



architectural  
ironmongery  
journal

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*advancing architectural ironmongery*



**inside this issue:**

**NEWS**

People News  
GAI Matters  
New products

**FEATURES**

Braid Town Hall  
Case studies  
AI Profiles

**TECHNICAL**

Fire risk assessment  
Glass door hardware  
Technical Q&A

# Briton



## Making a Stylish Exit

**The Briton 376 Series, the UK's market leading exit device has a new and improved aesthetic design.**

Sleeker lines and a softer form provide a stylish yet robust feel, making it even more appealing to specifiers, contractors and facilities managers.

Available from January 2010, the new Briton 376 Series complies with the latest revisions of EN 1125:2008, EN 179:2008 and CE Marking. It can easily be used for retrofit projects as the new variants fit existing footprints.

For further information on the Briton 376 series, including the latest brochure and certification visit [www.security.ingersollrand.co.uk](http://www.security.ingersollrand.co.uk) or call the Marketing Department on **01922 707400**.

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 **Ingersoll Rand**  
Security Technologies



As the AIJ went to press, the Office for National Statistics announced its estimate that the UK economy was finally out of recession. But it happened not with a bang, but a definite whimper with overall growth of just 0.1% - not exactly the kind of figure to send sales of champagne soaring in the City.

The service sector - which accounts for two thirds of the UK economy - grew by 1% which would suggest that other sectors, including construction, have done considerably worse.

The horizon looks just as uncertain in 2010 for the building industry. Many commercial projects coming to an end, the prospect of swingeing cut backs in public capital expenditure after the election, and fears of a "double dip" are all adding to the feeling of gloom.

But in the AI sector at least - where it seems that business is in a state of "could be better, could be worse" at the moment - there are signs of hope. Major product launches are continuing, showing that companies are still investing in innovation and development. And the number of students enrolling in the GAI Education programme has held up remarkably well. Training and staff development is vital not only to companies surviving the recession, but to emerging at the other end, stronger and better able to capitalise on the recovery.



*Helen Curry*

## insideaij

### newsdesk

News/People News	4
GAI Matters	7
Pinnacle Award winner	18

### features

AIJ Profile: Keith Maer	12
AIJ Profile: Harbrine barge	14
AIJ Profile:	
Owlett Architectural	16
AIJ Profile: HÄFELE training	20
In-depth case study	22

### technical

Locks Q&A	10
Fire risk assessment	11
IEALG reconvened	15
Glass door hardware	24

### products&applications

Case Studies	26
New Products	30
Literature	34

### regulars

Legal	35
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## NEXT ISSUE

Copy date for the **Spring 2010** issue is  
**26 March 2010**. All adverts are accepted  
subject to approval from a Technical Approval  
Committee



**In depth  
case study**  
Helen Curry  
visits the  
award winning  
Braid Town Hall  
in Ballymena,  
County Antrim

22



**Technical  
Fire risk  
assessment**

11



**Case Studies**  
26

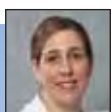


**aij Profile:**  
Keith Maer

12



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## DRIVING DHF FORWARD

Bob Perry is the new chairman of the Door & Hardware Federation (DHF) following his election at the DHF's annual meeting. Bob has been an active member of the DHF, and its predecessor organisation the Association of Building Hardware Manufacturers, for 20 years. "I'm taking up office at an interesting and critical time for us," he said. "We are facing stiff challenges but we are also taking the federation into new territories and that is very exciting for us all."

In the past eighteen months the federation has been restructured and strengthened with the appointment of a full time secretariat. Greater emphasis has been placed on helping members both derive much more commercial benefit from their membership and help them meet the challenges posed by legislation, CE marking and compliance. Recent initiatives have included the setting up of a factory production control system for members, the creation of a Kitemarked multipoint lock standard and the launch of a high performance enhanced door standard for both metal and timber doors.

Mr Perry (left) paid tribute to retiring DHF chairman David Whitworth who has been a leading figure in the industry since he first joined the family business of Laidlaw and Thomson in 1955.



## EXPANDING IN TIGHT TIMES

GEZE UK has expanded its sales team to meet increasing demand, with two new appointments and a number of internal changes.

The Specification team, which works closely with architects and specifiers on all GEZE products at the initial design stages, gains a new area specification manager for the London and the South East, as John North (left above) joins the company. The Midlands and North East of England will also see a new area specification manager as Will Brotherhood moves from his role selling automatic door systems into this specialist position.

Replacing him on the automatics team will be Craig Lakin, who will bring his problem-solving experience as one of GEZE UK's technical managers to the front line, selling the supply and installation of automatic door systems.

The dedicated glass team, which sells glass fittings to glass fabricators, will be joined by Cheryl Flinders, who takes on responsibility for the southern half of the UK, after a successful period working with architectural ironmongers as part of GEZE UK's distribution team.

Filling Cheryl's shoes in London and the South East, selling the full range of GEZE products, will be Peter Haywood. The newly appointed Shaun Brown (right above), who joins GEZE UK from Lorient Polyproducts, will take on Peter's role covering the South and South West of England, Northern Ireland and the Republic of Ireland.

## BUS DRIVER

DORMA's revamped Showbus has toured the UK & Ireland during 2009 to demonstrate a wide range of impressive door controls, automatics, and glass products, illustrating why DORMA are still number one for product design and quality.

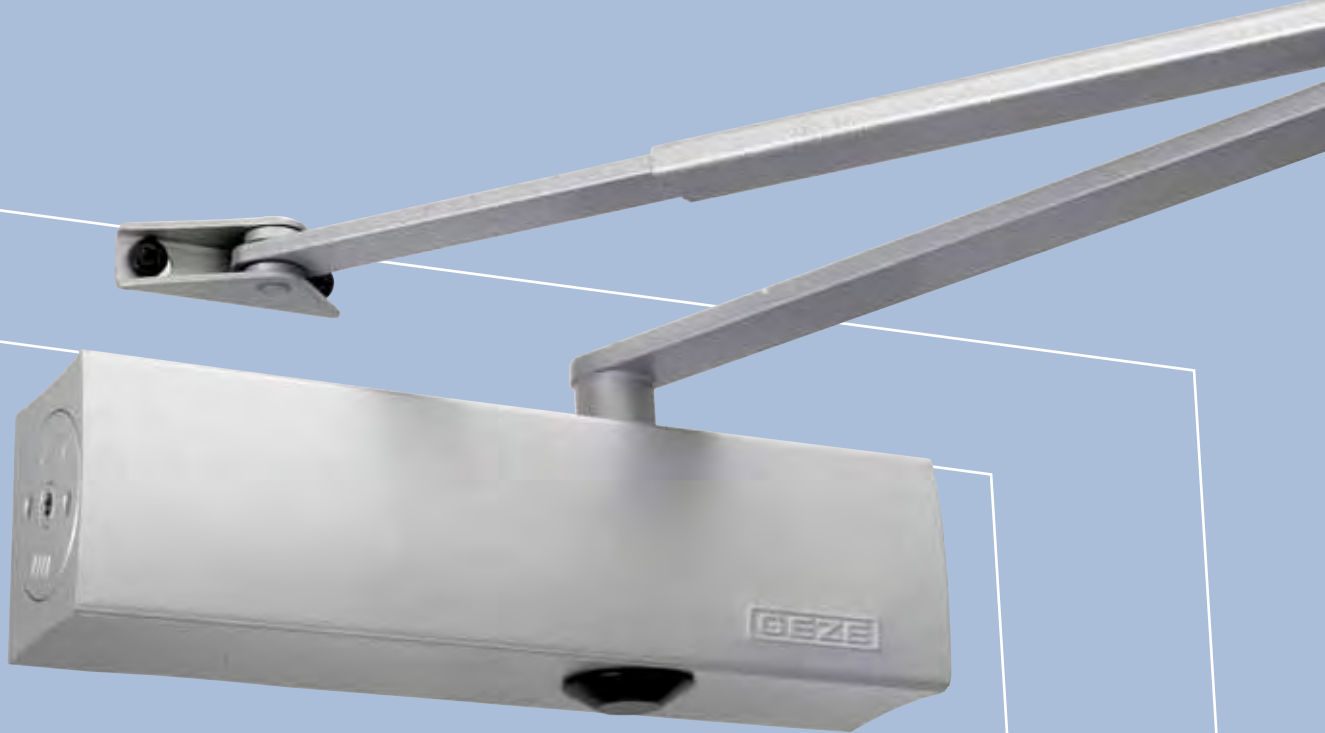
Installers and specifiers can benefit from not only seeing DORMA products in the flesh, but experiencing their functionality in a realistic, working environment. It carries out a full tour of the UK every 10 weeks making it regularly available for companies to visit. Its frequent schedule of availability made it popular with architectural ironmongers in 2009 as it meant that companies could plan ahead and invite guests and clients to show them the variety of products available from DORMA, or host a CPD presentation on-board.

The DORMA Showbus visited Spiller AI, an established architectural ironmongery company based in Somerset in November. Gary Hewitt, General Manager at Spiller felt that "The visit of the DORMA Showbus was very beneficial for everyone at Spiller and our invited guests. The real value is the opportunity to see and handle working models and to appreciate the



different features and benefits of each model in the product range. Our DORMA sales representative also imparted lots of information in a very helpful way". Spiller has recently acquired "GuildMark" accreditation, being one of the first AI companies in the UK to do so and currently the only one in the South-West counties.

For more information on the Showbus and to find out when it will next be in a location near you, please contact, [info@dorma-uk.co.uk](mailto:info@dorma-uk.co.uk)



## We've developed the new TS 2000 NV with some key adjustments



The latest development in door closers takes a market leader and gives it a new twist. In fact, just a simple twist with an allen key is all it takes to adjust the closing force, making it easier to conform to the requirements of Approved Document M and BS8300.

Developed from the popular TS 2000 V, in accordance with EN 1154, and upholding its reputation for high quality and reliability, the new EN 2-4 door closer has fully adjustable hydraulic latching and back check functions. Available in a wide choice of architectural finishes, it is also Certifire approved – CF 252 and assists with DDA compliance.

TS 2000 NV – one of the most versatile door closers has just got even better.

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Email [info.uk@geze.com](mailto:info.uk@geze.com) or [www.geze.co.uk](http://www.geze.co.uk)





## OUR FRIENDS IN THE EAST

Gait International, the manufacturing and supply chain management experts have launched a new specialist service in the architectural ironmongery arena across the EU.

Their launch into the EU market of a product development and sourcing service comes on the back of ten years experience working with international premium appliance brands and over 20 years experience in architectural hardware for the Australasian market. The new venture is headed by Matt Cole, Gait's Client Services Director who is based in London.

Gait's core strengths are creating tailor-made client solutions in Asia - from supply-chain assessment and project management through to full engineering/design services and manufacturing. With a proven track record of cost reduction, quality management and delivery, Gait International is the right choice when looking for an experienced, on-the-ground partner in Asia.

Matt Cole can be contacted on 0208 241 0802. Further information and detailed case studies are available on Gait's web site at [www.gaitinternational.com](http://www.gaitinternational.com).



## INVESTORS IN PEOPLE

### INVESTING IN PEOPLE

Hinge manufacturers, Cooke Brothers has been awarded Investors in People for a further 3 years.

Managing Director Philip Cooke stated 'We were the first company in the Borough of Walsall to achieve this standard back in 1993, showing our commitment to developing our staff to meet the needs of our customers'.

The Investors' assessor Pauline Price was impressed with the teamwork within the company, as well as the flexibility of employees to undertake a wide range of tasks.

'Multi skilling is core to our success' points out Production Manager Neil Stokes, particularly in today's marketplace where customers' require products on short lead times and need to be confident their supplier's costs are under control and the prices are competitive'.

In 2008 two key managers within the Sales team, Phil Dicken and Karen Nelson added GAI registered diploma status to their capabilities. 'Our customers come to us for advice to solve their hinging requirements' stated Dicken, 'With Sales and Product Development staff GAI qualified it adds to their confidence in selecting us as their preferred supplier'.

Cooke Brothers door hardware products sell under the Phoenix Brand and can be viewed at [www.cookebrothers.co.uk](http://www.cookebrothers.co.uk)



## INTERNATIONAL RESCUE

CERTIFIRE, the long established certification scheme for passive fire protection products operated by Warrington Certification Ltd (WCL) in the UK, will now be provided globally through a network of 'critical locations' operating locally within WCL's existing international accreditation as a third party product conformity certification body.

Although CERTIFIRE has long supported products in accessing overseas markets where British Standards have been the cornerstone of regulations, the new local CERTIFIRE offerings will mean greater respect of the requirements of regulations, approvals and standards in the region or country where it is provided, as well as the required performance characteristics of a fire protection product's fitness for purpose in that market.

As a consequence, the CERTIFIRE brand will be qualified by a subscript indicating the market it is designed to serve, eg. CERTIFIREAUS, CERTIFIREDBX, CERTIFIRESIN, which will relate to the initial local deliveries in Australia, Dubai, and Singapore where local support and acceptability of CERTIFIRE is well established.



## WINNING WAYS

This year's Guild of Architectural Ironmongers' annual Education Awards Lunch, sponsored by HÄFELE, was its biggest ever – a fitting backdrop for the new GAI Diploma holders to collect their certificates. And for the first time ever, the names of the winners of the top prizes in the GAI's respected education programme were revealed on the day of the Awards Lunch itself.

There were 53 GAI Diplomas awarded on the day – one of the highest numbers ever. The standard achieved by many of the students was impressive with, for instance, the top Business Studies student dropping just 1 mark out of a maximum of 124. The results were equally encouraging at levels one and two with 83% and 68% of students passing respectively.

*The prize winners were:*

**Pinnacle Award:** *Claire Furness Jackson Building Centres*

*Level Three:*

**Gold Medal:** *David Ratcliffe Leaderflush Shapland*

**Silver Medal:** *Claire Furness Jackson Building Centres*

**Bronze Medal:** *Graeme Sylvester HÄFELE*

*Level Two:*

**1st:** *Cheryl Flinders GEZE UK*

*Level One:*

**1st:** *Angela Morris Door Decor & More Ltd*

The Pinnacle Award, sponsored generously by ASSA ABLOY was won by Claire Furness of Jacksons Building Centres. This was particularly noteworthy since she followed directly in the footsteps of her husband, Neil who won the Pinnacle Award last year.

The Pinnacle Award, sponsored by ASSA ABLOY, is part of the GAI's ongoing commitment to excellence in education and training in the architectural ironmongery trade. It is won by the student who gains the best aggregate score over three years of the education programme and, as such, is a just reward for the best all-round achiever in the industry. The prize is a substantial travel voucher.

**Freedom**

**Freedom Ez**

**KABA**

### Kaba Freedom Thumbturn

- New thumbturn range from Kaba – Freedom and Freedom Ez
- New aesthetic modern design with indentation assisting grip
- Kaba Freedom thumbturns provide both a standard and accessible thumbturn solution
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- Available for Kaba pExtra cylinder profiles only

**Freedom Ez**  
Larger thumbturn can be easily operated meeting all accessibility needs:

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## LIFETIME OF ACHIEVEMENT RECOGNISED

There were emotional scenes at the GAI Education Awards Lunch in November when one of the most well-known and liked men in the AI industry was awarded a special GAI Outstanding Contribution Medal. Bob Ramage described the moment as "the proudest of my career" as he went to collect his specially-produced medal from GAI President Andrew Hall and Honorary Life Member Graham Shirville.

Speaking about Bob before his surprise award, Graham Shirville described him as "someone who has served the GAI in numerous capacities for very many years...few, if any, have worked harder than he has for us and spent so much of his working life extolling the virtues of the Guild. In doing so, he has proven that the best way to persuade and encourage others is to be personable, demonstrate honesty and integrity and to display a strong sense of loyalty."

Bob has served the GAI in a number of capacities over the years. He was a very active member of the Executive Committee up until 2006 and was Vice President from 1996 to 1998 and President from 1998 to 2000. He was also Honorary Treasurer from 2000 to 2002. In addition to his work for the Guild, Bob is a committed member of the Institute, where he was elected a Fellow in 2000. He also created an annual Trophy for those who had made particular contributions towards the work of the Institute.



### aijgai matters



## GAI AGM & CONFERENCE

The GAI has announced the date and venue of its 2010 AGM and Conference. It will take place at Whittlebury Hall Hotel and Spa, Whittlebury near Towcester in Northamptonshire. The event will begin on Friday 21 May and finish after breakfast on Sunday 23 May 2010.

As well as the formal business of the AGM, the event will include targeted business seminars, keynote speakers, social activities and one of the best networking opportunities the industry offers.

## IAI AGM & DINNER

The Institute of Architectural Ironmongers AGM and Dinner will be held on Saturday 24th April 2010 at the Oxford Belfry Hotel, Oxfordshire.

## UPDATED CODE BRINGS FIRE DOOR BEST PRACTICE UP TO DATE

A new, updated version of the Code of Practice: Hardware for Fire and Escape Doors has been issued by the Guild of Architectural Ironmongers (GAI) and the Door and Hardware Federation (DHF). It has been updated and revised to include all the latest standards, Building Regs, Approved Documents and the Regulatory Reform (Fire Safety) Order.

The new Code is the only comprehensive and authoritative source of information available in the UK to offer focussed, qualified advice for construction professionals on this vital subject. It offers information on relevant products and standards to help and guide all those responsible for fire safety in buildings, regardless of the amount of knowledge they have of door hardware.

The guide has been specifically designed to be simple, straightforward and jargon-free. It contains hotlinks to all of the publicly available documents which it references including Building Regs, Approved Documents, Acts of Parliament and DHF Best Practice Guides. The Code also contains a maintenance section which contains useful advice on ensuring continuous fire door and escape route safety in buildings which will be especially useful to building owners.

The new Code of Practice is available for browsing in a fully-interactive format at [www.firecode.org.uk](http://www.firecode.org.uk).





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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)

**Q I've been told to take into consideration the BS8300 recommendations on an entrance door, what does that mean? I need a lock and some handles.**

**A** BS8300 is a code of practice related to the design of buildings and their approaches that applies to meeting the needs of disabled people. It is a guidance document but it is widely accepted as the official interpretation of the requirements of the Disability Discrimination Act and a support document for both Approved Document M (AD M) of the Building Regulations (England and Wales)

This code of practice has significant impact on the selection of both locks, latches and operating hardware and the following basic points should be considered:

#### Lockcase

- Wherever possible use an upright mortice latch
- minimum backset of 55mm
- the cylinder should either be above the lever handle or the minimum distance between the handle and the keyway of the locking mechanism should be 72mm.

#### Handles

- lever handles should be used wherever possible as these are easier to operate than knob furniture
- have a minimum diameter of 19mm
- have a minimum distance of 45mm from the inside of the handle to the face of the door
- the lever should have a minimum inside grip of 95mm
- the handle should be designed so that the handle is operable without having to grip the handle ie return to door

#### Cylinders

- Where possible oversize turns or key bows/fobs should be provided

**Q Can I upgrade a 3 lever lock to a higher security product, and if so how do I do it?**

**A** Yes. However it does involve buying and fitting a new lock which would either be 5 lever or a BS 5 Lever for thief-resistant security. The easiest way to do this is to find a lock with the same case, backset and centres so you can take one lock out and retro-fit it with another with minimal carpentry. The only thing to bear in mind is do other people hold keys? Make sure they get new keys for the new lock.

**Q How does an escape lock work?**

**A** An escape lock allows keyless egress at all times, using one simple hand movement without the need for prior knowledge of its operation. The lock operates with a split follower so the inside and outside handles operate independently of each other. For example in a halls of residence, a student can unlock their bedroom door from the outside with a key and operate the latch with the handle. On the inside, the student can leave the room by just depressing a lever handle even if the deadbolt had been thrown for privacy or security reasons.

**Q What length of cylinder do I need for my door?**

**A** Specifying the correct length of cylinder is important not only for aesthetic appearance, but also security. It is essential to ensure that the cylinder is as flush with the surrounding hardware as possible to reduce the opportunity for the cylinder to be removed. A flush fitted cylinder will also reduce movement over time and increase the longevity of the product. When choosing a cylinder length there are three factors to consider:

- 1 Door thickness
- 2 Hardware thickness (eg cylinder roses, backplates)
- 3 Lock position

In most cases the lock will be fitted on the door centerline. Therefore, a standard equal length cylinder can be used. However, if the lock is fitted off centre then an offset cylinder needs to be specified.

**Q Why do I need a horizontal lock when using knob furniture?**

**A** Knob furniture generally has a two-way action to operate the latch, so when the hand is turning the knob, the knuckles could travel towards the edge of the door which could be uncomfortable as if there is a reveal next to the frame there would be a clash. A horizontal lock provides additional space between the knob and the edge of the door avoiding bruised knuckles.

**Q I need a dual profile lock but I don't know what it is?**

**A** A dual profile lockcase allows you to use either an Oval or Euro profile cylinder. This flexibility is provided by either changing a plate on the lock or by removing positioning lugs to accept either cylinder profile.

**Q Have your locks been fire tested?**

**A** The lock itself has been included in a fire test but this is really to ensure that it does not affect the integrity of the fire door. For many fire tests locks are tested in the unlatched and unbolted position as the job of keeping the fire door in the closed position is performed by the door closing device and intumescent seals alone.

**Q What does the anti-thrust button do?**

**A** Exactly what it says! The anti-thrust function of a lock can be found on a product with a deadlocking latch. When actuated the button or snib keeps the latch in a deadlocked position whilst resisting end load attack for example from a credit card being slipped between the door and the frame with the intent of pushing the latch back.

**Q I need a lock that is PAS24?**

**A** There is actually no such thing as a PAS24 lock per se. PAS24 relates to security performance for complete door assemblies, so the whole doorset assembly is tested not the lock itself in isolation. Architectural Ironmongers can provide you with a lock which has the performance attributes required to help your door assembly comply with PAS24 but the lock in isolation will not achieve that.

**Q How can I prevent keys to my building being copied on the high street?**

**A** Building security can seriously be compromised as keys can easily be borrowed and duplicates can be cut without a trace. By using a patented cylinder system key security can be protected as this means the manufacturer can impose restrictions on key cutting so they cannot be copied without authorisation either through themselves or authorised distributors. Only cylinder systems that offer patent protection for their keys can truly legally protect against illegal key blank duplication.

**Q Why do I need to use sprung furniture?**

**A** Sprung furniture enables the door handle to return to the horizontal position automatically after use without having to rely on the springing of latch within the lock. Ideal in situations where the handles and locks are subjected to high frequency use however they are not recommended for use with heavily sprung locks as it could be difficult for some people to depress the lever



# COLLECTIVE RESPONSIBILITY IS CRUCIAL

**GRAHAM HULLAND,**  
PRODUCT  
MARKETING  
MANGER FOR  
DORMA UK,  
DISCUSSES THE  
NEED FOR ALL  
PARTIES TO TAKE  
RESPONSIBILITY  
WITH REGARD TO  
THE REGULATORY  
REFORM (FIRE  
SAFETY) ORDER

**D**espite the introduction of the Regulatory Reform (Fire Safety) Order, or RR(FS)O, in 2006 there are still a significant number of people who are not totally aware of their accountabilities. Yet it is very clear where the responsibilities lie for ensuring that the RR(FS)O is complied with.

Before the RR(FS)O was introduced in England and Wales the Fire Service would issue a Fire Certificate that certified a buildings compliance with all relevant fire safety legislation. This, combined with all necessary checks and maintenance documents, demonstrated that the necessary obligations had been met and building insurance could be secured.

However, with the introduction of the RR(FS)O, the traditional Fire Certificate was abolished. Proof of compliance – that is the responsibility for the safety of employees and relevant persons using virtually any building that is not a house or flat – now lies firmly with those who own or control the business or premises. In short, it includes tenants, not just landlords. The RR(FS)O states that the “Responsible Person” for the building must complete their own risk assessment for the fire safety of the building and put in place any measures resulting from the risk assessment. Failure to do so could result in a fine or imprisonment (or both) and would invalidate any building insurance.

*Ensuring that fire doors are reliably specified, installed and inspected depends on a number of individuals and responsibility falls broadly into five categories and DORMA can offer assistance at each of these stages:*

1. Specifiers must make their decision based on safety not cost and should always recommend third party certificated fire doors and associated hardware. DORMA supplies specifiers with copies of all relevant certification – it is vital that specifiers check certificates particularly with regard to any “exceptions in use” listed on the certificate.
2. Merchants and distributors must take responsibility to ensure that their staff are trained and knowledgeable on fire safety issues. Also, only third party accredited and certificated fire doors, frames and associated hardware/seals should be stocked.
3. Building control officers must be vigilant in checking suitability for purpose and hardware compatibility; and verify that the appropriate fire labels are visible. DORMA has just launched a cpd, approved by the BWF, aimed specifically at Building Control officers to assist them on what to look for and how to look for it.
4. The installer is duty bound to provide fully compliant hardware and install them according to the manufacturer’s instructions. All DORMA products come with comprehensive fitting instructions to ensure products can be correctly installed.
5. The facilities manager must take responsibility for making regular checks on fire doors, along with seals, and associated hardware.

The Service division of DORMA offers an FSO maintenance contract to specifically assist in this area.

It is often too easy for one part of the chain to assume that responsibility lies elsewhere and that someone else will make the necessary checks. However, for the safety of a building’s occupants it is important that all parties fulfil their obligations. The BWF refers to this as the Circle of Responsibility. If everyone plays their part then lives will be saved.

## THE DORMA SHOWBUS DIRECT TO YOUR DOOR ■

For your convenience let us drive directly to you with our interactive mobile showroom. Make a date at [www.DORMASHOW.com](http://www.DORMASHOW.com)



# NEW ERA

THE FIRST DAY OF 2010 SAW THE START OF A NEW ERA FOR THE GAI WITH THE APPOINTMENT OF ITS FIRST EVER FULL-TIME EDUCATION MANAGER IN THE FORM OF KEITH MAER. HELEN CURRY TALKED TO HIM TO FIND OUT WHAT MOTIVATES HIM AND HIS PLANS FOR THE FUTURE OF THE GAI'S MUCH-LOVED EDUCATION PROGRAMME.



**K**eith entered the world of architectural ironmongery in the late sixties, working for one of the pioneering manufacturers of the day, namely R Cartwright & Co Ltd based near Birmingham city centre. At the time they were leading the way in new developments, especially in the production of aluminium door and window fittings. They were already well established in the manufacture of ironmongery in Mazak (zinc alloy), wood and Bakelite. Having completed an apprenticeship studying the processes in each of these factory departments Keith fulfilled a role in the sales office. He progressed to office manager as the company moved from Birmingham to the heart of the lock industry in Willenhall in 1973.

Not content with sitting on an office chair Keith's aspirations were to be out on the road. This opportunity was not afforded him with his then employer so he looked to the distribution and architectural specification sector to advance his career. A well known and respected figurehead in the industry at that time, namely Les Preece, saw the potential of a young eagle-eyed sales person and took him on.

During the eighties and early nineties Keith spent twelve years in self employment to give scope for his outside interests and to continue as an independent architectural ironmongery consultant. It was during this time that Keith completed his Guild studies, gained his Diploma and also progressed to the position of Sales Director of an extremely successful, independent Architectural Ironmonger. It was also under the wing of Les Preece that Keith first got involved in training – and his passion for education was born. "It was Les who asked me to start lecturing in 1989," says Keith. "I was self-employed at the time and I found that I had a bent for training and, as part of my business model, I became a training consultant for several companies in the trade."

The GAI invited Keith onto the Education Committee "on the basis that his training abilities could be channelled through the GAI's education syllabus." He became Vice Chair and Chair of the examination sub-committee in the 1990s, progressing to the Chair in 2001, taking over from Geoff Tyler.

In 1994 Keith rejoined his former company which was now named



Thomas Laidlaw Ltd and part of the Newman Tonks Group. During ten successful years his role included Corporate Sales Manager, Regional Manager, Sales Director and finally Product Manager. It was this role in product development that enabled Keith to return to the world of manufacturing. He fulfilled this role working with the Union and Yale brands in the Assa Abloy Group. To bring this story up to date, at the beginning of 2006 Kaba Ltd gave Keith the opportunity of moving back into sales by appointing him National Sales Manager.

It was in late 2009 that Keith and the GAI began talking in earnest about the role of Education Manager. "As Chair of the GAI Education Committee for the last 9 years, I've been working hard with the team to bring the GAI education process into the 21st century including introducing coursework, updating how the information is presented into an open earning style and making the whole process available online," he says.

The enormity of this task shouldn't be underestimated and Keith, with many others, has at times been frustrated by the pace of change – dictated largely by the lack of resource that could be devoted to it. This is all set to change as Keith "gets his head" down, working on these tasks full time. "Completing these processes I started four to five years ago is my number one priority," he insists. "A lot hangs on this because updating the syllabus could well earn the GAI funding through affiliation with a college or NVQ accreditation."

But beyond this initial task, Keith has very many more aspirations for the GAI Education for which Keith's enthusiasm remains undented. "I would love to introduce modules to suit our members - I'd particularly like to introduce a foundation course – a pre-level 1 entry course to give people a taste of the subject," he says. "This could lead onto AI modules for architects, surveyors and contractors"

Keith would like to expand the training that AI's get in non-related subjects such as selling, office management, stock control and marketing. "This would be particularly useful for the GAI's smaller members who don't necessarily have the time and/or resources to devote to developing their staff in-house." This point is particularly pertinent because Keith estimates that 80% of the industry is made up of small to medium AI practices. The ultimate aspiration is to get the education process accredited to gain government funding to aid funding bursaries for individual students.

So what is Keith most looking forward to in his new role? "Seeing the fulfilment of the modernisation process we started a few years back, he

confesses. "This is not the end though – this is merely the launch pad to move forward into further development. We've had a decade of success in the GAI education programme and it is this success which means we need some full-time impetus to keep driving forward."

"My vision is to work with other bodies in the construction industry to promote excellence and advance architectural ironmongery and its importance in the build environment."

**We wish Keith every success in his work!**

“ My vision is to work with other bodies in the construction industry to promote excellence and advance architectural ironmongery and its importance in the build environment. ”



*From left to right: Alastair Campbell, Andrew Hall, John Jefferies and Keith Maer*



# BARGING IN

ON A FREEZING COLD DECEMBER MORNING, SOME OF THE LEADING SUPPLIERS OF ARCHITECTURAL IRONMONGERY GATHERED NEXT TO A CANAL IN EAST LONDON. A CLUE AS TO WHY THEY WERE THERE LAY IN THE SHADOW OF THE NEW OLYMPIC STADIUM JUST YARDS AWAY. HELEN CURRY JOINED THEM TO FIND OUT WHAT HAD BROUGHT THEM TO THIS SPOT.

**H**arbrine, the AI business situated a stone's throw from the Olympic 2012 site, was the catalyst for bringing the group together to officially 'launch' a unique method of transport to get AI products on site – a barge. The company has acquired the services of an operating freight narrow boat and driver to transport products from manufacturers and suppliers in Wolverhampton, Birmingham & Hitchin and deliver them right to the heart of the 2012 site.

The narrow boat will do a round trip from the Midlands to London every two weeks. The route will take it from Wolverhampton to Birmingham and via the Birmingham Canal Network onto the Grand Union Canal. Once it reaches west London the boat will travel across London via the Regent/Islington and Venice Canals to the River Lee Navigation canal and then onto Harbrine in Bow. Harbrine hopes that the

company will be able to win some of the work on the Olympic project by delivering all materials to the London 2012 project using this unusual mode of transport.

The scheme is a partnership between a number of companies, headed up by Harbrine and quickly joined by HOPPE, DORMA, CES, Instinct Hardware, and Royde & Tucker.

Harry Singh from Harbrine looks out of his office window at the new Olympic structures every day and it was his brainchild to commission this project as part of his desire to stay abreast at what was happening on the 2012 project. "When I studied maps of the site it quickly became apparent that the local waterways offered a terrific opportunity" he says.

Harry quickly set up a relationship with the Olympic Development Authority's (ODA) logistics partner, DB Schenker who, despite having a dedicated wharf on the Olympic site, only receives a tiny proportion of goods by water. "2012 aims to be the 'greenest' Olympics ever and it seemed obvious to me that this was an eminently green way to get the right goods on site at the right times," concludes Harry. The canals have







all been cleaned and prepped in anticipation of the Games and there are strict regulations on lorry access so this barge delivery method will bypass these regulations.

But not everybody immediately saw the logic! "When Harry first phoned me about this scheme, I thought he was mad!" says Keith Holt from HOPPE. "But once he'd explained his idea we signed up straight away. The canal runs directly past our HQ in Wolverhampton so it really was a no-brainer." HOPPE and Harbrine already enjoy a close working relationship and this barge will give the companies an opportunity to benefit from the Olympic boom in East London.

DORMA's David Stacey sees the benefits. "This scheme doesn't just tick green boxes, it makes perfect sense to get our products into the UK's biggest site," he says. DORMA products - including closers, panic hardware and floor springs - will join the barge at Bedford on its journey from the West Midlands to London. "The recession will start to hit the commercial sector hard in 2010 and we hope the Olympics will offer us a chance to keep growing our business," he concludes.

Also based in the West Midlands, right on that region's extensive canal network, is Instinct Hardware. Harbrine and Instinct have worked together for years and Mo Meharban sees the barge as a brilliant opportunity to cement the relationship. "The canal runs very close to our premises and we hope this initiative will give us a bite of the Olympic cherry."

When Harry approached R&T about the project, the company had a think about what to do but it didn't take them long to decide to sign up. "At first the idea seemed a bit left field but Harbrine had a plan and were acting proactively to get a foothold on the Olympic site," says Simon Gardiner, R&T's Sales and Marketing Director. "We are keen to get involved in the 2012 project and this gives us a great chance while supporting a good customer at the same time."

CES manufacture master key systems, access control products, and lock cases. They have worked with Harbrine for many years but are new to the UK. "We see this project as a great chance to gain ground in the UK and get some valuable exposure," says Mario Del Signore from CES. "We're looking forward to driving this project forward with Harbrine."



# IEALG RECONVENED

THE INDUSTRY AND ENFORCEMENT AUTHORITY LIAISON GROUP HAS BEEN RECONVENED TO DEAL WITH NEW ISSUES RELATING TO THE SUITABILITY AND PROVENANCE OF PASSIVE FIRE PROTECTION PRODUCTS.

**The purpose of IEALG is to discuss in confidence matters that are brought to its attention where breaches of regulations and improper trading are endangering life safety. Associated with the Passive Fire Protection Federation (PFPF), it met again in September 09 after a 3-4 year break.**

*The following examples of recent events had made this a necessary move:*

- Several hundred fire doors in a Fulham flats refurbishment were allegedly "fire certificated", but satisfactory evidence could not be produced by the main contractor. Letter plates in particular were suspect. Various substitutions had been done on several door hardware products. A fire test was conducted on a sample door, resulting in a failure at 7 mins. Trading Standards wouldn't act, and other agencies were apparently uninterested. IEALG intends to pursue this case through LACORS (Local Authorities' Coordinators of Regulatory Services) and the Local Authority's Fire Committee.
- Pacific Wharf is a new block of luxury apartments, where it was found that there was no passive fire protection installed in the building - an apparent failure of Building Control inspection. This is likely to lead to a major prosecution.
- There was a recent claim on a TV programme that said a fire door could be created out of a standard door and the application of a proprietary intumescent paint. This has been passed to the Advertising Standards Authority for action, as this advice is seriously flawed and potentially dangerous.

The IEALG was originally called together in 1995 by Geoff Deakin, of the then Warrington Fire Research Centre. This was as a consequence of a number of actions and prosecutions being taken by various Trading Standards Bodies against suppliers and manufacturers, mainly of fire doors, and the fraudulent use of fire test reports. The initial dialogue and liaison was primarily between representatives of individual local Trading Standards and Building Control Authorities, the fire protection industry, and the test laboratories, with a view to better co-operation in 'tidying-up' the fire protection product market. It was evident that the requirements for passive fire protection in Building Regulations and the products installed on site were not always a close match, and the enforcing authorities needed assistance in understanding the issues involved. Geoff's aim was to address this by creating a forum for exchange of information.

The formation of the Passive Fire Protection Federation took place at about the same time, in order to provide a single entity in a diverse product market which would be able to speak with one voice to the enforcing and regulating authorities. Previously communication had been fragmented, and often made little impact. It was decided to put the IEALG under the auspices of the PFPF.

One of the early achievements of IEALG was the production of a set of guidance documents for Fire Authorities, Building Control and Trading Standards to refer to. These are currently available on the PFPF website. A further achievement was getting text which promoted the use of third party certification for passive fire protection products included in Approved Document B. In later editions of ADB, this has been expanded to include approved installers as well as certificated products.

The group is looking for relevant cases from PFPF Members and others to take onto its agenda and to pursue with regulators and legislators.

*(The GAI is a member of the PFPF, and is represented at meetings by Jacky Sinclair, GAI Technical Consultant.)*

# LAUNCH

THE MIDDLE OF A WORLD-WIDE RECESSION MAY SEEM LIKE A COUNTER-INTUITIVE TIME TO START UP AN ARCHITECTURAL IRONMONGERY DISTRIBUTION BUSINESS BUT THAT'S JUST WHAT OWLETT-JATON HAS DONE. HELEN CURRY VISITED THEIR HQ IN STAFFORDSHIRE TO FIND OUT WHAT THINKING LIES BEHIND THE DECISION.

**"We may be in recession but that doesn't stop us – we're always looking for new ideas and opportunities and, to be honest, an AI distribution business fits our business model like a glove." That's the opinion of Graham Sims, the man brought in to launch Owlett-Architectural in late 2009.**

Parent company Owlett-Jaton certainly has a long tradition in selling hardware, dealing with builders merchants and sheds selling fixings, fastenings and hardware. Although the company has dabbled before with dealing with AIs, this is the company's first concerted foray into the sector. In many ways, this was a development waiting to happen. Although the company sells a huge variety of products with tens of thousands of lines on its books, it has grown to this size very much by focusing on customer service – the traditional USP of the AI. For instance, customers can expect next-day delivery across the UK thanks to Owlett-Jaton's massive infrastructure and logistics capability.

The Owlett-Architectural business is run from the sales office in Dartford in Kent but all the products are dispatched from the Owlett-Jaton HQ in Stone in Staffordshire with its impressive 250,000 square foot warehouse. Expertise in warehousing, packaging and logistics is on tap there for the new business too.

"This isn't the kind of company that will do things by halves," continues Graham. "It would have been easy to begin with standard products off the shelf but that's not the Owlett way. We have launched products specifically designed for the AI market."

Graham's enthusiasm for the products shines through and the company has concentrated on launching a strong core range of steel and aluminium AI products including handles, hinges, locks and closers. All are branded and boxed and, crucially, everything has been tested and certified by Warrington Exova with CE marking and Certifire certification where appropriate. The products are manufactured in China in a factory which has been supplying Owlett for more than fifteen years.

"Extra products - such as panic hardware - will be added as time goes on," says Graham. "I've seen every product through from drawing board to delivery so I have total confidence in them. Having shown them to many AIs, they have

told me that they will have no problems selling these products on."

One of the highlights of the new range is a series of stainless steel lever handles, pull handles, escutcheons and signage made from grade 304 stainless steel and aluminium. Owlett has designed features into its products to try and encourage AIs to come back for more and the lever handles are a case in point with four-point fixings providing a robust and sturdy installation. The products are tested to EN 12209 where applicable and carry the full CE mark and Certifire approval.

Owlett can also offer a full range of lock cases in all UK sizes and offers both British Standard and non-British Standard configurations, along with a UK size contract range, a full DIN standard lock range and a range of pull handles, escutcheons and signage. Door closers are available in fixed power size 3 and optional 2-4 by spring adjustment and by template fixing, making them suitable for a variety of different applications. Each door closer can be fitted with a selection of different covers and with several different finishes.

There is also a range of grade thirteen hinges successfully tested to EN 1935 with the all-important CE mark and Certifire approval. These are available in both polished and satin finishes and a selection of 3" x 2" hinges complement the range to provide products where fire testing is not a requirement.

Graham Sims believes these hinges represent well the company ethos with regards to



# PAD



quality. "Our hinges are one of our showcase products so it's important that they reflect our values of quality and reliability. As a newcomer to the marketplace, it is vital that we stand out from the crowd so we've insisted our hinges are built to an excellent standard while all our prices remain competitive.

"Development of the hinges has included proving them to one of the highest commercial fire tests to the latest European Standards (EN1634) – including them within the Certifire Approval Scheme– and ensuring that, at grade 13 (of EN 1935), the build quality is extremely good."

Customers can also complete their specifications with a comprehensive range of products from other leading manufacturers including ASSA ABLOY, Ingersoll Rand, Squire, Ryobi and Codelock.

The Owlett-Architectural product range is available for order online at [www.ojtrade.com](http://www.ojtrade.com), but Graham is keen to emphasise that the company is not selling direct. "The ordering process maybe online but customers must have an account with us to order." The site has been designed to make the specification of hinges and other architectural hardware from Owlett-Architectural very quick and simple.

Having been in the AI trade for 23 years with the likes of Chubb, Abloy and HOPPE, Graham is well aware how the AI trade works. "Although Owlett-Jaton is a huge business, with its own procedures in place, there is not a 'one size fits all' mentality," he says. "We can call upon the infrastructure and resource of the

rest of the business, but ultimately, we know the AI market works in its own unique way."

Graham launched the business in the autumn of 2009 and has already talked to a lot of people about the new venture "We know we won't get a second chance at this. We have to get it right first time. We're not playing at this and I believe we've got the formula right – great products, great people and the backing of a massive support infrastructure."

The company has proved this commitment to the AI trade by immediately joining the GAI and, because Owlett-Architectural recognises industry training as vital to future success, it has put two members of staff through the GAI's education programme.

Graham is looking forward to the challenges. "The market has been the same for a while now and we believe there is an opportunity to give AIs more choice when it needs someone to come in with new energy levels and massive stock holdings to give AIs the service they want and need in tough times."

**" We know we won't get a second chance at this. We have to get it right first time. We're not playing at this and I believe we've got the formula right – great products, great people and the backing of a massive support infrastructure. "**



# FAMILY FORTUNES

WHEN THE WINNER OF THIS YEAR'S **GAI PINNACLE AWARD**, SPONSORED BY **ASSA ABLOY** WAS ANNOUNCED AT THE GAI EDUCATION AWARDS LUNCH IN NOVEMBER, THE NAME MUST HAVE HAD A FAMILIAR RING FOR MANY PEOPLE IN THE AUDIENCE. **CLAIRE FURNESS** FOLLOWED HARD ON THE HEELS OF HER HUSBAND NEIL WHO CLINCHED THE AWARD ONLY LAST YEAR.

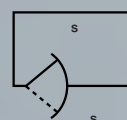
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**W**hen Claire took her Level Three exams last summer, she had a very good incentive for doing well. Not only did she know that a good performance could make her the winner of this prestigious and lucrative prize, she also knew that her husband would be keeping a close eye on his results. "I knew that Neil would be ribbing me if I didn't do well in the Level Three exams," she laughs. "I would never have lived it down!"

The Pinnacle Award, sponsored by ASSA ABLOY Door Solutions, is part of the GAI's ongoing commitment to excellence in education and training in the architectural ironmongery trade. The organisation's education programme is well respected in the construction industry as one of the most thorough and professional qualifications.

And it's an award worth winning with a £3000 holiday voucher up for grabs for the student who performs consistently well throughout the three years of the education programme. After impressively finishing top in her year one and year two exams Claire had an inkling that she would be in with a chance of winning the Pinnacle Award which is given to the student with the best aggregate scores over three years of study. "I was still surprised when my name was called out at the Awards Lunch," confesses Claire. "I hadn't been very well on the day of the Scheduling exam so I wasn't sure how well I'd done!" In fact Claire won the Silver Medal in the Level Three exams in a very strong field.

As well as her family connection with this award, Claire has Architectural Ironmongery in the blood as the daughter of Graham Taylor, the founder of Classic Hardware in Leeds. It was here that Claire met Neil when he joined the firm six years ago.

Claire undertook the GAI training programme as a way of learning the basics but after doing so well in the Year One exams, decided to carry on through the three-year programme. This was also as part of Classic's strategy to win more contracts in the commercial sector. "We had been very successful in the domestic market but were keen to handle more commercial projects," says Claire. "Having a Diploma holder is vital if you are going to win big commercial contracts."

Classic is now owned by Jackson Building Centres, part of the Grafton Group,

since Claire's father sold the business two years ago. "Dad was very proud of me," admits Claire. "And happy that Neil and I are keeping the family AI tradition going."

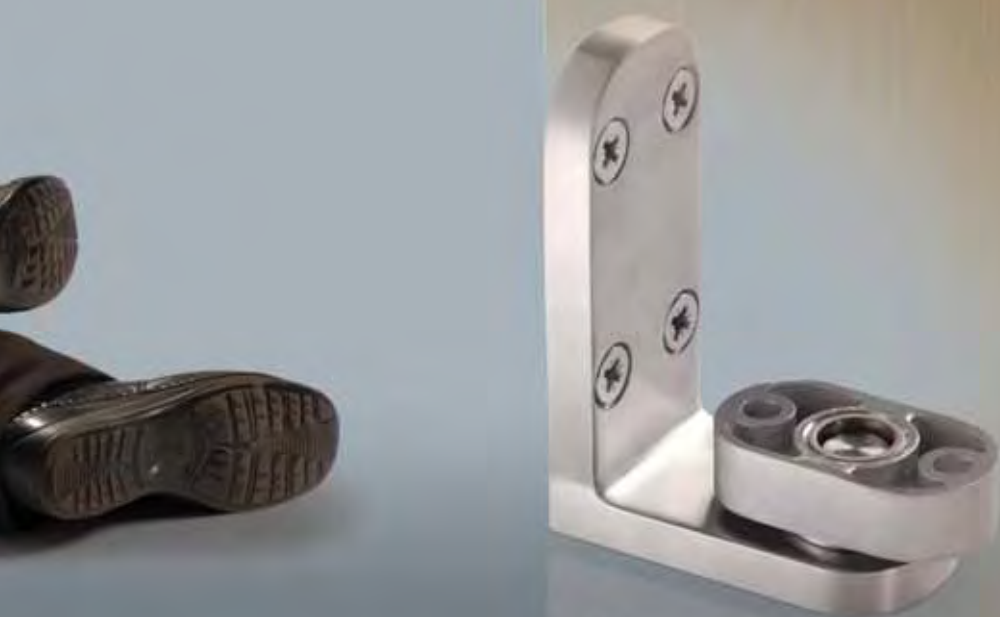
Claire enjoyed her time studying for her Diploma, particularly the residential courses which she believes were vital to her success. "It can be quite daunting to receive the manual through the post," she says "But the residential courses give you the knowledge – and more importantly – the confidence to succeed." Claire particularly appreciated how the information is put across on the course, pointing students in the right direction for the course work and exams.

The courses also helped her meet and network with other people in the trade, building up firm friendships on the residential courses she attended in Birmingham. "It was great to meet up with these friends at the Awards Lunch – a fun event and a good chance to network."

When we spoke to Claire, Britain was in the grip of its most prolonged cold spell in living memory – which has made Claire keen to book up her Pinnacle trip for later in 2010. "Neil and I were lucky enough to go to the Maldives last year – and this year the world's my oyster again!"



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# TRAINING

company – HÄFELE – that is continuing to invest in training through the recession.

Research by the CIPD claims that companies that do not train are 2.5 times more likely to go bankrupt, and they are less likely to retain vital talent. Some spending on training has inevitably come under pressure in tough times and businesses need to ensure that spending is efficiently allocated and training policies fit with business objectives. HÄFELE's training objectives remain a clear part of the company's business plan – and that has not changed in tougher times.

This philosophy comes from the top. Director of HÄFELE's AI Business, Mike Kelly comments, "At HÄFELE we place a very high importance on the GAI education programme because it differentiates us in the market. Well-informed, confident people are a vital part of our customer service offering so we take it very seriously indeed. And I think that's reflected in how well our students do. We've had a good number of prize winners over recent years. We won't be scaling down that commitment in difficult economic times – obviously taking into consideration the year to year commercial aspects and needs of the Company – training and customer service is more important than ever now," he concludes.

This opinion is echoed by HÄFELE's education consultant, Alan Kemp. Alan worked for HÄFELE for 10 years and during that time he became synonymous with the company's well-regarded training ethos. "The GAI

Diploma definitely has currency in the trade," he says. "It's the 'degree' of architectural ironmongery." Alan himself is a former Gold Medal winner from 1983.

"Architects and specifiers don't take long to realise if the person they're talking to doesn't know their subject so it's vital that everybody within our organisation who deals with customers really knows what they're talking about. Knowledgeable staff also make better salesmen," he continues. "Someone who knows their onions can help a customer make the right choices and sell on extras that they may need but not have thought about."

This is backed up by 2006 Silver Medal winner Andy Capel, HÄFELE's Chief Estimator. "We are all operating in very competitive markets," he comments. "The pressure from cheaper, imported products continues so it is vital that we can offer our customers added value and top-rate service in order to stay competitive."

"Even with all of my working experience, I learned a lot on the GAI course. It was a great chance to learn up-to-date information, and iron out some of the bad habits we all pick up along the way," he concludes.

It was very early on the development of the HÄFELE Architectural Ironmongery business that training came to the fore. When Alan joined in 1999 there were only six members of staff plus the reps on the road and Mike Kelly was then the buyer.

"At HÄFELE we're incredibly lucky to have the back-up and resources that the whole group can offer us," says Mike Kelly. "We have a huge diversity of skills, people, and expertise to call upon throughout HÄFELE UK and we've built our success in the AI business on this very firm foundation."

"When I joined, the company built up a great business selling sliding door gear and decided to move further into Architectural Ironmongery," concludes Mike. It soon became clear that the team would have to get trained in architectural ironmongery if this strategy was to succeed since most of the staff had a background in selling furniture fittings and sliding door gear. The first members of the team embarked on their Diploma and it soon became apparent that this needed to extend across the whole division if the company was to make a name for itself in the AI sector.

"Trained ironmongers are worth their weight in gold for a business,"





# GROUNDS

insists Alan. "At HÄFELE we quickly learned that an AI has to be flexible, knowledgeable and fast on its feet to deal with its customers demands. And people who are willing to learn are an asset to any business," says Alan. "This holds even more true in a recession when companies with skilled and knowledgeable staff will be in a position to trade through the bad times and come out of the other side in a good position."

This strategy has continued to this day with every single member of staff who joins the AI business at HÄFELE undertaking the GAI education programme. The company has an excellent success rate with over 95% of its candidates gaining their Diploma and man medallists under their belt, including this year's Bronze Medallist, Graeme Sylvester.

This is due in no small part to Alan's dedication and the commitment of the whole management team. One of this year's successful HÄFELE Diploma Holders, Matt Lissaman, sums it up. "We are lucky at HÄFELE that we get fantastic support from our 'Ironmongery Oracle' Alan Kemp. He gives us some fantastic training. There's a lot to take in but I did plenty of practice on past papers. The GAI Diploma is so well regarded in the industry; I think this has been a great opportunity to develop my career and myself personally," he says.

This long association with the GAI education programme was cemented last year when HÄFELE sponsored the GAI Awards Lunch for the first time. It seemed eminently fitting that a company which has a long tradition of investing in GAI Education should be so firmly associated with the event where educational excellence is recognised and celebrated.

Mike Kelly believes the new partnership is an exciting development "We are pleased to be associated with the GAI and the event. The 2009 event was a big success for us and the whole team is looking forward to working together to stage another first rate event next year."

The individuals at HÄFELE who gain their GAI Diploma certainly see the benefits for their own careers – and the business as a whole. Sarah Javoric, who collected her certificate in November comments, "I do scheduling at work but I would say that the course definitely helped me. Of course the scheduling in the exam isn't totally realistic because price doesn't come into it! But it certainly gives you confidence that you know your stuff."



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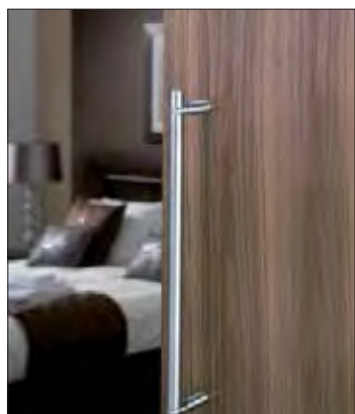


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THE [BRAID TOWN HALL](#) IN [BALLYMENA](#), COUNTY ANTRIM, WAS GIVEN A MAJOR OVERHAUL IN 2008 WHEN THE ORIGINAL BUILDING WAS REFURBISHED AND AUGMENTED WITH A BRAND NEW MUSEUM AND ARTS CENTRE. THE BUILDING HAS WON NUMEROUS ACCOLADES, NOT LEAST A COMMENDATION IN LAST YEAR'S [GAI/RIBA SPECIFICATION AWARDS](#). [HELEN CURRY](#) SPOKE TO THE ARCHITECTS AND THE AI INVOLVED IN THE PROJECT.

# ENHANCING THE OLD & PROVIDING THE NEW







Now a focal point for the whole town, the Town Hall's architectural ironmongery scheme was very much a joint effort – the fruit of a close working relationship between AI MB Architectural and architects Consarc Design Group in Belfast.

Since it was opened by the Prince of Wales, the building has received a number of plaudits including a regeneration award from RICS, but it is the way the building has become fundamental to the town that wins most praise. "It is a signature building and I think that people do see Ballymena in a slightly different light because of the Braid," says William Blair, Museums Service Officer at Mid-Antrim Museums Service "We want to deliver some real benefit in both social and economic terms."

This view is echoed by Sarah Villiers from Consarc who was the architect responsible for the building. "It's all very well winning awards, but the best thing is that the building is working so well for the people it was designed for," she says. "It has become an integral part of civic and community life now."

'The Braid' building was formed from the revamp of the Grade II listed 1928 Town Hall in Ballymena. But this was much more than a simple refurbishment. The original building has been extended to incorporate a new museum, an auditorium which seats over 400 people, a 77 seat studio theatre, a dance studio, arts workshops and gallery spaces, and a public art collection. It is situated on the River Braid from which it takes its name and was praised by RICS as being "instrumental in attracting people to a neglected area, and is much enjoyed by all sections of the local communities. This is a beacon regeneration scheme with massive cultural and social benefits for Ballymena and the surrounding area."

Since opening to the public, the refurbished auditorium has become one of the best used and most well-attended facilities of its kind in Northern Ireland, playing host to cultural festivals as well as music, drama and dance events.

Regional Manager Douglas Masterson, who ran the project for MB Architectural was first involved in the specification of the project in 2001 when Consarc asked him to put a schedule together. He recalls how many times the schedule changed as the project progressed. "Originally we were asked to schedule ironmongery but as time went on the specification increased to include automatic operators and an on-line access control system," he says. "What contributed to the success of the project was a very supportive architect who worked closely with us and fought every step of the way to ensure the very highest specification was maintained. As the building is listed, we also worked closely with the architect to refurbish some original ironmongery from the old Town Hall, allowing the original doors to be retained."

Among these refurbished items were some original Hawgood double action hinges which had to be retained as the doors had been specially morticed to take them. In addition, bronze door furniture was sent away to be restored to its original condition.

In the new parts of the building, the architects chose the Sembla range. Sarah Villiers explains, "From the outset we were keen to specify door hardware that reflected the slick, minimalist design which runs throughout the whole structure. The furniture we selected gave us that and we fought hard throughout the project to keep that level of specification as we wanted to retain the very best quality hardware."

MB Architectural scheduled more than 200 doors for this project, ensuring DDA compliance, adherence to fire regulations and LRV ratings. They also installed a fully on-line access control system and a combination of door operators from the GEZE range. These operators were chosen to offer maximum convenience and safety for the elderly or those requiring assistance.

Douglas continues, "This is a building which MB Architectural is particularly proud of. This was a very complex and challenging job but one which we all enjoyed working on, partly due to the amazing building, and also because of the great partnership we had with the architect."

MB Architectural is part of Grafton Group's architectural division which also includes MB Doorplan in Dublin, and the Lloyd Worrall and Yannedis branch network in GB.

The Braid project was one of seven awards won by the Group at last year's GAI/RIBA Specification Awards. Lloyd Worrall won the Sustainable Buildings category for the architectural ironmongery supplied to Sharrow School and were Highly Commended in the Residential Buildings category for their work on Whitfield House, a new concept in residential care for the elderly in Glossop. Lloyd Worrall received a Commendation in the Public Buildings category for the ironmongery they supplied to Breathing Space in Rotherham.

London-based Yannedis received Commendations for their contribution to three major projects: St Pancras International Station (Renovated Buildings category), Windsor Castle (Established Buildings category) and the North Wing of Guildhall (Public Buildings category).

Douglas concludes, "To be so successful across all the award categories shows that our architectural sales teams are consistently providing design solutions that exceed our customers' expectations."

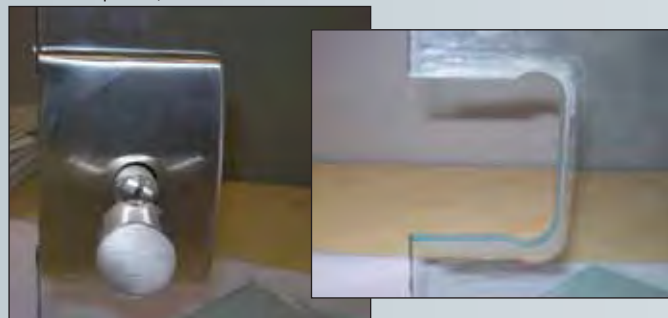
# Glass Door Hardware – It's Architectural Ironmongery!

**Gary King from HÄFELE argues that hardware for glass doors should come under the remit of AI's.**

From experience we know that many Architectural Ironmongers consider frameless glass door hardware to be a specialist product and often leave this part of the door schedule to others. As the product manager for Häfele UK's range of fittings in this popular area maybe I should keep quiet, but with a basic knowledge of glass, specifying this range of products is just the same as dealing with ironmongery for timber doors.

## Basics of Glass

The majority of hardware sold in the UK for frameless glass doors is designed for a material called toughened glass. This is a standard float glass which goes through a process which ensures that the panel is 4-5 times stronger than untreated glass and more importantly should it break it will shatter into safe diced cubes which will not cause any cuts or grazes to anyone touching them. The most important rule which sometimes causes problems when toughened glass is used is that this material must be cut to size before the toughened process as it will break if attempted afterwards. In terms of using patch fittings, hinges, locks etc this rule is also important as most of these products require part of the glass to be cut away, or holes to be drilled (sometimes called notches, cut-outs, glass preparation) to allow the hardware to be fixed correctly (see Fig 1 glass door lock and 2 the cut out required)



**Fig 1 glass door lock and 2 the cut out required**

Failure to order the correct glass preparation for the hinges, locks and handles will generally mean that the glass cannot be used and will have to be reordered at extra expense, so it is important to check the manufacturers' details to ensure templates have been sent to your customer for all the components being used.

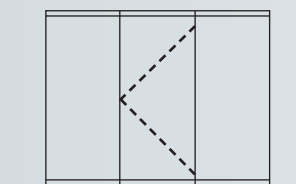
## Commercial Glass Doors

Glass pivot doors are of course very popular for shops, restaurants and offices, they allow light to flow into the building and have a modern fashionable aesthetic.

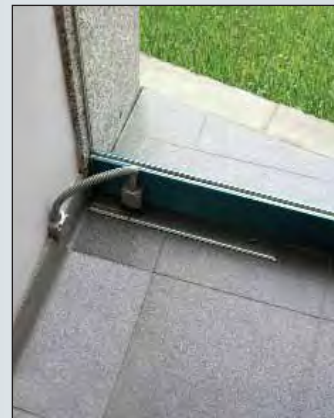
The majority of commercial entrance doors are double action pivot doors and the glazing industry classifies the door as one of three types, A,B or C depending on the type of fittings used no matter which manufacturer supplies the hardware.

### Type A Doors

Type A doors use a complete clamping rail across the top and bottom of the door, the bottom rail mounts onto a floor spring or pivot and the top rail locates into a top centre which allows the door to pivot. Because the rails are clamping the door across the full length they are ideal for large doors up to 1400mm wide and 4000mm high. This type of fitting is now often used when electronic locking is required as an electric strike system can discretely be fitted.



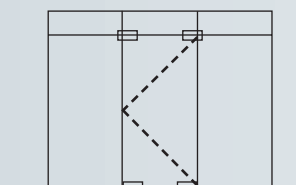
Viewed from outside



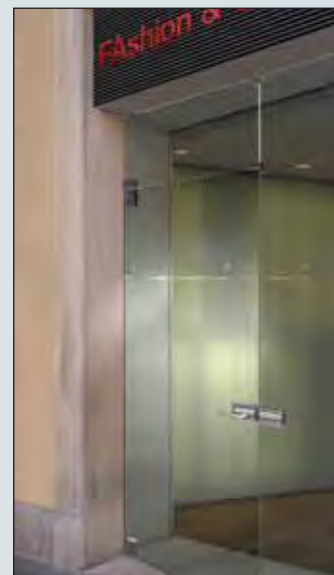
**Fig 3 – Type A door diagram, Fig 4 – Door rail with power loop**

### Type C Doors

The most popular type of glass door is called a type C door and this uses fittings called Patches which mount onto the top and bottom corner of a door to allow it to be mounted onto a pivot or floor spring at the bottom and top centre at the top. Unlike a type A door which must be used in a timber or metal frame, Type C doors can be mounted into a glass wall, by using patches above the door to provide the top centre facility, which is one of the reasons this option is popular with architects and designers. Other patch fittings can be used to provide locks on each corner of the doors and strike boxes on the fixed panels



Viewed from outside

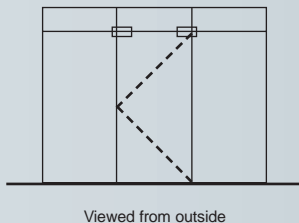


**Fig 5 Type C door diagram, Fig 6 Type C door used in a glass surround**

### Type B Doors

The glass door types described as a type B door use a combination of patches at the top and rails at the bottom. The most common reason for using this version today is when the designer wishes to install access control such as a telephone entry system which can be mounted in the bottom rail, but also wishes to have glass around the door so patch fittings are used





*Fig 7 – Type B door diagram, Fig 8 – Type B door image courtesy of Dorma UK*

## Interior Frameless Glass Doors

When the Architect or Designer requires interior glass doors for commercial or residential projects, they will often require single action doors which may need to be mounted into existing frames. Whilst patch fittings or rails are available in single action versions it is often easier and more economical to use a pair of hinges for these applications.

There are many different designs on the market but most manufacturers offer versions which will fit into rebates up to 45mm allowing glass doors to be used in place of existing wooden doors.

*Fig 9 – Glass door hinge*



## Door operation

As with timber doors, frameless glass doors are used in a wide variety of openings such as living rooms, office doors, bathroom doors. With this being the case a range of different lock type are available to suit these door types, these lock cases are often supplied without the lever which allows the specifier to select a lever which may need to match the other door types in a building



*Fig 10 latch case, fig 11 bathroom lock, fig 12 'sash type lock'*

## Conclusion

This brief overview is a basic guide to some of the products that Architectural Ironmongers can offer to specifiers as part of their door schedule. I have based this on Häfele's most popular RIBA CPD seminar which we have been presenting two or three times a week to Architectural practices for the last two years. When asked about further reading on the technical aspects of glass I always recommend that they contact Pilkingtons and Solaglass, not because we have any bias towards these companies, but both have extremely good websites full of information.

# Master Hinge Makers

Certifire, CE marked, Performance tested  
but most importantly - Phoenix



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## aijglasgow

### ROYAL OPENING FOR DORMA



DORMA has installed two of its KTV atrium revolving doors to the main entrance and staff entrance at the stunning new North Glasgow College Campus, opened recently by HRH The Princess Royal. The £42m development occupies a 5-acre site and is a new focal point for educational opportunities and for use by the local community.

One of the DORMA KTV revolving doors incorporates a new glass ceiling design, a development made possible by powering the door from below the central shaft, rather than above. The inclusion of the all glass ceiling option extends the number of choices available to customers within the range.

The main entrance is a very busy and demanding environment and the DORMA KTV's manage to combine a contemporary cost-effective design, with the practical aspects of noise and dust prevention. The opening cycle, which effectively creates an airlock, is also beneficial in the efficient regulation of temperature and air conditioning systems.

The KTV can be specified for any opening with an inside diameter from 2000mm to 3400mm; plus standard fixed diameters of 3600mm and 3800mm. Also it can be fitted as a two, three, or four-wing design with glazed or metal panelled drum walls and there is an option of additional internal or external night shields.

## aijcoventry

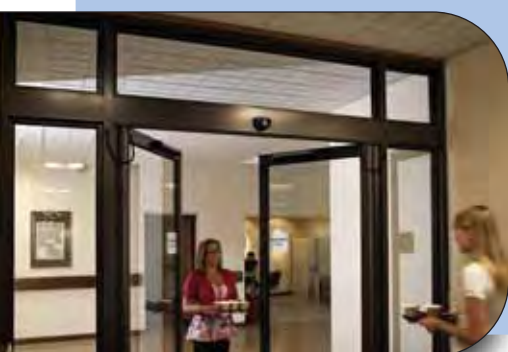
### SWING INTO ACTION

Dor-O-Matic automatic swing doors have been installed as part of a comprehensive refurbishment at the premises of global scientific instrumentation company Bruker Biospin at Coventry.

The traditional wooden doors were well worn and their performance impaired because of heavy traffic use and damage from large instruments being moved around the building. The company required a completely automated door system which would not only provide ease of access but also serve as a smoke protection barrier.

To meet the detailed specification, a complete package including toplights and sidescreens was supplied allowing the header unit and automation gear to be concealed within the framework so no external operating arms were visible. In addition, the use of the new round-safety stiles meant that no rubber finger guards were required. The combination of door safety stiles with seals and brushes to close any gaps at the top and side, and where the doors meet, not only provide a tight seal to prevent fingers from being trapped but also act as a screen to the potential ingress of smoke.

The complete solution provides an aesthetically appealing finish worthy of this prestigious and technologically-advanced company.



## aijnottingham

### EXTENDED HOSPITAL STAY

Around 15,000 ASSA ABLOY locks or ironmongery sets installed in the original 1970s building have required little maintenance and remain fully operational after 30 years of continuous use at Nottingham University Hospitals' NHS Trust's Queen's Medical Centre campus.

ASSA ABLOY has supplied a variety of its products for use throughout the main hospital and other buildings. All products comply with DDA regulations and meet the needs of heavy traffic and usage. An extensive array of ASSA ABLOY door furniture and ironmongery also features throughout the hospital, including hinges, closers and lever furniture, together with ASSA Modular lock cases.

Commenting on behalf of ASSA ABLOY, Tom Jones, Specification Development Manager, said: "The Queen's Medical Centre perfectly illustrates the whole life performance and reliability of ASSA ABLOY's products over a considerable period of time. By delivering an integrated design solution with meticulous attention to detail, we are confident that these products will withstand a further 30 years."



## aijbelfast

### POSITIVE WELL-BEING

DORMA ES200 automatic sliding operators have been installed throughout the new £18.5m Grove Wellbeing Centre in Belfast, the first in Northern Ireland to offer health, leisure and library facilities under one roof.

Designed by architect Kennedy Fitzgerald Associates in association with Avanti Architects, the new 'one-stop shop' facility features contemporary and modern designs, providing open space with light flooding in through the application of floor to ceiling glass walls.

DORMA's specification was a natural fit with the overall architectural design as Norman Hutchinson of Kennedy Fitzgerald explains: "When the designs for access throughout the building were being considered it was important that the feeling of openness and fluid movement was maintained. DORMA's sliding operators have certainly helped us achieve this."

The ES200 is designed to meet the requirements of almost every automatic sliding door application. Thanks to the new programming functions, installation, set-up and maintenance are now simpler and faster.





## aijedinburgh

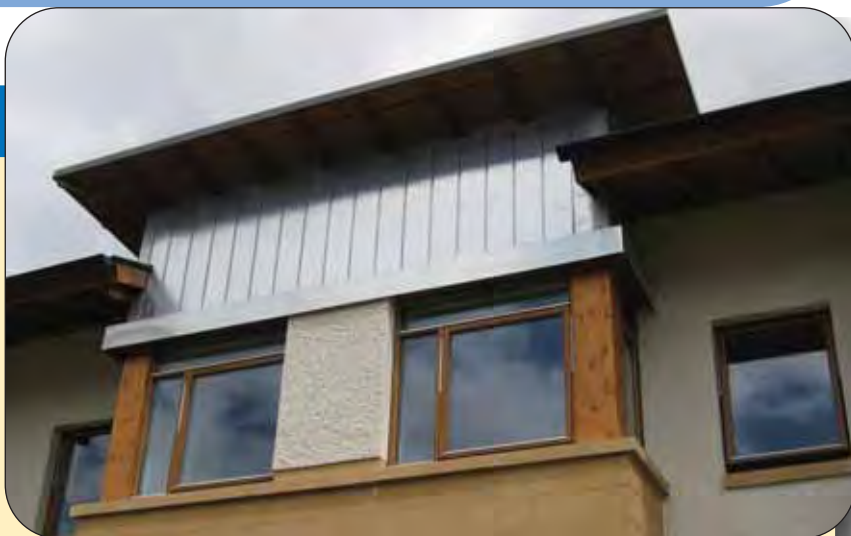
### WINDOW ON THE WORLD FOR VETERANS

Scandinavian producer Janex is supplying 300 high quality stained timber windows and 200 HPF internal fire doors with beech veneer finish for a new extension at Gilmerton, Edinburgh for the veterans charity Erskine, which provides care homes in Scotland for ex Servicemen and women. The extension provides an additional 48 beds to the existing care home.

Founded in 1916, Erskine has provided nursing and medical care for former members of the Armed Forces through two world wars and the more recent conflicts and peace keeping initiatives of the twentieth and twenty first centuries.

The £8.7m new build project at Gilmerton Edinburgh is an extension to the existing 40 bedded residential care facility, opened in November 2001. It will more than double the existing capacity. The building is set on two storeys with full disabled access, en-suite facilities in every room, and direct access to a secure sensory garden from each room. A previous facility was demolished to make way for the new build.

As a commercial building, the doors have a high specification for fire regulations to 30 and 60 minute fire rating. A range of internal doors are finished with crown cut beech veneer and provided as full doorsets complete with ironmongery package, and as single and double swing doorsets. The fully reversible canopy timber windows have a typical u-value of 1.4W/m<sup>2</sup>K and are finished with a teak stain. Inward and outward opening French doors on this project were stained to match the finish of the windows.



## aijliverpool

### THE ONE AND ONLY

The Liverpool One Masterplan, by interdisciplinary design firm BDP is a new scheme credited with single-handedly reversing Liverpool's fortunes by bringing a new social and economic vibrancy to a run-down 42-acre at the heart of the city and features DORMA door closers and architectural hardware

DORMA's door control products, including TS83 door closers, ITS96 concealed cam action closers and the AD4000 range of panic hardware were carefully selected and presented to BDP by architectural ironmongers Scott Beaven Radius Ltd of Gateshead due to their durability and value for money – a key criteria from the outset.

To meet the requirement for a fully concealed closer on the residential apartments, Scott Beaven Radius Ltd supplied the DORMA ITS96 cam action closer, a variable powered door closer so slim that it can be installed and completely concealed within the door leaf. DORMA

182 escape locks were also fitted to each of the apartment entrance doors.

The ITS96 closer features D O R M A 's unique heart-shaped cam system which results in low resistance throughout the door's opening arc, this ensures the door closer can help the doorsets meet the maximum opening force of 30 Newtons between 0-30 degrees of opening and 22.5 Newtons between 30 to 60 degrees (as detailed in ADM and BS8300) when the closing force is set at Size EN3, the minimum for fire doors.



New **TECTUS 3D** – continuous height adjustment hinges, completely hidden when door is in closed position.

CE marked & fire rated options plus A8 version suitable for door claddings up to 8mm, including glass and laminate



High performance, top quality hinges for doors & windows. Ranges also include **SAMSON** a solid brass, maintenance free, CE marked, fire rated hinge with 25 year guarantee and designer finial options

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## aijoxford

### MEDICAL CARE

Facilities Managers at The John Radcliffe Hospital have specified Codelocks to provide convenient, flexible access control solutions for high traffic areas within the healthcare facility.

The new CL600 mechanical lock with the Quick Code keypad recoding function has been installed to provide a heavy duty, low maintenance solution for doors in constant use

throughout the hospital.

Traditionally, code changing on mechanical locks has required the lock to be partially disassembled and physically removed from the door, however the new-patented design of the CL600 allows the code to be changed from the front via a key.

Neil Hemmings, Estates Supervisor at the John Radcliffe Hospital commented, "The new CL600 from Codelocks ticks all the boxes for us as we required a high quality, robust lock with Quick Code change to replace existing locks that were not able to endure the constant, everyday use on site. The on-door code changing function is a major benefit for large sites with multiple installations and will dramatically cut down maintenance time for busy hospital estates and facilities managers."

Codelocks CL200, CL400 and CL4000 ranges have also been installed in the hospital, the CL4000 electronic lock providing the convenience of keyless access to administrative and nursing staff as well as a key over-ride feature for management functions and emergency situations.



## aijcumbria

### GRAND DESIGNS

A traditional cottage set in the dramatic landscape of the Lake District has undergone a spectacular refurbishment inspired by the programme 'Grand Designs', with a cutting edge extension using a sophisticated IGG integrated glass system from GEZE UK.

Owners of the Cumbrian home are now enjoying spectacular views from the coastal hilltop site, which incorporates the latest in double

glazing and GEZE UK's swing door technology to create a frameless, full height glass screen room which makes the most of the panorama while cocooning inhabitants from the elements.

GEZE UK's IGG integrated glass system was chosen for its unique fitting system, where the mechanical parts of the outward opening manual swing door are just 45mm wide and concealed within its slim frame, creating a sleek glass façade. IGG is safe, functional and able to withstand extreme weather conditions, including 80mph gales, driving rain and snow, useful in the unpredictable and harsh Cumbrian climate. The door is also rebated and uses double neoprene seals to enhance the insulation, reducing air leakage rates.



## aijlondon

### STIRLING SERVICE

Häfele UK products were selected by the Architects, Rogers Stirk Harbour for their 'Maggie's Centre' project in London which has been awarded the 2009 RIBA Stirling Prize for the building of the year.

The Architects selected Häfele's high performance sliding systems – Hawa Junior 80 and Junior 120 - which are designed to give silent finger touch operation even with heavy wooden doors weighing up to 120kgs each. The systems are also tested up to and far beyond the EN standard 1527 for sliding door systems guaranteeing many years of trouble free use.

This was the first Maggie's Centre in England - a cancer care centre designed as a non-institutional home from home to provide care and advice to people affected by cancer. Some of the world's most famous architects have designed for Maggie's Centres whose founder Maggie Keswick Jencks had a profound belief that architecture and environment can deeply affect how you feel. Everything at the London Maggie's centre is geared towards creating a warm domestic environment: most of the doors are sliding so that people can feel free to walk anywhere they want.



## aijgosforth

### NEW DESIGN FOR HOSPICE

Laidlaw Solutions' Orbis Timber Doorsets and Satin Stainless Steel Orbis Commercial ironmongery have been used with timber and stainless steel handrail systems in St. Oswald's Hospice new £2.8 million Day Services Suite in Gosforth. Access control units were also fitted to static and 'Auto Doors' in corridors in a project for which interior design and furnishings were considered to be of critical importance.

JDDK architect Stuart Franklin commented, "We worked closely with Laidlaw to develop a contemporary adaptation of their existing balustrade range which suited the scheme aesthetics, at no extra cost. Laidlaw's customer liaison/aftercare service was reassuringly pro-active throughout the project."





## aijlondon

### ACTION STATION

Over 100 Martin Roberts steel doorsets from Ingersoll Rand Security Technologies have been fitted at the refurbished White City and brand new Wood Lane Underground Stations in London as part of Transport for London's investment programme. Martin Roberts performance doorsets were chosen for their ability to meet the demanding criteria of the transportation sector posed by high volumes of traffic and heavy usage.

A mixture of security, thermal and fire resistant steel doorsets comprising vision panels, louvres and side panels have been installed at both passenger level and back of house areas. Specially made mesh doors have been used throughout the stations to provide safety and security for staff and users alike. A variety of colours and finishes were used within different areas of the stations, from stainless steel and powder coated finishes to a special mark-resistant shot peened finish for areas subject to heavy wear.

Successfully tested to one million cycles in accordance with European Standard BS EN 1191, their benefits and superiority over timber include increased durability and reduced maintenance, coupled with better fire, acoustic and security performance and favourable life-cycle costs.



## aijliverpool

### THE FINAL STRAW



Michael Cunningham Architects' have designed for an 'outside' classroom for Rudston Infants School to introduce ecological issues to the school. The timber frame extension, built as part of a new play area and opened by Jane Kennedy MP, Minister of State for Farming and the Environment, used straw bales to create walls 450mm thick, a cedar shingle roof and bespoke doors using sliding door gear and ironmongery made by Laidlaw Solutions. Laidlaw's Liverpool Branch Manager Dave Boland commented, "Perhaps not surprisingly, this was Liverpool's first building of its type and we were asked to provide two sliding doors to the architect's requirements".

## aijbirmingham

### HEALTHY OPTION

4500 Orbis Timber Doorsets from Laidlaw have been specified at two new PFI hospitals at St Helens and Whiston.

In addition to a 30-year maintenance and replacement contract, specialist requirements included 50 post-formed 'Acrovyn' PVC-faced sterile doorsets for level 1 theatres, 80 Radiological performance doorsets for X-Ray departments and 180 Easi-fold doorsets for disabled POD bathrooms. Orbis Commercial ironmongery in Silk Anodised Aluminium was supplied for the 'Bio Oak' laminated doorsets, with solid nylon Normbau levers and pull handles used for the 'Corfu' Formica® psm laminate doors.

Laidlaw Managing Director John Jefferies commented, "This is a huge project that Laidlaw has been proud to support. We have worked in partnership with the Taylor Woodrow teams, at both St Helens and Whiston, to deliver a world class hospital for the client and local community. There could be no better illustration of Laidlaw's ability to meet the specialised needs of healthcare projects in the UK."



## aijbirmingham

### IN THE BULLRING

A complete overhaul of the Contractor Permit to Work system has been rolled out at Bullring, Birmingham, using Interflex software supplied by Ingersoll Rand Security Technologies.

The Interflex 6020 Contractor Permit to Work and Visitor Administration system replaces the existing and archaic full paper trail system by integrating the existing paper forms and procedures into an electronic software format. The Interflex package was chosen following six months of search and testing by the customer who required an easy to use, reliable system which is fully compliant and totally auditable. Transferring to a software platform has not only saved time, allowing for quick and easy registration of companies and personnel with regard to issuing passes and permits to work, but has greatly increased all aspects of security, monitoring and efficiency.



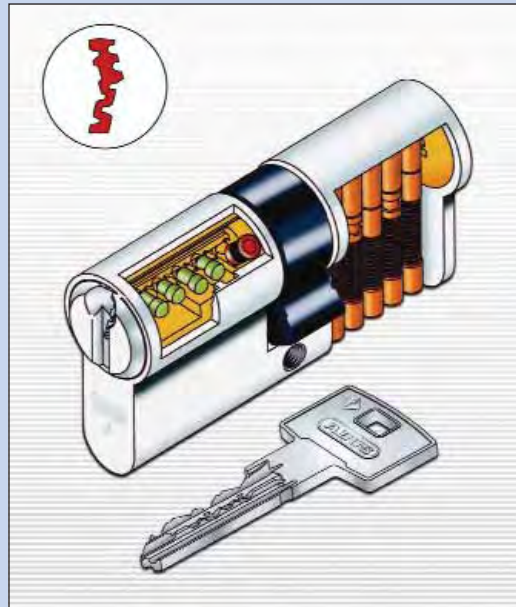
## A CUT ABOVE THE REST

Via their new service centre in Bristol, ABUS have launched the Pfaffenhain (APf) range of cylinders and they are currently recruiting 100 elite UK locksmith and architectural ironmongers to adopt this brand new system of security. Available in nickel plated or polished brass finish - for larger projects like the Burj Arab, the locks can be produced in any colour finish.

■ For an appropriate commitment to stock, APf Service Centres will have a unique product and security service for their customers. The APf systems offer:-

- Unique or shared special section (no other within 50 miles)
- Patent protected till 2025
- Appropriate security options for internal & external doors
- Cost effective master and grand master suites
- All cylinders types as well as padlocks available
- Unique 'Y' section curved profiles, ensure total control of key cutting
- ABUS registered 'Lockbase' special software controls key and lock history

There are 3 ranges of locks and keys with varying levels of security and price to cater for all needs. With its 14mm core, 6 pin tumbler mechanism and hardened anti drill protection, APf cylinders offer ultimate mechanical security. And with the unique premium 'Y' curved key profile, the supply of replacement keys are the genuine sole preserve of the APf Security Centre with that section. This is a real guarantee of business for APf Service Centres for many years to come.



## CHUBB AT HEART

Yale, one of the world's most famous lock brands, is launching an expanded range of additional security products, incorporating a comprehensive selection of Chubb technology products.

A range of 54 Chubb security products will now be available under the Yale brand including window latches, hinge bolts, patio door locks, window locks, security bolts, door chains and associated packs of keys. This range accounts for the large majority of Chubb additional security sales and be made in the same factory, by the same people as the current Chubb branded range.

A quick and easy printed Part Number cross reference guide is available for all customers and is also on line at [www.chubb-at-heart.com](http://www.chubb-at-heart.com) to help customers who buy Chubb to switch to the Yale equivalent.

Commenting on the launch of the expanded additional security products range, Yale's Managing Director, John Ward, said: "Yale is delighted to inherit the Chubb additional security range as it complements our existing range perfectly. We all recognise the traditions and heritage of the Chubb brand and are determined to make the transition as easy and pain free as possible for customers."

## UNION LAUNCHES POWERLOAD

UNION Architectural Hardware has launched PowerLOAD, a range of long-life, high-performance hinges designed specifically for door manufacturers and architectural ironmongers.

The PowerLOAD range includes butt hinges, butt projection hinges and lift-off hinges. Each model has a 180° angle of opening and the stainless steel models have been tested to meet very high levels of corrosion resistance.

The lift-off hinges are tested to grade 11 for EN 1935 while both the butt and butt projection hinges are constructed to grade 13. Each hinge has been performance tested to 200,000 cycles in accordance with EN 1935:2002. Cycle tests have also been conducted with butt and butt projection hinges on 160kg doors and to 500,000 cycles on the smaller butt hinges to prove the designs to an even higher level.

PowerLOAD hinges benefit from self lubricating carbon steel and phosphorous bronze bushes. This gives the hinge a significant advantage over traditional ball bearing designs: regular maintenance is no longer required as metal to metal wear is reduced as the bearings self lubricate. In fact, in some cases, if the PowerLOAD hinge is installed correctly, it can be classed as maintenance-free.





## INTEGRITY FROM LORIENT

Lorient has added some new products to its integrity® range of door seals. The integrity® collection of door seals has been designed and tested to offer protection against sound, smoke, rain, fire, light, draughts, dust and even insects. The range includes various seals for the perimeter and the bottom of the door, as well as many speciality seals, such as Finger Guards.

Many seals in the integrity® range have been tested and proven to meet the acoustic and smoke requirements of Approved Document E and Approved Document B. Acoustic performance figures are given for products throughout the brochure wherever applicable.

Many products are also designed with ease of accessibility in mind, to meet the requirements of Approved Document M.

New products include the IS8036 si automatic threshold seal. With a smooth cover plate providing a neat finish, this slimline seal is fixed to the front of the door leaf, making it ideal for upgrading existing doors to provide smoke, sound and thermal containment.

The new IS4220 si threshold plate features an integral buffer seal, and is ideally teamed with an automatic threshold seal for a comprehensive threshold sealing system.

The integrity® range is available in a wide choice of finishes, including stainless steel and silver and bronze anodised aluminium – allowing the freedom to match and complement existing door hardware. Special finishes such as powder coating in RAL colours are available to order.



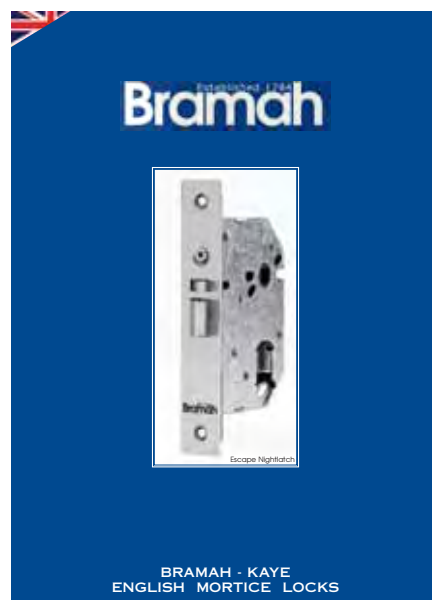
## FEEL THE FORCE

Security solutions providers Adams Rite has launched a new battery-operated keyless entry control, eForce-150.

The new control matches Adams Rite round cylinder deadbolts, dead latches and exit devices that are compatible with a range of aluminum, steel and wood door applications. The device can accommodate up to 150 users, (including master, supervisor and emergency users) plus two one-time codes.

The eForce-150 can be programmed via the keypad to operate in three modes: Standard, Passage and Lockout. Device operation is confirmed by both a visual LED light indicator and an audible sound generated by a piezo horn.

Features include surface mounting with concealed fasteners, field selectable handing, free-wheeling lever with clutch to prevent vandalism, mortise cylinder control, die cast housing and lever, UV stable keypad material, will operate in extreme temperatures (-35°C to 66°C). It is available in a plated satin chrome finish as standard and is powered by 4 AA alkaline batteries.



## OUTSIDE ACCESS

Fred Duncombe Ltd, has announced the launch of the new Exidor 322 Lever Operated Outside Access Device, specifically designed to complement the company's 200 and 300 series range of Panic and Emergency Exit hardware.

One of the key features of the Exidor 322 OAD is the completely unhandled, return to door styling of the lever handle, which has been purposely designed to meet all of the dimensional recommendations of BS8300 and Approved Document M (DDA).

Tested in conjunction with the 200/300 series to the latest 2008 EN standards, the modern streamlined shape of the new 322 cleverly conceals the inherent strength and security built into the product, which is demonstrated by the solid diecast body incorporating a fully enclosed and protected cylinder housing. Additional security measures include a special shear screw on the levers, designed to break under excess force, secure anti tamper fixing with three bolt through fixing points and an interlock on the gating designed to prevent 'bouncing' or drilling through the side of the unit.



## BRAMAH ON THE CASE

Designed for British 44mm, inward opening doors, while operating with Euro, Union or 22mm Swiss Profile Cylinders, the Bramah Range of Kaye designed mortice lock cases comes within a common case incorporating all required locking functions including:

- Latch
- Night latch
- Escape Night latch
- Sash Lock
- Escape Sash Lock
- Deadlock

Working with any make of cylinder - including Bramah's - the Bramah Range of Kaye designed mortice lock cases is a truly open locking system that combines well any handles and comes with a 5 year warranty as standard.

## MAKING A STYLISH EXIT

The Briton 376 range of Panic and Emergency Exit Hardware products from Ingersoll Rand Security Technologies has been restyled to combine fine and contemporary appearance with superior performance. Sleeker lines and a softer form provide a stylish yet robust feel.

Because of the fact that lives depend on its performance, the 376 range has been rigorously tested in the most demanding of environments. These include testing to 200,000 performance cycles as well as specific tests to prevent trapped fingers, corrosion and the abuse of crossbars and bolts.

The CE marked range is fully compliant with the latest revisions of EN 1125:2008 and EN179:2008 which became mandatory requirements in January 2010. Revisions to these standards mean that testing has become more onerous to reflect 'real life' scenarios whereby the exit devices must function effectively under abnormal situations, such as simulated loading and pushing as might be expected in a panic situation.

The Briton 376 range comprises variations of vertical panic bolts, reversible rim panic latches, mortice panic nightlatches, push pad vertical bolts, push pad mortice nightlatches, reversible push pad and rim panic latches. All are available in a wide range of powder coated, dual colour and metallic plated finishes.



## 'INVISIBLE' GLASS DOORS

The new VISUR double action pivot system from HÄFELE UK is a real boon to interior architecture – making it possible to incorporate all-glass double-action doors without any visible fixings. This helps designers create all-glass transparent and spacious living areas, offices, reception, or meeting rooms.

Rather than interfering with the clear outline of the leaf, the hardware components are all located in the surrounding structures, and this complete absence of fittings means that the all-glass double-action door can match any room style.

Central to this simple but remarkably effective floor spring is the easy-to-machine glass shape of the VISUR leaf. Clampable projections – or 'tongues' – cut out in the glass provide the mating connection for the pivot fittings. The bottom glass tongue is inserted in the floor pivot located in the recessed casing. At the top, the upper tongue disappears into the top pivot unit located in the discretely concealed overhead transom box. This box conceals the self closing mechanism (spring strength EN 4) which performs the safe closer function, reliably returning the door to its adjustable zero position after each operation. It also features a backcheck to prevent any door contact with the frame and adjustable closing speed.

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.

## QUALITY OWLETT-ARCHITECTURAL

Owlett-Architectural, the UK's newest distributor of architectural ironmongery, has revealed its full range of new products designed to offer customers a wider choice of quality ironmongery at competitive prices. Each customer can expect next-day delivery across the UK with quality marks and superior engineering integral to the range.

The highlight of the Owlett-Architectural products is the range of stainless steel lever handles, pull handles, escutcheons and signage. Fashioned with grade 304 stainless steel, the lever handles feature four-point fixings providing a robust and sturdy installation. In addition, the stainless steel items have also been replicated in high-quality aluminium along with a dedicated contract aluminium range.

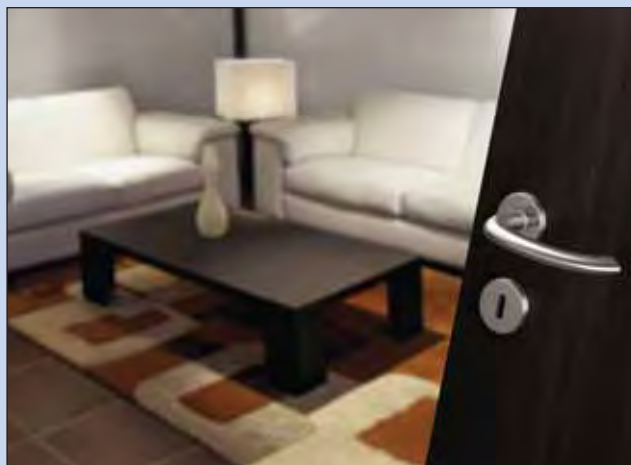
These showcase products are backed up by locks, hinges and door closers of a similarly high build quality. These products are tested to EN 12209 where applicable and carry the full CE mark and Certifire approval.

The full range of lock cases is available in all UK sizes and offers both British Standard and non-British Standard configurations, along with a UK size contract range, a full Din standard lock range and a range of architectural latches to complete any specification. A comprehensive masterkeying capability is one of the features of the new range of six-pin cylinders.

A range of grade 13 hinges successfully tested to EN 1935 with an all-important CE mark and Certifire approval are available in both polished and satin finishes and a selection of 3" x 2" hinges complement the range to provide products where fire testing is not a requirement.

Door closers are available in fixed power size 3 and optional 2-4 by spring adjustment and by template fixing, making them suitable for a variety of different applications. Each door closer can be fitted with a variety of different covers and with several different finishes.





## NEW SATIN COLLECTION

HOPPE (UK) has extended its range of satin stainless steel furniture for internal doors with the launch of the Marseille, Las Vegas & Verona series door handles.

The stylish new additions to the 316 stainless steel collection combine a rounded design with a contrasting line.

The Marseille, Las Vegas & Verona series are available on a rose, - aesthetically pleasing at a competitive price - and as with all HOPPE door handles these designs are backed by a 10 year operational guarantee. An extensive range of matching escutcheons and bathroom turns and an extensive range of mortice locks to complement the 316 stainless steel collection is also available.



## WIRELESS INTELLIGENCE

PegaSys, the latest in wireless intelligent access control from Ingersoll Rand, provides an instant and economical way to upgrade traditional mechanical doors to a fully electronically-controlled access system.

It is designed to provide a simple solution to common access control and key management problems, such as replacing cylinders when keys are lost, unauthorised key duplication and auditing staff movements - all without the need to replace existing doors. Not only is the system simple but it is flexible too, allowing users to easily adapt and expand their system to suit their changing requirements.



## FIGHTING BARRICADES

Primera launch secondary barricade over-ride mechanism to meet the growing demand from the Mental Health Care Sector. It will help clinical staff address a growing problem in mental health care where a patient might deliberately block the key way to their bedroom door as part of a more determined barricade attempt. This could be by means of chewing gum, blutack, chewed paper or even a paper clip forced in to the cylinder to prevent the key from being able to create a shear line. By the removal of a single anti-tamper screw clinical staff now have access to a secondary means of un-locking the door using Primera's emergency T bar key which slides over the spindle.

Anti-barricade doors come with a high price tag and therefore to prevent damaging the door the Secondary Barricade Over-Ride mechanism from Primera provides an effective and speedy way to open the door, without collateral damage.

It is also very useful in cases of snapped keys or in the event that the cylinder just fails through everyday wear and tear. Primera's unique slide over 'Emergency Pull Handle' also provides increased leverage for clinical staff in the case of outward opening anti-barricade doors.

More information from Primera Ltd on 0870 300 1810.



## SHOWING THE DOOR

Leading Panic and Emergency Exit hardware brand Exidor have introduced a new range brochure covering the company's best selling 200 and 300 series of products.

The completely new style and format of the 2010 brochure has been designed to provide the Architectural Ironmonger, Builders Merchant, Architect and specifier with clear and detailed information on the complete 200/300 series, including the new lever operated 322 Outside Access Device and a definitive guide to products certified to the latest EN179 and EN1125: 2008 standard.

It includes full product specifications together with visual illustrations of typical product applications and certification information, and a comprehensive guide to the company's extensive range of keep options available for Timber, UPVC, Steel and Aluminium door sets.

To request your copy of the new 200/300 series brochure please contact Nigel Taylor, Sales Director on 01543 578661, email [sales@fredduncombe.co.uk](mailto:sales@fredduncombe.co.uk) or visit [www.fredduncombe.co.uk](http://www.fredduncombe.co.uk)



## NEW TECH SPEC FROM GEZE

GEZE has launched an illustrated technical guide for its suite of manual door closers and fittings, as well as window control systems, to help architects, architectural ironmongers and specifiers choose the most effective product for their needs.

Featuring GEZE UK's extensive range of door closers, window control systems, sliding door fittings, RWA smoke and heat extraction systems, the guide includes technical drawings, application descriptions and finishes so specifiers have all the options at their fingertips.



## INTEGRITY FROM LORIENT

Door seal manufacturer Lorient has launched a new brochure about its integrity® Architectural Seals – and several brand new products have been included in the range for the first time.

The integrity® collection of door seals has been designed and tested to ensure outstanding protection against sound, smoke, rain, fire, light, draughts, dust and even insects. The extensive range includes various seals for the perimeter and the bottom of the door, as well as many speciality seals, such as Finger Guards. The seals are suitable for a range of applications, including schools, hospitals, commercial and industrial buildings.

The new brochure features colour-coded sections for easy reference. Key product benefits are clearly detailed to allow specifiers to make an informed decision quickly and efficiently.

New products featured in the brochure for the first time include the IS8036 si automatic threshold seal.



## NEW SECURE WEB SITE

Ronis-Dom is proud to announce the launch of its brand new company website. Customers will benefit from a wide range of online resources including technical information, the latest company news and new product development.



## DOOR FURNITURE DIRECT

Laidlaw Solutions' new direct purchase website, [www.laidlawdirect.net](http://www.laidlawdirect.net), gives the opportunity to buy a wide range of general door furniture, closers, locks, latches, shelving and panic hardware online for the first time.

With a price match guarantee, 10% introductory discount and just a £40 minimum order for free delivery throughout the U.K., those without a Laidlaw branch nearby can buy at highly competitive prices with total flexibility. Brands available include Laidlaw's Ferramenta range of stainless steel cast and tubular lever handles as well as products from ten other well known suppliers including Chubb, Dorma, Geze and Yale. Further product additions and offers can be expected on a frequent and regular basis.



# RESTRUCTURING AND REDUNDANCY: THE BURNING QUESTIONS

**Virtually every organisation is examining its costs base and contemplating more efficient ways of doing things, and I set out below some of the main issues that arise when this painful dialogue occurs.**

## **1. I need to re-structure my business; can anyone stop me doing this?**

The short answer is - NO. There are a number of countries within the EC where you would have to present yourself, cap in hand to the local Industrial Court to justify yourself. Fortunately, the UK has a much more laissez faire approach to this area of industrial law (one of the few remaining areas where this is so) and you have an unfettered entitlement to run your business as you think best suits the situation. However, as any change is likely to impact upon your staff, you do have to ensure that you get the "hygiene" of this right, to consult and to set out your intentions in clear terms. It may well be that your staff will be unhappy with your changes, but they can only legally object if the new job is fundamentally different from their previous position.

## **2. If I have to get rid of staff, how can it be unfair?**

You may have the economic justification to make staff redundant, but you must set about the process in a fair and consultative way. If the casualty is in a one-off job, and you are just doing away with that role and giving the residual duties to another member of staff, then over and above consulting with that employee in the way that you would like to be consulted on such an unwelcome matter, the issue is relatively uncomplicated, although it is important, when consultation starts not to convey that you have absolutely made your mind up over the outcome. It is important, in the interests of natural justice that you provide the employee with an opportunity to make an alternative case before you make any final decision.

If, however, you have, say, three drivers, and only want to keep two, then more issues come into play. You would be expected to draw up relevant selection criteria, get two separate people to assess the drivers, typically scoring each category out of 10, then advise the lowest scorer that they are at risk of redundancy. You must give them the chance to challenge the scores, so let them have their marks, but they are not allowed to see the scores of their comparators.

If you cannot show that you have gone through a "fair" process, a dismissal can be procedurally unfair, and possibly even substantively unfair.



## **3. What if I want to keep my staff, but feel that I am overpaying them?**

You will have read that many organisations have managed to effect quite substantial cuts in salary, but these have been secured against a background of the gruesome option: do you want 15% less money or no job? Normally people will plump for less money. But the mere fact that these deals have been done, and are quite widespread, does not get round the fact that reducing salary can be a unilateral variation to the contract, if it is not mutually agreed, and staff can either "stand and sue" (ie stay in employment and reserve the right to sue for losses later) or leave and claim constructive dismissal. So, have a care. Ensure that any negotiations are well structured and that you secure written agreement for any reduction in pay.

## **4. If I change employees' jobs during a restructure, what is the situation?**

This depends on whether the change is "evolutionary" or "revolutionary".

The former arises where the change that you intend to make is within the reasonable contemplation of the parties when the job started. So, you can reasonably rely on a person developing the job, assimilating new skills and systems. They might not want to do some of the work that you assign them to, but if it is a logical extension of their current role, then you are in the clear. The reverse is true if the amended role is something beyond the evolutionary model, and if they are not willing to take on these new responsibilities, then, in the absence of any other job being available, they would be redundant.

## **5. If I make staff redundant, what must I do?**

You must consult properly, and in not too much of a rush. You must comply with ACAS Code of Practice requirements, you must remind them of their right to be accompanied by a work colleague or by a TU official, and you must remind them of their right to appeal. If there is no-one to appeal to, ie you are the boss and it is your decision, then you can either hear the appeal yourself, doing your best to approach it in as objective a way as possible, or you could appoint an independent person to hear the appeal.

## **6. How am I supposed to know all this?**

That is exactly why the GAI has an Employment Law Helpline, so if you have any questions about any of this, always phone [Roger Vincent on 01372 462262](tel:01372462262).

# OUT WITH THE OLD AND IN WITH THE NEW DOM SECURITY SOLUTIONS

Return your existing  
cylinders in exchange for a brand new  
DOM master key system and we will give you

up to a  
maximum of **£10,000**  
off the cost of your new locking system\*



Conventional Systems



Reversible Systems



Access Control

In line with increased government spending within the public sector, DOM is offering you the chance to replace your existing **master key system** at a reduced cost through its Old for New incentive. The following terms and conditions apply:

- All orders must be received before 31.03.10
- A site visit by a member of the DOM sales team must be carried out prior to acceptance of a purchase order
- Orders must be placed through an approved DOM partner (details on request)
- The maximum rebate is set at £10,000
- Rebate based on the return of cylinders (1:1)
- Old cylinders **must** be returned within 30 days of despatch of the new DOM locking system

\* Terms and conditions apply.  
Please contact Ronis-Dom Ltd for further details

For further details  
please fill in the details  
below and fax to 0800 988 4349

Name: \_\_\_\_\_  
Company: \_\_\_\_\_  
Project: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_  
Tel: \_\_\_\_\_  
Fax: \_\_\_\_\_  
Email: \_\_\_\_\_

**SECURITY, QUALITY, DOM.**

SECURIDEV