarket aesthetic alternatives; all with the strength and security of steel.

By making effective use of vision panels, louvres, ironmongery in different materials and finishes, high performance, integrated and cost effective doorsets can be designed and manufactured to meet almost any requirement.

So there you have it; steel is the new timber!



## Construction Products Industry KPIs Deliver Increased Customer Satisfaction

Customer satisfaction is the major winner for companies within the construction products industry according to this year's results of the industry Key Performance Indicators. The 2007 results, released in June, show sustained improvement over the last five years and the increased take up by companies is now delivering significant benefits.

Commenting on the results, Rita Singh, Environment and Industry Performance Director said: "This year's results show that the industry is increasingly held in high regard. Over the last five years the proportion of customers scoring our industry 8/10 or better on the measure of product quality has increased from 57% to 79%. This is an increase of 5% in the last year alone. The measure of value for money has increased by a further 2% in 2007, meaning that 56% of companies now score 8/10 or better.

"The results also show that the industry is making real progress on the accident incidence rate, with this measure falling 31% in the last five years."

Speaking about the report, Keith Folwell, Senior Statistician for Construction Market Intelligence at the DTI said: "I very much welcome these latest results from the Construction Products Association. It is good news that the industry is measuring and reporting on performance and that companies can see a real benefit from the process. It is clear that the CPI KPIs have now become an integral part of business, and customers should now be using the CPI KPIs as the benchmark to measure suppliers' performance."

The Construction Products Association is encouraging manufacturers to use a new web based interactive tool to measure their performance against the industry average; obtain a benchmark score and monitor trends in their performance. A handbook which provides performance charts on each of these KPIs, along with guidance for manufacturers on how to implement them will shortly be available on the Construction Products Association website.

## GOVERNMENT MUST DO MORE TO ENCOURAGE BROWNFIELD DEVELOPMENT

The Construction Products Association is lobbying the Treasury in response to the Consultation on tax incentives for development of brownfield land.

Commenting on the consultation, Allan Wilen, Economics Director said: "At present Land Remediation Relief (LRR) is effectively only available to developers and contractors, not to existing landowners. It has therefore had a limited impact upon the supply of brownfield sites available for development. This is reflected in the modest cost to the Treasury, averaging around £12m a year.

"We believe that the limited take-up of the LRR in large part reflects the significant risks and uncertainties faced by a third party in acquiring contaminated sites and undertaking remedial work."

The Construction Products Association has warned against the Government's proposal to link eligibility for LRR to planning permission subsequently being granted. The Association has proposed that extended eligibility be granted to unincorporated businesses, and relief for early stage professional fees should be included. These reforms would help improve performance of LRR and increase the uptake of the relief.

The Association has also suggested that owners of brownfield sites should be able to offset the upfront cost of cleaning up contaminated sites against their Corporation Tax liability. The Association believes this would significantly improve the supply of brownfield land available for development, and potentially cost the Treasury less per hectare than currently occurs under the LRR regime.

On the Government's further proposal to remove the landfill tax exemption, Wilen commented: "This could significantly undermine the commercial viability of redevelopment plans for those sites where 'dig and dump' remains the most practical option.

"We urge Government to commission a study of those sites currently claiming the Landfill Tax exemption. The objective would be to assess more effectively the potential impact that landfill tax liability would have on a project's commercial viability, how readily alternative forms of remediation could be adopted for such sites and the impact upon the overall supply of brownfield development land."

# Industry Returns Best Quarter in More Than Two Years

Product sales' volumes for the construction industry in Q1 showed their best quarter in more than two years according to the Ernst and Young/Construction Products Association Activity Barometer.

Boosted by a strong light side performance, the first quarter records a score of 74, firmly above the 50 'no change' mark and the highest level since the survey started in 2005.

Commenting on the results, Allan Wilén, Economics Director for the Construction Products Association said; "Light side sales continue to benefit from increased demand for insulation and related products following the introduction of the new Part L building regulations. Light side firms have also reported a welcome boost from the government's investment programmes to bring the existing social housing stock up to standard."

Although these are promising signs, heavy side firms sounded a more cautious note, giving a reading of 61. Whilst this index reading indicates that overall, heavy side sales are up during this quarter, compared to a year ago, the infrastructure sector remains sluggish and firms report a slow start to the year by private house builders.

Looking ahead the industry anticipates a further strengthening in construction activity during the second quarter of 2007. The division between light and heavy side manufacturers remains, with light side firms especially positive.

Industry growth is expected to gather momentum during the course of 2007, benefiting from stronger private sector investment and a modest pick-up in government funded work. However, recent interest rate rises are expected to temper consumer related areas, such as new private housing and repair, maintenance & improvement work.

Ernst and Young Partner and construction specialist, Simon Oldfield, added; "These are very encouraging results which are consistent with the feedback we are receiving from our clients - the UK is continuing to experience growth in most areas, including RMI which is showing gradual improvement following a more difficult period in 2006. As a result, the UK market is proving to be relatively attractive when compared with the US which has been particularly impacted by a slow down in the housing market and inability to recover rising input prices.

Whilst there continues to be some regional variations, the major UK housebuilders have been putting out generally optimistic trading statements and this, coupled with continued follow through on government spending promises, suggest that the favourable conditions shown by the Activity Barometer should be sustainable throughout the remainder of 2007."



the best of british to you

The first choice for quality architectural fittings

**CROFT**  
architectural hardware

to view our full range of products please visit our web site  
[www.croft-arch.co.uk](http://www.croft-arch.co.uk) or call 01902 606493

## SURVEY FINDS UK CONSTRUCTION IN GOOD HEALTH

A quarterly survey produced by Euler Hermes UK and NTC Economics indicates the UK construction industry to be good shape with the sector seeing its strongest growth since 2004 and cash flow up 4.5% on a year earlier.

Having seen their profits decline on a quarter-on-quarter basis throughout 2006, UK construction firms reported a welcome return to growth of their profitability at the start of 2007. The Q1 Cash Flow & Profit Report (2007) from Euler Hermes UK, showed construction profits recovering strongly through the first three months of the new year. An increase in profits was recorded for the first time since Q3 2005 with growth hitting its strongest since Q2 2004. Rapid growth of activity and improved pricing power were both reported to have boosted construction sector profits in Q1 2007.

In addition to recording a strong recovery in their profits at the start of 2007, UK construction firms also reported an impressive year-on-year rise in their cash flow. Free cash flow posted a 4.5% increase from a year earlier, the sharpest rise since Q3 2005 and a rate of growth above the whole economy average of 3.8%. The pick-up in growth of cash flow at construction firms in Q1 2007 was largely attributed to strong expansion of sales and better management.

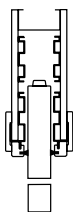
UK construction firms were also optimistic that their cash positions would continue to improve over the next twelve months. Measured overall, companies forecast growth of free cash flow of 7.2% for the coming year, which represented the highest degree of confidence in the sector since Q1 2004. Construction firms were also more optimistic regarding future cash flow than any of the other three sectors (services, manufacturing and distribution) covered by the survey.

A rise in the incidence of payment delays to UK construction firms was again recorded in Q1 2007, with the rate of increase sharp and broadly unchanged from the previous quarter.



### NEW HÄFELE CPD SEM

A new CPD seminar presentation entitled Frameless Glass Fittings for Doors, Screens and Canopies from the Architectural Ironmongery Division of Häfele has now been approved by the RIBA. The presentation aims to highlight the specialist application differences between laminated and toughened glass for frameless use in



### Pocket Doors?



Krona pocket door systems are ideal where space saving and design flexibility are important. Sliding a kitchen, bedroom or bathroom door into a wall saves about 10 ft<sup>2</sup> of floorspace per door which can then be used more productively e.g. an extra cupboard or a bath instead of a shower. The Krona pocket door system is easy to install and comprises the latest sliding door technology utilizing high quality, robust components. Specifying pocket door options is easy. Any standard

door blank can be used, maintaining a consistent aesthetic with other side hung doors. Single and double doors, simultaneous opening and frameless glass are all accommodated within the Krona portfolio. Accessories include hardwood timber door-jamb, plasterboard frame fillets for a minimalist look and the patented self-closing mechanism – Klose.

**HI-LOAD  
Hinges**

**KRONA  
Pocket Door Systems**

**SmoClo:  
Fire Door Safety Device**



## MINAR IN THE FRAME

in conjunction with doors, screens and canopies.

Frameless Glass Fittings for Doors, Screens and Canopies is designed to inform architects, interior designers and construction specialists on the suitability of individual hardware systems and glass combinations for use across the building spectrum.

## UK FAILING TO EXPLOIT BENEFITS OF FLEXIBLE WORKING

"UK business needs to come out of the dark ages and realise that it cannot continue to use working practices that originate from the 19th century"

A new report published by the Equal Opportunities Commission (EOC) last month calls for the UK to adopt new innovative smarter working practices. The report highlights that in terms of flexible working, one form of smarter working, the UK is significantly lagging behind its European competitors and is failing to exploit innovative working methods.

Sir Digby Jones, UK Skills Envoy and speaker at last year's GAI Annual Luncheon, recently signed the Work Wise UK Concordat backing the implementation of smarter working practices across the UK. He joins many other signatories including the CBI, TUC, British Chambers of Commerce, BT and Transport for London, committed to bring about a work-style revolution which will make the UK the most progressive economy in the world.

Sir Digby Jones said: "The nature of work is changing, and UK business needs to come out of the dark ages and realise that it cannot continue to use working practices that originate from the 19th century. It needs to modernise, change its approach, retrain its management, and understand the benefits of new smarter working practices."

EOC's report follows a recent International Labour Organisation (ILO) survey revealing a quarter of UK employees work more than 48 hours per week, more than any other developed country.

Sir Digby Jones recently launched the new Work Wise UK Quality Mark, which will allow any organisation to gain recognition for their successful introduction of new smarter working practices in the workplace. The new Mark will be assessed using the Work Wise UK Standard, which provides a framework both for organisations that have already introduced smarter working practices and wish to go further, or those that are just realising the benefits and want to start reforming their working practices.

The standard has been developed over a 12-month period, in collaboration with the TUC, Transport for London, HBOS, NHS, BT and the Association for Commuter Transport, bringing together the best in current thinking.



For more information on the Krona pocket door system disappear down to [www.ratman.co.uk](http://www.ratman.co.uk)

### Royde & Tucker Ltd

Bilton Road Cadwell Lane  
Hitchin SG4 0SB

Tel: 01462 444444 Fax: 01462 444433  
[www.ratman.co.uk](http://www.ratman.co.uk)



**Double-Action Pivots & Emergency Releases**

**RAVEN  
Acoustic, Fire & Smoke Seals**

**KOBLENZ  
Sliding Door Gear**

If you were to ask Bristol Ironmonger Geoff Miles about the key issue affecting the industry today, he might well paraphrase our recently departed Dear Leader and say: "Innovation, Innovation, Innovation". It's a quality he believes is currently sadly lacking in the business. "As Ironmongers, we are in the firing line." He says, "We hear what our customers need - from the Architects, the Planners, the Building Control and Fire Officers." But he sees the development of the new, innovative products that they need as a desperately slow process - generally hindered by the big manufacturers. "There just seems to be a general apathy when it comes to taking a risk," he says. "Their attitude is: 'when it starts selling we'll make it'. But even when they do, the development is such a tortuous process as it goes through the corporate decision-making machine."

But Geoff treats these gaps in the range as an opportunity. Some years ago, he started designing the products that he felt his clients needed himself and got various manufacturers to supply them. This has led to the unique Jeflock range of products, which he runs as an independent brand. "We have the components manufactured and then package them up ourselves," he explains. "Jeflock runs as a separate company, allowing us to act as a supplier to other AI's without any conflict of interest. They have enough scope to undercut Miles on price if they wish"

Geoff is keen to foster inclusive design - products appropriate for users of all abilities. Several of his innovative designs focus on this sector. It's an area that he feels is now rightly being accepted as a general standard. "Any door should be easy to operate with one hand", he says, "If you are carrying shopping or a child you are 'less able', that should not be a restriction to mobility in a building."

As an example he demonstrates his Jeflock Accessible Toilet lock which features a single interior lever handle which operates a conventional roller latch when pressed down but lifts up to a vertical position to throw the dead bolt whilst rotating the external 'engaged' indicator. It's a perfect example of another favourite Miles maxim: "Keep it simple!"

Unsurprisingly Geoff is totally behind the new Part M and BS 8300 legislation - "It's the most important legislation in the past 40 years," he says, "Not least because it makes manufacturers address the issues and forces them to update their product range."

Geoff has always been in the Ironmongery business, "...And it is Ironmongery, not Hardware" he points out, "Because we're English!". He left school at 15 and started his working life selling Ironmongery in DIY. After 8 years he moved to Till & Kennedy in

# GEOFF MILES

## Miles Architectural Ironmongery



**"Any door should be easy to operate with one hand, if you are carrying shopping or a child you are 'less able', that should not be a restriction to mobility in a building."**



resents the next generation working as Warehouse Manager as well as having a sales role. The majority of their business is in the South and West, though they have contacts across the UK.

Today the company has a refreshing attitude towards its employees and their work-life balance. "I have no time for the people you hear boasting about the hours that they work" explains Geoff, "I've been through that workaholic phase. It doesn't work, there's too much of it in our industry. Fourteen years ago we had big change and stopped all that here. It's insanity.

Manchester where he studied for his GAI. From there he moved on to Laidlaw and Thomson who subsequently sent him down to Bristol to manage their local operation. He left Laidlaw in 1988 and set up Miles Architectural Ironmongery. Today the company is a thriving business based close to Bristol City Football ground and employing around a dozen staff. Geoff's Daughter Joanne rep-

Now we operate strict office hours and we all see the benefits. We actually get more done because we're clear-headed, not 'fire fighting' to rectify mistakes made under pressure and there's no resentment amongst the staff because we all have a life. It's more profitable in every sense." He passionately believes that you should take control of your life – not be a victim of it.

As you might expect, Geoff also has a characteristically innovative approach to PR. In the 1980s he bought a Hot Air Balloon and branded it with his company name. Although he claims it's primarily for marketing purposes, he obviously loves piloting it. Most of his staff have flown in it – either at the famous Bristol Balloon Fiesta or at events around the country or across Europe. "It helps in conversation too", he adds, "When you say you're an Architectural Ironmonger people start falling asleep, but as soon as they see the balloon they suddenly get a bit more interested."

As for the future, Geoff is pretty relaxed. "We could use a bit more storage space," he says, "but there are no great company expansion plans. You can leave that for those who need their egos boosted. In 40 years I've seen too many good companies ruined by greed".

Despite his achievements Geoff is not one to blow his own trumpet. "I get satisfaction from all our projects" he says, "Even the smallest ones. The real pleasure comes from leaving a project confident that you've supplied the right products - not necessarily the most expensive - and that you won't get any come-backs". No one will disagree with that sentiment.

# An Open and Shut Case

## The Problem

Relcross understands that fitting reliable door closing hardware to internal fire door assemblies in domestic premises is vital. We also understand residents' occasional opposition to cumbersome and sometimes ill-adjusted conventional overhead closers.

## The Solution

The Stanley 2060R Ratchet Adjusting Spring Hinge offers the ideal combative solution. This combines the hanging and closing of the door in one clean aesthetically pleasing design.

**Important Note:** For internal doors only. Spring Hinges should not be specified for use on fire doors in the UK without the specific consent and approval of the local fire officer.

**Supplying the products,  
surpassing the service.**

**door • security and washroom hardware**



**Relcross**

**Relcross Ltd.** Hambleton Avenue, Devizes, Wiltshire SN10 2RT, UK.

Tel: 01380 729600 Fax: 01380 729888 Email: [sales@relcross.co.uk](mailto:sales@relcross.co.uk) Internet: [www.relcross.co.uk](http://www.relcross.co.uk)

# DESIGNING AGAINST ATTACK

**Ray Anning looks at the possibility of forthcoming changes to the standards covering the testing of doors against physical attack**

**S**ecurity of premises, from vandalism, break-ins, physical attack, or blast threat, is now clearly a major area of concern to building owners and clients; however, in the past this area has been largely ignored when creating national or international standards for doorsets. Traditionally where security has been an issue for specific clients, such as infrastructure, services, banks, etc this has been determined by ad-hoc testing, more concerned with the performance of the door construction under crude physical attack (six 30 second sustained attacks using a 14lb sledge hammer at one blow per second) rather than considering the complex interaction of the various components within the complete doorset, with ironmongery design and fixing being a key factor.

In 1999 a series of ENV's (draft for development) were published which introduced a formal test procedure for burglar resistance of windows, doorsets, and shutters, giving countries the possibility of gaining experience in this field.

The four documents associated with this performance are:

- ENV 1627** Requirements and classification
- ENV 1628** Resistance under static loading - Hydraulic ram applied at various points around the doorset.
- ENV 1629** Resistance to dynamic loading - Impacts by a 30Kg sandbag.
- ENV 1630** Resistance to manual burglar attempts - Human intervention testing

In principle this testing is very similar to PAS 24-1, requiring a complete doorset, including any ironmongery, glazing, etc. to be subject to laboratory testing. However, where PAS 24-1 has only a single classification of performance, at a fairly low level, the ENVs identify 6 resistance classes ranging from the casual opportunist burglar to 'tooled-up' professionals, with PAS 24-1 falling somewhere between Class 1 and 2 of ENV 1627. These classes are established by a combination of the load applied, time available, tool category (small easily concealed tools or more serious equipment) and noise, the latter being a dissuasive factor depending on

the environment - if you start up an angle grinder, or begin knocking ten-bells out of a bank entrance with a sledge hammer in the middle of a High Street, somebody is likely to notice!

**The ENV status requires these documents to be reviewed every 3 years, with a view to becoming an official EN. The latest review undertaken by the European committee was in May this year. At this time the UK delegate view was that this series of standards should be dropped in its entirety for two main reasons:**

## ●Reproducibility of testing

The reproducibility of ENV 1630, ie the ability to reproduce consistent test conditions and results, is an area of considerable concern. Experience within the industry with both PAS 24-1 and other security tests featuring human intervention suggest that this method of attack cannot easily be controlled and repeated from one test house to another, or even from one day to another at the same laboratory. This testing is a combination of the amount of physical force exerted, which will vary depending on the strength, health and frame of mind of the test engineer, and prior knowledge and experience the engineer may have of products similar to that being tested. This is complicated by the multiple choices of tools and attack methods available to the engineer.

Leaderflush Shapland have experience of this issue where two specifications provided for test with notably different levels of performance actually achieved the opposite of expected, this was mainly due to the test engineer getting the 'bit between his teeth' for the second, more resistant specification, and applying techniques picked up on the first test to better effect, but is this not human nature?

## ●Evolution of attack methods

The responsiveness of the standards to changes in attack methodology adopted by burglars is likely to be an ongoing issue. Recent revisions to PAS 24-1 have been incorporated in a direct response to concerns raised by the police regarding new methods of entry. This ability to quickly respond will almost certainly be lost with the adoption of these European Norms as any change currently requires a minimum of 5 countries to agree to a review, and even then formal vote and agreement is required which, based on past experience, is unlikely to be a quick process.

The UK proposal was rejected whole-heartedly by the other member states and therefore comments received on the documents are currently being reviewed with a view to have a document available for formal vote by the end of 2007. On this basis we could see these standards being adopted in the UK late 2008. There is some concern that the introduction of this new EN's would require automatic withdrawal of PAS 24-1 and BS7950, this is certainly the case with the latter, however, PAS 24-1 may be exempt from this requirement being a PAS rather than a BS, however, BSI may take a view on this.

From an ironmongery perspective, the performance of certain items of hardware can be verified by methods found in other European Norms without subjecting the components to full-scale ENV 1627-1630 testing, but this is restricted to class 1 to 4 due to the extensive capabilities of electrical tools included in classes 5 and 6:

Resistance against drilling of cylinders -	<b>EN1303</b>
Resistance against drilling of lock case -	<b>EN12209</b>
Resistance against drilling of security furniture -	<b>EN1906</b>
Protection against pushing back the bolt -	<b>EN 1301</b>
Protection against forcing /	
cutting off security furniture -	<b>EN 1906</b>
Protection against cylinder extraction -	<b>EN1303 or EN 1906</b>

We will have to wait and see what the actual finished requirements are. However, it seems inevitable that before the end of next year we will have an accepted standard method for evaluating burglar resistance of doors and window, consequently both doorset and ironmongery manufacturers will inevitably be required to undertake considerable testing to satisfy this complex and often frustrating requirement.

*Ray Anning is Technical Services Manager at Leaderflush Shapland.*



**simonswerk**

## VARIANT VX

High load Heavy  
Duty Hinges

VARIANT VX hinges fulfil the demands for high load capacity, smooth performance and sophisticated visual appearance perfectly. Doors up to 300 kg can be fitted and this hinge system also meets extreme requirements like fire retardancy and sound proofing.

- high load capacity up to 300 kg
- 3D comfort adjustment
- maintenance-free
- suitable for timber, steel and aluminium frames
- for fire, sound and burglar resistant doors
- a choice of finishes

See us at  
**100% Detail**  
**Earls Court**  
**Stand No. E 175**

# hall of fame

With the newly refurbished Royal Festival Hall opening its doors to the public following a complete overhaul, AIJ editor Helen Curry visits the site and meets the team that made those doors work.



Unperturbed by changing architectural fashions, the Royal Festival Hall on London's south bank has been one of the capital's most controversial 20th century buildings. Loved and loathed in equal measure, largely for its uncompromising stone facade, the Royal Festival Hall is once again enjoying a renaissance with a £116 million transformation which has seen the building restored, inside and out to its original 1950s glory.

The external architecture has not always been to public taste although the 21st century obsession with industrial finishes makes it seem to be completely of our time. This clean, modern finish has now been enhanced with the opening up of the public realms around the Hall, which have been populated with stylish cafés and bars.

It is inside, however, that the Royal Festival Hall has always been universally popular. The materials used to finish the hall (much in wood since there were major post-war shortages of steel when the building was completed for the Festival of Britain in 1951) give it an almost intimate feel.

Nowhere is this more apparent than in the Hall's doors, perhaps the elements with which visitors interact most closely when visiting the building. The original door furniture was designed specifically for the project by original architects Peter Moro and Leslie Martin. The level of bespoke design was quite remarkable. Each door handle, for example was given a finish and design depending on their function and position within the building.

The task of recreating, refurbishing and replacing this complex array of door furniture fell to architectural ironmongers Harbrine who won the £250,000 tender for the project - for a total of 450 doors in varying states of condition and repair. The company was given a remarkably complex brief, ranging from the scheduling of entirely new doors for the new admin block to the restoration and recreation of 1950s handles and hardware, all to meet today's stringent fire, DDA and security requirements. A daunting task. This complexity was compounded by the fact that the project involved co-ordinating 14 work packages and eight different trade contractors, who worked on either the renovation or the new build sections.

Allies and Morrison architect Anja Haubold, who was responsible for the door package on the project explains the starting point for the project. "The initial schedule prepared for the original tender was very broad brush. It was not possible to grasp the complexity of the task in the beginning. Once Harbrine came on board we were able to work with them to put together full schedules for every door." In total, for 450 doors, Harbrine's Geoff Topp prepared fourteen different schedules with over 180 different permutations.

This was achieved by literally walking the halls and assessing every door individually. "So many of the doors were different," comments Geoff Topp. "Different doors for different purposes with many different finishes - including a number of split finishes."

"The original plan with the refurbished doors was to retain the old fittings and only to replace things that were missing or broken," continues Anja Haubold. "It was then found upon closer inspection of all the items, that even fittings which were workable at the time we removed them would only have a life of a few years and that they could break down or fail in the very near future. So it was decided to replace those items in a systematic manner."

Harbrine director Harry Singh confirms this assessment. "The original plan was to reuse the hardware that was in situ, maybe after a polish. But when we began to look closer we saw that the true picture was much more complex with closers broken,

hinges worn, and lock latches damaged beyond repair. Basically, almost every single mechanical part needed replacing."

The process of assessing every door's hardware was a painstaking one, carried out at Harbrine's premises. As each door was stripped on site the hardware was bagged up and sent to Harbrine for assessment. "What we found in some of the bags was just amazing," comments Harbrine's Peter O'Donnell. We saw some things that none of us had ever experienced before in all our years in the business."

It was clear that, over the years, most of the architectural ironmongery had been repaired, updated and replaced in a totally ad hoc manner, leaving a mish-mash of fittings. This made Harbrine's meticulous auditing process all the more vital. As well as maintaining the original aesthetics, Harbrine made an assessment of the performance requirements of each door for acoustics, disabled access, security and fire rating.

With most of the handles and push plates either nickel silver, solid bronze, or bronze plated on brass, they had to be dismantled to be cleaned by hand. All of the wooden parts were sanded and revarnished. Where this was not possible, some handles had to be completely recast. The company that Harbrine used for this process, Heathcast are very experienced in these kinds of projects having worked extensively on the rebuilding of Windsor Castle after the fire and currently on the Refurb of St Pancras.

Some closers could be salvaged and great effort was made to save whatever was possible. For example, some floor spring shoes were even refurbished with new spindles made especially so a modern spring could operate in it. The rest of the door furniture and hardware was replaced with modern equivalents, carefully modified to match each door's scheme.

Of course, since the Hall was originally opened in 1951, regulations have changed beyond recognition. The Disability Discrimination Act, for example, necessitated some modifications to some doors although Building Control and English Heritage did work together to ensure that this Grade I listed building - the first ever to be listed as such - retained its original character while meeting modern requirements, accepting low contrast fittings for example.

Door closers also proved a problem in some areas where the existing spring strengths were far too strong to meet modern regulations. Eventually a compromise was reached using modern compliant closers which were plated to match the door scheme. The main doors to the auditorium had to be upgraded to a 60 minute fire rating using retrofit smoke seals and intumescent seals.

The final part of the project was the design of a master key scheme. "It was an extremely complex job to design a simple suite," laughs Geoff Topp. "We were given a framework from the client and we used that to build a workable solution. Security is now much better, even though the key suite is much much easier to operate."

The Royal Festival Hall is a heartening example of a successful outcome achieved through close cooperation between architect and AI. The relationship between the people involved is clearly positive if somewhat battle scarred from the many meetings held to solve problems as they arose. "Harbrine took our plans from a simple design intent to the finished article," Anja Haubold concludes. "There's been good dialogue between us, great attention to detail and they have demonstrated a huge amount of patience with changes and client requests as we've gone along. They've worked miracles."

The finished scheme is testimony to the care and attention the whole team has taken over the project. "This is a once-in-a-lifetime kind of project," concludes Harry Singh. "We all certainly feel a great deal of pride in what we've achieved - even if it was tough going at times."

Architect:  
Allies Morrison  
AI:  
Harbrine  
Hinges:  
Royde & Tucker  
Closers:  
Jebron  
Refurbished Handles  
(Castings):  
Heathcast  
New Handles:  
Instinct Hardware

# A STAIN ON THE FUTURE OF STAINLESS

By Jon Simms, Managing Director, Royde & Tucker

**S**tainless steel has traditionally offered unique combinations of corrosion resistance and properties such as high strength, cryogenic toughness, ductility and formability. Although worldwide it is small in tonnage compared to carbon and alloy steels - about 2% - stainless steel remains an essential material solution for the Architectural Ironmonger.

With an ever-growing demand for accountability in environmental issues, the need for recyclable materials, and the considerations of life-cycle costs, commentators expect the current year-on-year growth in demand of between 5-8% to continue. However, as with many other natural resources currently high on the political agenda, stainless steel - and more importantly its constituent materials - are in finite supply. As can be seen below, these constituents (and therefore stainless steel itself) have suffered from significant price rises in recent times. Before examining the issues facing the industry, we should look at the exact material we are dealing with.

Stainless steels owe their corrosion resistance to the presence of a "passive", chromium-rich, oxide film that forms naturally on the surface. Although extremely thin and invisible, this protective film is self-healing. Thus, even when scratched or dented, oxygen from the air immediately combines with the chromium to reform the protective layer. For example, a stainless steel knife can be worn away by daily use and by being re-sharpened - but remains stainless nonetheless.

The minimum chromium content of stainless steel is 10.5%. Other alloying elements such as nickel, molybdenum and nitrogen, are added to modify their structure and enhance desirable properties.

Stainless steel was discovered almost simultaneously by researchers working independently in Britain and Germany in 1913, and by the 1940s the basic metallurgy of the iron/chromium and iron/chromium/nickel systems was understood. In the following decade stainless steels became standardised in specifications that have changed little since that time. As these standard grades became accepted, the emphasis changed to finding cheaper mass-production methods, and popularising the use of stainless steel within industry.

Stainless steels type 304 & 316 are the two main grades used, not only within the AI sector, but also in everything from kitchen sinks, to cutlery, to laboratory benches & equipment. The difference between these two (and the other) grades comprises their material make up. Type 304 is the basic 18% chromium, 8% nickel stainless steel, and is so wide-

ly used that it accounts for about 50% of all stainless steel production. Other standard grades have different preferred applications. For example type 316, which contains up to 3% molybdenum, offers an improved general and pitting corrosion resistance, making it the material of choice for marine applications and coastal environments. For more arduous uses however 316Ti offers better resistance to temperatures of up to 900°C and 316N is stronger than standard 316.

## Global commodity prices

As described above, nickel forms an essential part of stainless steel. Nickel is a relatively small commodity market with about 1.3m tonnes currently produced per annum and primary consumption somewhere around 1.25m. On July 11 2006 the FT reported:

"Nickel rose to a new record high capping a near 50% rise in less than a month, as inventories of the metal, which is mainly used in stainless steel making, hit critically low levels. The three-month price reached a peak of \$25,700 a tonne on the London Metal Exchange, up more than \$1,000 or four per cent on the day, before easing to \$25,600 in late London trade. The metal has now risen 90% so far this year (2006), the biggest increase in the base metal sector. Nickel stockpiles held at LME registered warehouses fell by 486 tonnes to 8,400 tonnes, about two days worth of demand. Traders said the nickel market is very tight with about 50% of the LME nickel stockpile already earmarked for customers who have already paid for the metal, but have not taken delivery of it."

On April 7 2007 nickel prices again hit new highs. The three-month LME nickel price reached a peak of \$49,875, up \$475 on the day and up 9% for the week, and 50% so far this year.

## Demand

World statistics	2005	2006f	2007f	%change
Production	1293	1316	1371	106
Consumption	1243	1337	1378	111
Closing stocks	112	91	84	
Weeks consumption	4.7	3.5	3.2	

ABARE (www.abareconomics.com)

China's demand for nickel is expected to rise by a fifth to 300,000 tonnes in 2007 owing to higher demand from stainless steel producers. Part of the reason for this rise in demand is because many industrial users

have switched back to nickel for stainless steel production from alternative metals such as manganese - because although manganese is cheaper it is not as resistant to corrosion as nickel. The recent price of nickel however is dissuading many less scrupulous manufacturers from producing true 304 or 316 stainless steel in favour of less recognisable versions.

Other Asian countries have also become strong markets, and more recently producers. New centres of production are in Taiwan, Brazil and Japan. Alloy development has resulted in a range of austenitic grades with nickel contents ranging from 1% to 4% and with manganese contents of over 9%. None of these grades are included in ASTM or other internationally recognised standards.

The growth rate in production of these low-nickel austenitic grades has been very rapid. The most recent data published by the International Stainless Steel Forum (ISSF) shows that in 2003 as much as 1.5 million tonnes (7.5% of the world's stainless steel) was of this type. In China the proportion was estimated to be 25% in 2004.

The principal issue is lack of control of unscrupulous suppliers and their misrepresenting low-nickel product as grade 304 - with resultant corrosion failures and degradation of scrap due to contamination by low-nickel material.

## The Future

There's no doubt that global demand for stainless steel in terms of tonnage will grow at an accelerated rate. However, with such robust price pressure and possible future constrictions on supply, manufacturers are asking the question whether stainless steel will - or even should - remain the material of choice for architectural ironmongery, especially for non-arduous or internal installations.

So what are the alternatives? Applied finishes have improved immensely in recent years in terms of consistency, quality and robustness. Items that have been traditionally required to be of the same material, often for aesthetic reasons rather than for product performance, can now be 'matched' with finishes and coatings that to the eye are almost exact. These developments mean that the choice of substrate can be decided against performance standards, generally at a reduced cost and potentially with little or no additional environmental consequences - certainly when the potential clean up costs for contamination of alleged 'pure' stainless is taken into consideration.

**Credits:**  
Financial Times · Dr Leif Karlsson, ESAB  
ASSDA · ABARE (www.abareconomics.com)

## STANDARDS CONFORMANCE – A LEGAL DEFENCE IN PERSONAL INJURY CASE

The GAI recently received a letter from a firm of solicitors specialising in personal injury claims. It seems that a lady had sustained injury to her hand when it was caught between the closing edge of a slamming door and its frame. This frequently used outward-opening external door was in a public building. A strong gust on a windy day had slammed the door, trapping her hand. The letter asked about door widths and suitable door closer sizes, in the hope that the answers would support the client's case for compensation.

The GAI's Technical Consultant, Jacky Sinclair, was asked to respond. She comments: "Anyone who has suffered a similar experience will have sympathy with this unfortunate lady. The circumstances needed thinking through carefully, to see if there was a case to answer."

From some fuzzy photos supplied, the closer looked like a reputable brand. It was probably CE marked to BS EN 1154. The solicitor was awaiting confirmation of such details. So why did the closer perform in this unexpected way?

Because door closers have sealed hydraulic systems, internal pressure overload can rupture the "O" rings and cause oil to leak out. In turn, this leads to permanent loss of hydraulic control, which is a safety hazard. Therefore BS EN 1154 includes an abuse test which simulates the door being very forcibly closed – like a strong gust of wind or an abusive person might do. This proves whether the closer can withstand this misuse without being damaged.

Most manufacturers fit some kind of relief valve, which will open before pressure gets to the critical stage, allowing oil to bypass its usual route and flow at speed. This ensures that the hydraulic system is not damaged by abusive use. It is likely that this door closer had responded to the force of the wind pushing the door closed by opening an oil by-pass valve. This allowed the door to slam, instead of closing at its usual speed. But the hydraulic system was saved

from irreparable damage.

Where a stronger spring is used on doors in exposed situations, it will help overcome any wind resistance which is against the door, holding it open. But if the wind is behind the door, the two forces co-operate in pushing it closed. This is when slamming can occur.

The solicitor was surprised to learn that the action of the closer was foreseeable, and actually allowed for in the Standard. The alternative specification for such a situation is an automatic sliding door. This is not affected by the wind in the same way, but comes at a very much higher price.

There was one technical issue here to be addressed. Was the closer CE marked – or did it at least comply with Annex ZA of BS EN 1154? An affirmative answer would mean that the closer also met the requirements of the Construction Products Regulations for safety in use, and the Act states that this can be used as a defence in legal actions.

Many specifying ironmongers are probably not aware that closers can slam closed if caught by a heavy gust of wind. It is something to point out to architects who want to use them in exposed situations. A small change in building design might provide a windbreak. Although the manufacturer, specifier, supplier and owner of the closer in this case will not be prosecuted, it does our industry no good for such accidents to happen where they might have been prevented. It is also a salutary lesson for all, that if the closer had not been fully tested to BS EN 1154, there would have been a case to answer, and all those in the supply chain could have been held liable – not just one of them, it could be all. It is illegal to have any part in placing an "unsafe" product on the market. It's worth remembering this when tempting offers of cheap closers are made, with no supporting evidence of compliance with BS EN 1154, including that vital Annex ZA.



# secure testing

Marketing your building hardware, doors or windows is made easier when you can prove that your products meet the most exacting testing criteria. Choose Bodycote warringtonAPT for fire and non-fire testing - the best in class.

## aijalnwick

### GARDEN ROOM WITH A VIEW

One of the UK's most exciting contemporary gardens has called on GEZE UK to install a wall of bi-parting glass doors, creating an accessible, bright, striking Pavilion with a garden view.

British architect Sir Michael Hopkins designed The Pavilion and Visitor Centre at The Alnwick Garden, which is a leading garden visitor attraction in North East England. Sub-contractors JMW Aluminium Systems chose GEZE UK to install 13 sets of Slimdrive SL's, bi-parting sliding doors, across the length of The Pavilion and Visitor Centre.

The Pavilion and Visitor Centre provides a theatrical entrance to The Garden and was designed to appear almost entirely transparent. There was limited room for the installation, as support beams restricted the fixings areas above the doors.

GEZE UK installed Slimdrive SL door closers: with an operating height of just 7cm, they can be installed almost invisibly without compromising the integrity of the glass facade.

The Slimdrive SL has also been designed and tested to meet the requirements of all relevant standards and regulations, including Building Bulletin 93, Approved Documents B and M, as well as assisting with the vigorous demands of the DDA.



## aijwirral

### CONTINUED SUPPORT FROM SECURISTYLE

Securistyle Ltd is helping Wirral Partnership Homes complete a window replacement project, supported by its Partnership Pledge Initiative.

In February 2005, 13,100 homes were transferred from Wirral Borough Council to Wirral Partnership Homes. In order to bring the housing stock into line with current regulations, nearly 25,000 windows have since been replaced with PVCu and fitted with the Securistyle austenitic

Defender Restricted, Defender Egress, Vector Excluder Anti-jimmy Devices, Defender Cavity Fit Restrictor Mechanisms, Excluder Lock and Virage handles, to provide residents with safe, secure homes.

The replacement windows were designed by Wirral Partnership Homes and Securistyle's technical department assisted the team to ensure they complied with legislation for the sizes of suitable egress windows to meet building regulation requirements.

Trevor Powell, Head of Property Services at Wirral Partnership Homes, said: "We chose Securistyle for this contract as we are extremely happy with the service that the specification team has given us, we are pleased with the products they offer and believe they are best for our tenants."

As part of the specification, Wirral Partnership Homes has written Securistyle's 'Partnership Pledge' into their tender documentation. Through the Partnership Pledge Audited Warranty Scheme, each time the complete Vector Excluder package is specified, Securistyle's Specification Support Team will work with the window fabricator and the social housing provider to ensure that the specific requirements of the specification are met and that the window hardware is fitted correctly, in conjunction with a 10 year guarantee.



## aijbolton

### HOWZAT! FOR HOPPE HARDWARE

HOPPE window and door hardware has been supplied free to help build a new club house for a cricket club in Bolton. The Government's recent tough stance on reducing child obesity didn't help Darcy Lever Cricket Club's appeal for a grant to redevelop its facilities in 2007. So the club enlisted the help of local businesses (including HOPPE) and celebrities to raise funds and materials. The finishing touches to the new facilities have just been made.

Jim Fawcett, Chairman of Darcy Lever Cricket Club explains: "We got a lot of support from local businesses, but when word spread that we were building the cricket club purely by fundraising, the boxer Amir Khan and England test cricketer Sajid Mahood got involved to raise our profile. We couldn't have completed the project without their support and donations from companies like HOPPE."

Nigel Taylor, Architectural Division National Sales Manager of HOPPE (UK) states: "HOPPE aims to help its customers wherever possible, especially when it's for a good cause such as this."



# EPLEX 2000

## Safe, secure and simple



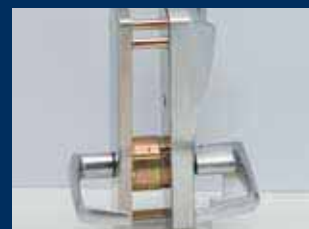
**KABA®**

## Eplex 2000 features:

- 100 user codes
- 4 to 8 digits (100,000,000 combinations)
- Code guess shutdown
- 2 year warranty
- 3 x AA batteries (100,000 cycles)
- Non handed
- Key override as option
- 4 user levels including service user
- External use approved
- Door thickness: 35 to 64mm
- Backset: 60 or 70mm
- Vandal resistant keypad
- Satin chrome or satin brass
- Passage mode and lockout
- No software or wires

UK RRP Approx  
**£230**

**Eplex combines the strength, simplicity and reliability of our industry leading Simplex® push button locks with the enhanced features and convenience of electronic access control.**



**Kaba (UK) Limited**  
Lower Moor Way  
Tiverton Business Park  
Devon  
EX16 6SS  
Tel: 0870 000 5625  
Fax: 0870 000 5397  
Email: [unican@kaba.co.uk](mailto:unican@kaba.co.uk)  
[www.kaba.co.uk](http://www.kaba.co.uk)

## aijleicester

### HINGES FOR PEACE OF MIND

High performance door hinges, from architectural ironmongery manufacturer Cooke Brothers, have been fitted on JELD-WEN doorsets throughout the new Freemans Meadow development at Leicester. This landmark riverside Barratt project comprises one to four bedroom triplex townhouses and one or two bedroom apartments.

Cooke Brothers Ltd is a one stop, single source for hinges for different purposes and different projects ranging from residential and commercial to industrial and public sector. Newly launched is the 7000 Series comprising 7 different hinge styles through to the well proven Loadmaster and Slimline hinge ranges. Specifiers can now select vertically up and down the capability range or horizontally within one hinge type. The hinges will not wear, require no maintenance and have up to a 32 year performance guarantee.

An important innovation for some new Cooke Brothers hinges is a new hinge bearing system with integral polymer bushes. These are used for their high load-bearing characteristics, with the hinges precision engineered to make them equally suitable for steel doorsets, requiring 4 hour fire resistance, as well as for fire rated timber doorsets. The complete product package includes CE and Certifire certification.



## aijedinburgh

### GEZE TOT UP SCOTTISH SUCCESS



It's cheers all round at one of Scotland's most popular tourist destinations as GEZE UK raises a glass to toast a successful installation at Edinburgh's Scotch Whisky Experience.

The Scotch Whisky Experience is situated next to Edinburgh Castle on the Royal Mile, so it was important the new entrance respected its historical surroundings, whilst also making sure the design incorporated a stylish and modern twist. An all-glass cylindrical entrance has been created to welcome over 250,000 visitors from across the world.

GEZE's open top Slimdrive Curved Slider (SCR) was specified by architectural practice, Norman Gray and Partners, to complement its vision for the entrance to the attraction. The SCR has an operating height of just 7cm, which allows it to be installed almost invisibly and offers a 360° entrance solution without compromising the integrity of the glass facades.

The SCR has also been designed and tested to meet the requirements of all relevant standards and regulations, including Building Bulletin 93, Approved Documents B and M, assisting with the vigorous demands of the DDA.

Commenting on the installation at the Whisky Heritage Centre, managing director Alastair McIntosh said: "The Scotch Whisky Experience, a 5 star Visitor Attraction at the top of the Royal Mile and beside Edinburgh Castle. As part of a major investment programme we have built a cylindrical glass entrance feature incorporating double automatic doors supplied and fitted by GEZE UK. We are delighted with the results which blend a contemporary design with a traditional listed building dating back to 1887."

## aijtechnicalupdate

### NO SIMPLE ANSWER TO FIRE DOCUMENT

Recent amendments to Approved Document B (fire safety) of the Building Regulations have seen a number of changes introduced to this critical part of the guidelines. Many have interpreted the amendments as being prescriptive. However, leading door closer manufacturer, Samuel Heath, holds that whilst Approved Document B (AD B) has changed, the situation is not as straightforward as many would have us believe.

Roger Jeynes, technical director at Samuel Heath, explains, "It is with this aim of objectivity that we now find ourselves seeking to clarify further the recent amendments to Approved Document B (AD B) concerning the requirements for door closers on fire doors."

The company feels that the recent changes to AD B have created a situation that is far less clear-cut than many would believe, with the requirements for door closers in dwellings

being open to some interpretation

"It is quite obvious that every building, particularly flats and HMOs (Houses in Multiple Occupation), will need its fire safety requirements assessed on a case by case basis. In addition to a plethora of other criteria, decisions on what door closers to fit to which doors need to be made according to the building's use, and a 'one size fits all' approach to the requirement for door closers on fire doors simply will not do," continues Roger Jeynes.

In order to assist specifiers, Samuel Heath has published a document on its website outlining the changes and offering explanations for the parts of the document relating to houses, flats and residential buildings. The document can be viewed and downloaded at [www.perko-powermatic.com](http://www.perko-powermatic.com).

# Instinct Hardware

**I**nstinct Hardware is one of that rare breed in the AI world – the thriving UK manufacturer. Although tucked away deep in the industrial heartland of South Birmingham, Associate Member Instinct's job portfolio reads like an architectural Who's Who of top projects. Indeed, out of the ten projects listed in the recent GAI RIBA Awards, Instinct supplied products to seven. However, even this fact pales into insignificance when Director Moh Meharban quietly lets slip that they manufactured handles for the Big Brother Diary Room.

Directors Terry Bansal, Moh Meharban and Ray Chohan met whilst working for Newman Tonks in the nineteen seventies. "It was a time when only the big companies survived", says Terry, "And Newman Tonks were as big as they came, back then. They just swallowed up smaller companies and kept on growing. They had a massive proportion of the market and could virtually set their own terms".

However, as is often the case, big, sluggish companies create opportunities for small, service-orientated competitors, and when things began to slide for Newman Tonks, the three saw an opportunity and set up Instinct Hardware in 1989. "We effectively broke their monopoly", says Terry, "We could manufacture and supply products in a fraction of the time Newman Tonks were quoting. We even found we were supplying NT's own companies because they couldn't get the product from their own organisation. They all remember their first big order. It was 1990 and they picked up the contract from Yannedis for the Heathrow Holiday Inn.

Initially Instinct operated from a 700 sq ft unit in Ballsall Heath. "It was the cheapest space we could find," admits Ray, "It also turned out to be in the heart of the Red Light district!". However they soon outgrew those premises and moved up the road to Tyseley, only to move on to their current premises in Greet about a year later. "It was 14,000 square feet", explains Moh, "It seemed huge at the time, but we soon filled it. We've now absorbed another 5000 square feet from next door – and we could still use more space. We employ about 50 people here and use another 20 or so in local companies who do polishing for us."

What gave the company its edge was a level of service and agility that the big companies couldn't match. It was also run by three Directors who all had around 20 years experience in the AI business. As the company grew, they realised that sales representatives were simply unnecessary as customers returned again and again without prompting,

and business grew by recommendation. Between them the directors still handle the purchasing, manufacturing and sales and are all more than happy to go to site to sort out any issues that arise.

In the face of the fierce competition from imports, Instinct has adopted a realistic approach by commissioning the manufacture of some of their own products in the Far East and steering their UK business towards specials and high-end, low run products. Today the business divides about 50/50 between imported product and home produced ironmongery. "Products are obviously cheaper now, due to imports," says Terry, "We've maintained our turnover, but we've had to increase our volumes and hone our operation".

Specials are Instinct's greatest strength and their display panels are an impressive site. "It's definitely the future for our UK manufacturing," says Ray, "We work with most of the major AIs, they know they can come to us with a drawing or a specification and we can work something out that will fit the bill. A number of them have developed exclusive ranges that we supply". Significantly, Instinct are finding that more than half of their business is now in London, with products supplied to Wembley Stadium, Terminal 5 and the St Pancras Station development. "The

From left: Ray Chohan, Moh Meharban, Terry Bansal



Ray Chohan with Instinct display panels



The Greet workshop in Birmingham

market is certainly buoyant at the moment and will be up to the 2012 Olympics," says Terry, "After that it's anybody's guess".

As a manufacturer, there are always new issues that the company can help or advise on. "After the Kings Cross fire tragedy, London Underground needed new fittings with

no plastic parts," says Moh. "It was a worldwide tender, and we got the business. We beat Newman Tonks on that one," he adds with a smile. "We still provide a lot of furniture to London Underground".

Another issue that he is keeping a close eye on is the potential for Copper furniture to reduce the transmittance of the MRSI infection in hospitals. "They're currently running some comparative tests down the road at Sellyoak Hospital which we're keeping in touch with. That could be very significant. It's a perfectly workable material, but it's expensive."

Instinct are great believers in finding time for anyone who takes the trouble to approach them. "The world is very small". Says Terry, "You never know who will come through the door. We've made some valuable contacts through helping people out." It's an attitude that is refreshing in this time-hungry industry and one that leaves a lasting impression of friendliness and professionalism.



## DORMA SOLUTIONS FOR GLASS DOORS CLOSERS

Toughened glass doors are very popular, not only in the commercial and retail sectors, but also increasingly for domestic situations and DORMA now has a range of products for domestic glass doors.

The traditional method of controlling a glass door has been through the use of floor springs such as all-purpose DORMA BTS75 which can be used on single and double action doors. But a new alternative from DORMA is VISUR. It features a transom closer combined with a bottom pivot making it possible to incorporate all-glass double-action doors with virtually no visible fixings. The patented system has a totally discreet presence and being frameless from top to toe, it makes it especially attractive to clients who place particular emphasis on transparency and spaciousness in their living areas, offices, reception, meeting rooms, or any other areas for that matter.

The VISUR system, which has a 65mm offset pivot, operates with 10 or 12 mm thick glass and is suitable for high-usage doors, having been endurance tested to over 500,000 operating cycles.

A further alternative is the new double-action hinge from DORMA. This provides a highly aesthetic solution if there are practical issues such as existing under-floor heating systems or a need to avoid cutting into high quality flooring finishes. As such it is particularly suitable for domestic situations where a self-closing function is required. The double action closing function brings the door safely back to the zero position, eliminating the need for a floor spring at all. The mechanism is cleverly and discreetly integrated within the robust fitting, which can be installed directly into the masonry, or in combination with an unrebated through-passage. The adjustable spring force ensures that the hinge can be set on site, whether it is for a walk-in wardrobe or a busy entrance door. It also complies with Approved Document M and BS8300 too as there is a maximum opening force of only 7N when the door leaf is in a closed position (based on a door width of 1000mm).

## NEW ANTI-BACTERIAL COATING

Tubular safety solutions specialist, Kee Klamp Ltd, has introduced a new anti-bacterial powder coating for its Kee Klamp range of products. The new coating will help improve the hygienic performance of balustrading, hand-rails guardrailing and a multitude of other structures, constructed using Kee Klamp products.

Kee Klamp Ltd has introduced this new generation of powder coating to give extra protection for the 500 D.D.A. Series and other Kee Klamp products. Fittings coated with the anti-bacterial coating will benefit from a supportive defence against the growth of potentially harmful yet invisible bacteria and fungi, thus reducing the risk of cross-contamination from surfaces with a high frequency of contact in hospitals and schools etc.

Independently tested against a broad range of bacteria, the coating provides an efficient secondary support to existing cleaning regimes in the fight against bacterial contamination. The coating provides a long lasting finish to fittings and is available in any of the 30 RAL polyester powder coating colours that are available and accepted as suiting the requirements of the Disability Discrimination Act.



## IT'S A REFERRAL SCHEME, BUT NOT AS YOU KNOW IT!

Gretsch-Unitas is launching a new referral scheme which will offer automatic prompt payment for referrals.

G-U sales and marketing manager Paul Lewis explains: "In essence a referral scheme should be a positive experience for both the referrer and us, as the manufacturer. For the person making the referral that means they benefit financially for introducing new business to the company without having to wait months for payment which may never arrive at all."

G-U has developed a simple two step process to make its scheme fast, efficient and reliable, rewarding AIs promptly.

Paul added: "What makes our scheme different to others is its simplicity. When we get paid, we pay those who made the referral. It's as simple as that. This is a totally automatic process which means prompt payment for all, unlike in the past where often it has been the responsibility of the AIs to keep an eye on the status of the referral to ensure they get paid. Now we will enter the individual's details into our system which will generate automatic payment for them as soon as we receive payment for the job."

## FIRST 'B' RATED SASH WINDOW KIT

Ecotilt, is the first ever 'B' rated timber sash window kit from Mighton Products. With a timber exterior and a PVC-U jamb liner, Ecotilt comes in an easy-to-assemble kit form. The introduction of Home Improvement Packs and Energy Performance Certificates makes energy efficiency paramount when specifying replacement or new sash windows. Ecotilt enables specifiers to combine authentic looks and energy efficiency.

"Ecotilt is unlike anything on the market," Mike Derham, Managing Director of Mighton, explains, "Making traditional timber sliding sash windows can be a nightmare, fiddly and hard to get right, with a different specification for each one. Installing sliders (whether timber or PVC-U) can be even harder. Because Ecotilt is so easy to put together – with minimal routing and joinery – it can radically cut long lead times for sash windows that sometimes hold projects up. It's also a fully functional tilting window (hence the name), and both sashes can be removed for cleaning and maintenance from inside –

helping specifiers and architects satisfy the complicated Working at Height regulations."

Demand for thermally efficient products is rising in the wake of rising energy bills and media coverage on climate change and Home Improvement Packs. With Ecotilt architects can offer classic good looks and market leading energy efficiency – the best of both worlds.



## FLUSH FITTING DOOR BRACKETS

Royde & Tucker has added a flush mounted version to its Krona range of pocket doors. With pocket doors the door slides smoothly into the wall cavity, concealing the door when it is open and creating additional usable space. This new version allows for the hanging brackets to be "flushed" into the top of the door leaf, bringing the top edge of the door into closer proximity with the ceiling – so that when the door is open there is no visible gap, creating an almost seamless movement between spaces. This aesthetic makes the Krona flush mounted pocket door ideal for projects where a requirement for both clear thresholds and a minimalist ceiling detail is important, for example, for room dividers and for flexible spaces which can be closed off or left open plan. A pocket door can save up to 6% of overall floor space, or around 10 sq ft per door and the flush mounted can be used on door widths up to 1800mm wide and 2700mm high.



## CONTINUOUS HINGES SECURE CE MARKING

Adams Rite has become the first company in the UK to offer CE-marked continuous hinges suitable for use on fire, smoke and escape doors. The CE marking applies to Adams Rite's FM-300, FM-344 and FM-3500 continuous hinges, and signifies they satisfy the relevant European Directives.

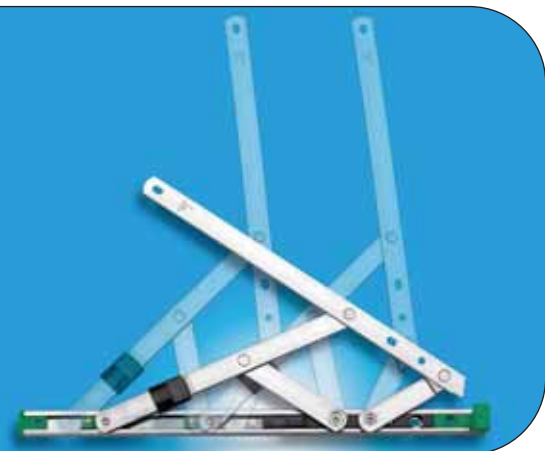
These flush mounted stainless steel hinges are ideally suited for use on high traffic and high impact doors that have a security and safety requirement, such as entrance and hallway doors in hospitals and secure buildings.

Independently tested to more than 1 million cycles, which is equivalent to approximately 25 years use, Adams Rite continuous hinges provide the answer to many door problems – they distribute door weight along the full length of the door and eliminate localised stresses on the frame. They are extremely durable, easy to install, require low maintenance and have valuable security, safety and aesthetics benefits over conventional butt hinges.

The continuous hinge design is aesthetically pleasing, prevents fingers from becoming trapped between one side of the door and frame, and the large number of fixings deters hinge prying. They are also available in anti-ligature format.

Adams Rite CE-marked continuous hinges allow self-closing when used on fire doors fitted with a door closing device, and have been successfully tested to BS EN 1935:2002 Grade 13. Fire tested to BS EN 1634-1:2000, Adams Rite's continuous hinges on a timber door set can still function after up to 60 minutes in a fire.





## REFLEX - INNOVATIVE EGRESS SOLUTION FOR WINDOWS

Reflex is an improved egress friction hinge with a unique auto-easyclean solution for PVC and timber windows designed and manufactured by LSH (UK) Limited (formerly Laird Security Hardware). Reflex meets the requirements for safety and emergency exit in accordance with the current building regulations as defined in Document B 2006 for first floor applications and above allowing the window to open unrestricted to a full egress position.

The Reflex has been designed without buttons or sliding catches to allow easy unobstructed access for day to day operation or in the event of an emergency, unrestricted exit. Easy cleaning is achieved simply by applying pressure to the open sash and sliding the frame to reveal access for the safe external cleaning of the glass surface. When closed, the window hinge automatically resets into the egress position.

Manufactured from high quality stainless steel, the hinge has been tested to meet the safety, egress and performance requirements of BS 8213-1: 2004, BS 5588-1:1990, BS 6375-1 & 2:2004 respectively.

## OPENING THE DOOR TO FAST TRACK SERVICES

A new 'Fast Track Service' to simplify steel doorset specification and speed up delivery has been launched by Ingersoll Rand Security Technologies.

The service is particularly suitable for Architectural Ironmongers looking for a single source for competitively priced steel doors - complete with fully certified hardware - on a reduced lead time.

Designed to meet time-critical deadlines without compromising quality, Martin Roberts steel doors, frames and hardware are an ideal choice for general purpose, fire, acoustic or thermal applications - normally supplied within 3 - 4 weeks of an order being received by our dedicated Fast Track team, based in Sittingbourne in Kent.

The steel doors, in various pre-designed styles and options, are factory prepared and reinforced to facilitate accurate and time-saving installation on site. They are sold complete with complementary hardware sets selected from the high quality and stylish Briton Contract range. Customers using the Fast Track Service benefit from a combination of choice, performance, speedy delivery and cost effective pricing.

Fast Track steel doors are designed for the most popular single and double door applications and provide outstanding quality, reliability and durability - meeting or exceeding the new European standards.



## NEW CABINET LOCK FOR THE ACCESS CONTROL MARKET

The Codelocks Cabinet Lock (CL1000) is an elegant, stylish lock, the latest addition to Codelock's stand-alone range of access control products. The new lock has an enormous range of applications including key cabinets, filing cupboards, hazardous materials cupboards, first aid cabinets and personal lockers.

The CL1000 electronic Cabinet Lock has been designed as cost effective, simple, easy and quick retrofit for cam locks supplied as standard on a wide range of lockers, cabinets and cupboards. It can just as easily be fitted to lockers or cabinets, which don't have a locking device already fitted, giving the user immediate, simple, keypad access without the hassle of keys.

The Cabinet Lock is supplied as standard with two cams, but will accept the majority of other cam variations that will fit onto the CL1000's 8mm square spindle. The Cabinet Lock is supplied with all the necessary fixings, template and operating instructions to fit the lock to the cupboard or cabinet.

## THE CLEAR DOOR CHOICE

An exclusive range of stunning Italian glass doors is now available in the UK from John Planck Ltd. Henry Glass doors are the ultimate in dramatic internal openings offering architects and designers complete design versatility.

Every Henry Glass door is made to order and features a bespoke combination of colour, and design achieved using myriad techniques including Murano glass panels and medallions, hand woven textiles, etchings and engravings. This allows designers to exploit glass's blend of elegance and strength for modern, uncluttered interiors in homes and offices, not only closing rooms, but also enlarging, opening up and enhancing the space and light within it.

As well as swing doors, Henry Glass doors are available as double, sliding, and pocket doors. Each one is custom-made to order at Henry Glass's facility near Venice utilising a fascinating combination of the most modern industrial manufacturing processes, traditional hand made techniques and Italian design flair.





## KEEPING TO THE RULES

# Did he jump or was he pushed?

T was a surveyor for a design/installation company. He had been around for over 20 years on and off. In the late 1980s he had been made redundant, but a few months later he was taken on again. T was a somewhat disgruntled employee, complaining about the distances he had to travel in his work, though he took no steps to mitigate this, for example by staying away overnight.

Another area of his work which he found irritating was that those selling the designs to customers, often overlooked practical engineering considerations. However, that was exactly why he was sent to carry out surveys and iron out potential problems before installation started.

Unfortunately, a number of surveys which T had carried out over the previous year, had been inaccurate. T had, for example, incorrectly measured the distance into which a shower tray had to fit, and this meant that the installation had to be aborted while the problem was remedied, at cost to the company and inconvenience to the customer. There were a number of these examples, of which T was aware.

T's manager, while a technically sound employee, avoided confrontation at all costs, so a rather unhappy stand-off existed between the company, who felt that T was unproductive and grumpy, and T, who thought that he received insufficient support.

Eventually, T's manager did grasp the nettle, and instructed Human Resources to set up a disciplinary meeting with T. HR faxed a letter to T one Friday afternoon, inviting him to a disciplinary meeting for the following Tuesday 'to discuss your work performance'.

T faxed the letter back with the words 'I quit' written on it. This was not seen until Monday morning, and then the HR manager phoned T to ask what it was all about, and to ask T to reflect on the situation. T refused, and made it clear that he wanted to resign. On this unambiguous instruction, the HR manager accepted the resignation.

T then appealed, claiming he had been constructively dismissed. The appeal was rejected and T then took out a Tribunal claim. He argued that he had worked for over 20 years for the company, that he had flagged up ways in which he had not been supported, that nothing had happened, and even when he resigned, no attempt was made by the company to get him to stay. He also argued that the company were in breach of the Dispute Resolution Procedures, by requiring

him to attend a disciplinary meeting without providing the details for discussion.

The company's view was that they were entitled to call him to this meeting, and in explaining that the purpose of the meeting was to discuss T's performance, it had imparted sufficient information.

**The technical issue here was that the Dispute Resolution Procedures require a two stage process:**

1. Invite to meeting, setting out what the meeting is about.
2. By the time the meeting is held, the employer must inform the employee of the basis for the allegations against him/her and the employee must have a reasonable opportunity to prepare.

In a recent case, *Draper v Mears Ltd*, the Employment Appeal Tribunal had decided that Step 1 and Step 2 must be looked at separately. They found that little was required at the Step 1 stage, as long as it was not ambiguous or misleading.

In T's case, the Tribunal had no difficulty accepting that, for all its brevity and lack of detail, the letter inviting T to a meeting satisfied the Step 1 requirement. There was no question of a constructive dismissal.

What would have been a more interesting situation would have been if T had turned up for the meeting on the Tuesday and then been confronted with a bundle of documents, had been given no time to prepare a response based on those and had then been given a warning on the performance issue. A much stronger case could then have been made that the company had been in fundamental breach of their statutory obligations and that T had been constructively dismissed.

However, T jumped too soon. He had been poorly advised, and his claim failed.

### Lesson:

The lesson here for every employer is to ensure that before the Step 2 meeting takes place, you have given your employee all the relevant documentation, statements, statistics, etc., so that he or she has an opportunity to consider their response.

Do not forget that if you fail to comply with the minimum statutory procedures, a dismissal will be automatically unfair, and compensation can be increased by up to 50%.

**Roger Vincent**

# The AI friendly automatic door referral scheme...



## ■ Project Tracker Plan

Giving you the ability to check your referred projects progress.

## ■ Automatic Payment

Commission paid automatically to you on receipt of payment for project.

## ■ Loyalty Commission

Opportunities for additional commission on future projects following initial referral.

For more information please contact **Paul Lewis** on **02476 217900**

*Securing technology for you*

Gretsch-Unitas Limited Unitas House 3 Quinn Close Coventry CV3 4LH  
Tel 02476 217900 [www.g-u.co.uk](http://www.g-u.co.uk) [sales@g-u.co.uk](mailto:sales@g-u.co.uk)