



architectural
ironmongery
journal

no.141 spring 2011

advancing architectural ironmongery



inside this issue:

NEWS

People News
GAI Matters
New Products

FEATURES

Rose Lodge
Ironmongery In Situ
RegAls

TECHNICAL

AIJ Round Table
ISO 9001 accreditation
Gulf in class

PERKO **POWERMATIC®**

When the detail matters



Hotels



Education



DDA



Healthcare Commercial



Housing

It's the attention to detail that can turn a good interior into something outstanding. Fortunately, the Perko Powermatic® controlled, concealed door closer delivers detail in abundance.

From its unobtrusiveness in providing concealed door closing to the many fire performance, accessibility and health and safety features, Perko Powermatic® delivers a host of benefits that make it the perfect solution for fire and non-fire doors alike.

- ✓ CE marked
- ✓ BS EN 1154: 1997 Power size 3
- ✓ High efficiency will help you achieve the requirements of Approved Document M and BS 8300
- ✓ BS EN 1634-1 Approved for use on half-hour and one-hour fire doors
- ✓ 10 year guarantee

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

SAMUEL HEATH

Tel 0121 766 4200 info@samuel-heath.com perko-powermatic.com



As the UK gets back to work after the public holidays of April, there cannot be many businesses hanging out the bunting on reading the official statistics on the growth of the UK economy by a miserly 0.5% in the first three months of the year. While this saves us from the dreaded double-dip recession, the figures for the construction industry make very worrying reading, falling sharply by 4.7% which in turn knocked 0.3% off overall economic growth.



Perhaps we should cling on to the hope that these figures may, in some way, be skewed. In fact, the Construction Products Association said the figures were "extremely surprising" in light of strong recent industry surveys and exceptionally mild weather during the period. Indeed the Office for National Statistics has launched an internal review into the data it produces for construction activity because it has concerns that it is receiving flawed information from the sector.

What is clear is that construction is caught between a rock and a hard place – public sector spending is being slashed while the private sector has yet to really recover properly from the recession. Many AIs are telling us that public sector business has plummeted and this hits areas like the north east and Northern Ireland especially hard. AIs in the Republic of Ireland continue to be rocked by the collapse of major building contractors.

AIs are a resilient bunch, fast on their feet and entrepreneurial. Many are turning to different business strands to weather the storm and lessen risk. Many have seen, and survived, recessions before. We can perhaps therefore feel optimistic that they will do the same again.

Helen Curry

no.141 spring 2011

insideaij	
newsdesk	
Industry News	4
People News	7
GAI Matters	8
features	
AIJ meets Andy Matthews	11
Profile: Andy Howland	12
Profile: Yannedis at 100	16
Ironmongery at Work: Rose Lodge. Winner of Winners GAI & RIBA Architectural Specification Awards	24
technical	
Risk limitation	14
ISO 9001 accreditation	18
The AIJ Round Table: CE marking of doorsets Gulf in class	20
23	
products&applications	
In Situ	28
New Products	30
Literature + Websites	34
regulars	
Legal Helpline	35

NEED TO GET IN TOUCH?

For all editorial, advertising or production queries see our contacts box on page 35 (inside back cover) of this issue.



Ironmongery at work
Rose Lodge

24



Technical
The AIJ Round Table

20



In Situ
Projects around
the UK.

28



Technical
GAI Education in the Gulf States

23

industry news

*Classic Hardware opens showroom...
Hillaldam Coburn celebrates 100 years...
Allgood handles in space...
Abus awarded Kitemark standard*

99.9 NOT OUT

In August 2011 Hillaldam Coburn Ltd, manufacturer of sliding door gear celebrates 100 years in business in the UK. The company was responsible for introducing enclosed track for sliding doors, an idea which originated in America.

In 1911 a Mr E.A. Goddard commenced production in the UK, manufacturing Coburn products in London under the name British Trolley Track Company. The company operated from the basement of the Wrights Coal Tar Soap factory in Southwark Street.

By the time of the first world war 'Coburn' was widely known in Britain and was very popular with architects and the building trade in general. In fact most types of tubular overhead track were termed the "Coburn System"

The, then separate, E. Hill Aldam Company was founded in 1916 (subsequently incorporated in 1922) by Mr. Ernest Hill Aldam and initially imported a range of Sliding Door Gear from Canada, later manufacturing it themselves.

The formation of Hillaldam Coburn Ltd took place in July 1968 when the two companies joined forces and in 1971 all production moved to Tolworth, Surrey. In February 1994 a new chapter opened when the company became the first to be purchased by JBS Industries Ltd.

Today, Hillaldam Coburn Ltd operates from its head office and manufacturing facilities at Merton, near Wimbledon. The company remains a market leader in the UK and exports products worldwide.

North America is, today, one of the company's major overseas markets where both British Trolley Track Co. and E.Hill Aldam originally sourced product over 100 years ago.



CLASSIC DEVELOPMENT

Classic Hardware has opened its inaugural showroom in York as the first step in an ambitious expansion plan. The 400 sq m premises - one of the largest of its kind in the UK - is located on the Osbaldwick Link Road, to the south east of York.

Over 500 product lines are displayed in the showroom, most of which are installed as working models so customers can appreciate the quality and feel of the ironmongery. This is particularly useful for specialist systems such as electronic PIN locking, panic hardware and door closers.

The showroom is open to architects, specifiers, building contractors as well as tradesmen and members of the public. An adjoining suite has been built as a modern conference and meeting centre for up to 36 delegates with audio visual equipment and catering facilities. Classic Hardware will invite customers to use the facility as a venue for meetings, with the benefit of a fully-equipped working showroom on site.

Manager Peter Robinson heads up the team of eight who all have in-depth product knowledge and specialise in different sectors. "Our expansion plans include five more Classic Hardware branches across the UK, with another opening later this year. Plus, our own high end levers that are currently in pre-production. They are designed for commercial use and meet relevant DDA industry standards."

HANDLES IN SPACE

It would seem that architectural ironmongery is not just limited to planet earth as Allgood has designed and made handles for a satellite currently on the International Space Station. The handles were designed to be large enough for astronauts wearing bulky gloves to handle the ARISSat-1 satellite when they manoeuvre it outside the station to turn it on to celebrate the 50th anniversary of Yuri Gagarin's first manned space flight. ARISSat is an educational satellite intended to encourage young people around the world to be interested in technology, engineering and science.

Graham Shirville of Allgood, being a keen space enthusiast as well as an ironmonger, organised the design and manufacture of the handles.



This amazing picture shows Russian cosmonaut Dmitry Kondratyev, holding the satellite as he tests it inside the ISS.



ABUS FLYING HIGH WITH NEW KITEMARK

The British Standards Institute (BSI) has awarded ABUS the Kitemark standard for its cylinder locks made to BSEN1303 after a 12 month intensive programme of testing, vetting and verification.

ABUS UK's MD Nick Vanderhoest says: "We're absolutely delighted to achieve the BSI Kitemark giving us this vital UK accreditation on top of our other European standards."

The Kitemark is specifically awarded on the strength of the cylinder's anti-bump, anti-snap and anti-drill resistance thanks to its patented curved key system and accompanying software that registers customer usage to stop unauthorised issuing of new keys and locks.

GB Locking Systems are specialist suppliers of Access Control & Door Automation Equipment.

We are pleased to announce that we have been appointed the sole UK distributor for Waferlock's e-Link access control system.



e-Link Access Control System



e-Link offers a flexible configuration for small to large systems.

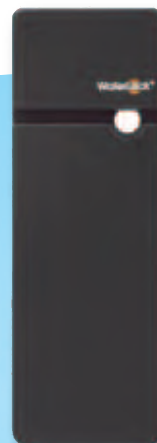
Using online wall readers, user cards distribute data from the software to the offline standalone doors, this includes deleted card information, access rights and lock time zones etc. At the same time audit trails and battery status from the offline doors are transferred back to the PC.



Full range of Battery Powered Handle Sets available from stock



Full range of Battery Powered Euro Profile Cylinders available from stock



Hard Wired Wall Readers available with both online & offline controllers from stock

Battery Lock

- Transponder: Mifare Classic (13.56Mhz)
- Emergency Open / Emergency Close mode
- Acoustic Low Power Warning
- Battery life up to 50,000 operations
- Easy to retrofit onto existing mortise lock cases
- Available with euro profile cylinder cut-outs
- 1024 events stored in the memory
- Tested to EN1634-1 EI 60 Fire Resistant

Please contact us if you would like to arrange a demonstration or require further information.

Email: sales@gblockingsystems.co.uk

Tel: 0191 2716344

**Redburn House, Redburn Road,
Newcastle Upon Tyne, NE5 1NB**

We are happy to attend site to help with surveys or demonstrations and offer full training and technical support on all our products.



industry news

Testing times at Cooke Brothers...
Exidor acquires Jebroon...
Ironmongerydirect doubles profits...
Borg Locks on the move

aijdiary dates

May 2011

☛ GAI 50th AGM and Conference

Date: 20th May to 22nd May

Venue: De Vere Staverton Park Hotel, Staverton, Northants.

Description: Annual AGM and Conference which this year will be celebrating the Guild of Architectural Ironmongers 50th Birthday. The conference will also feature presentations on two important subjects:

- The Fire Door Inspection Scheme
- CE Marking of Fire and Escape Route Doors

June 2011

☛ ecoSHOWCASE Reading FC

Date: 7th - 8th June 2011

Venue: Reading FC

Description: An exhibition for sustainable building and construction product specifiers and suppliers.

☛ LGA group Annual Conference & Exhibition

Date: 28th - 30th June 2011

Venue: ICC Birmingham

Description: Latest Technology in Building Construction including all of its supporting industries. The event is designed to provide leading councilors and local authority heads of service with all the knowledge and tools they require to overcome the problems they will encounter.



Master Hinge Makers Cooke Brothers Ltd has announced the opening of their recently upgraded and fully refurbished in-house test centre. The company's hinge-testing facility, believed to be one of the largest of its type in the UK, houses a range of equipment covering fifteen different test functions. Each rig, which has been specifically designed and built to British Standards recommendations, is programmed to deliver continuous test results across all ranges of Phoenix hinge products, ensuring complete compliance with all of the current and forthcoming requirements of BS EN 1935:2002.

EXIDOR ACQUIRES JEBRON

Chamberlin Ltd, the specialist engineering group which owns Exidor Ltd, is pleased to announce the acquisition of certain assets and intellectual property of Jebroon Ltd, (in administration) the UK manufacturer of high performance door closers, floor springs, e-mag closers and transom closers.

The intention is to ultimately fully integrate Jebroon Ltd (in administration) within Exidor's existing site in Cannock, and it is intended to employ around 30 of the Jebroon workforce.

The purchase represents a highly complementary addition to the Exidor range of panic and emergency hardware, door furniture and builders' hardware, and the company believes that, once integrated, Jebroon will add significantly to Exidor's product range and performance.

Exidor will offer the full range of products, and will significantly improve on the service levels that Jebroon customers have experienced in recent times.



IRONMONGERYDIRECT PROFITS DOUBLE IN 2010

IronmongeryDirect, the UK's largest multi-channel supplier of ironmongery products to the trade, has announced today its 2010 year end results which saw profits double to £1million, a significant gain given the tough economic conditions that the UK construction industry has struggled with over the past year.

With turnover increased to £12.5 million, up an impressive 25% on the previous year, Managing Director of IronmongeryDirect, Wayne Lysaght-Mason, comments on how the business has succeeded in such turbulent times for the trade; "This is an immense result for the company. We attribute much of our success to our continued dedication to customer service excellence. This past year has been difficult for the industry and for some merchants, but offering flexibility, technical expertise and a reliable next day delivery service we feel has answered what our market needs, and has kept customers returning. Online turnover grew considerably to £4.3m, an increase of 40% on 2009.

BORG HAS MOVED

Borg Locks, the specialist in Push Button Locks, Code Locks and Keyless Locks has moved to larger premises in Upminster in Essex, marking a period of new product launches for the company.

The new address is: 9 Upminster Trading Park, Warley Street, Upminster, Essex RM14 3PJ. Telephone 0800 44 88 377

The new premises is handily located just 5 minutes away from the M25 and the new warehouse is three times bigger than the company's previous facility so Borg will now be holding larger stocks of its products.

people news

Mike retires at Zero Seal Systems...
Bob tells his story



MIKE QUINN RETIRES

Mike Quinn has retired from Zero Seal Systems the company he set up with Ken Drake back in 1997.

Mike's ironmongery career spans nearly 5 decades back to 1962 and most of his time previous to Zero was spent with Josiah Parkes & Sons Ltd in Willenhall and Thomas Laidlaw Midlands Ltd. During his career he has taken up many roles including; draughtsman, sales representative, national sales manager, national accounts manager and of course sales director with Zero.

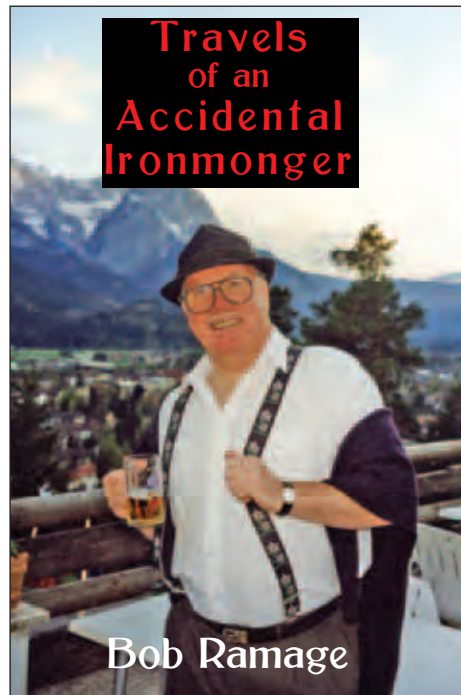
TRAVELS OF AN ACCIDENTAL IRONMONGER

One of the best-known faces in the AI trade, Bob Ramage, has gone into print, publishing a book outlining his long career in the industry and some of the people he has met along the way.

Anyone who knows Bob will know his renowned skill for story telling so the book *Travels Of An Accidental Ironmonger* is bound to be an entertaining read!

Bob is launching the book at this year's GAI Conference in May when he will be signing copies of the book. All proceeds will go to charity.

Bob is a true stalwart of the AI industry and 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 GAI, Bob is a committed member of the IAI and he was elected a Fellow in 2000. He also created an annual trophy for those who had made an outstanding contribution to the IAI..



Bob Ramage

Finprotect Plus

Professional protection against trapped fingers

- The new generation of Finprotect
- Prevents fingers getting trapped
- Available in white, black & 5 other colours
- Can be fitted within 20 minutes
- Tested for 1 million cycles
- 5 year guarantee



www.finprotectplus.com

Zero Seal Systems Ltd Units 6-8 Ladford Covert, Seighford, Stafford ST18 9QG
t +44 (0)1785 282910 f +44 (0)1785 282498 e sales@zeroplus.co.uk w www.zeroplus.co.uk

GOING FOR GOLD

This year the GAI is celebrating a very special anniversary as it holds its 50th AGM & Conference. It will be hosted by incoming President Phil Newson on 20-22 May at the De Vere Staverton Park Hotel in Northamptonshire with a theme **Celebrate Our Past, Build Our Future**.

Staverton Park is a modern hotel with comfortable business and leisure facilities conveniently located in the heart of England, a short distance from the M1, M6, M40 and Birmingham airport and accessible to everyone. The hotel has its own PGA standard golf course and driving range.

Building on the success of last year's "informal Friday" the package this year has been designed to entertain peoples' social interests.

As is customary, the AGM will be held on Saturday morning followed by business updates from the chairmen of the GAI's sub-committees on what they have achieved over the past year and what is planned for the coming year.

As part of the GAI's commitment to inform its members on important issues which will directly affect their businesses and to help them building for the future there will also be presentations on two important issues:

- The Fire Door Inspection Scheme
- CE Marking of Fire and Escape Route Doorsets

After enjoying lunch there will be a selection of social activities and excellent networking opportunities.

On Saturday night there will be a black-tie banquet with a table magician, photographer and guest speaker, Kevin Connelly, followed by dancing into the night.

Bookings can be made online at www.gai.org.uk



gai matters

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

WINNERS ANNOUNCED



The GAI has announced the winners of its 2010/11 Architectural Ironmongers Specification Awards. Managed by the GAI in conjunction with the Royal Institute of British Architects (RIBA), the awards are designed to identify and reward excellence in the specification of architectural ironmongery. For the first time ever, a supreme "Winner of Winners" was selected out of the five category winners

with Laidlaw Solutions scooping this top prize for its Rose Lodge residential centre in Tyne & Wear, featured on the front cover of this issue.

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

Presentation of the Awards took place at the Ironmongers' Hall, home of the Worshipful Company of Ferroners, in the City of London on 30 March 2011 and were made as follows:

Public Health Buildings Category and overall "Winner of Winners"

Winner: Rose Lodge

Architect: MAAP

Architectural Ironmonger: Laidlaw Solutions Ltd

Public Education Buildings

Winner: University of Sheffield, Jessop West building

Architect: RMJM

Architectural Ironmonger: Allgood plc

Commercial Buildings

Winner: Agricultural Centre (Harrogate)

Architect: P+HS Architects

Architectural Ironmonger: Em-B Solutions Ltd

Hospitality/Residential Buildings

Winner: Verta Hotel

Contractor: Weston Homes plc

Architectural Ironmonger: John Planck Ltd

International Buildings

Winner: Central Market Souq

Architect: Foster & Partners

Architectural Ironmonger: The Silvershore Trading Company LLC

Speaking at the awards ceremony, GAI President Andrew Hall commented, "Our biennial awards have become a watchword in our industry for quality and excellence, particularly since they are specifically designed to recognise the input of both the AI and the architect, working together to create ironmongery schemes that are both beautiful, practical and above all, safe"

"To an outsider door hardware may seem like a pretty insignificant part of the fabric of a building – an afterthought almost. But those of us who know and practise this trade know differently. The way in which the ironmongery allows a door to function is critical to the success of the whole building's security, safety and accessibility. A door which works efficiently on all these levels, as well as being pleasing to the eye and hand, sets the tone for the whole structure" he continued.

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

SHOW ME

PROBABLY THE WORLD'S BEST CAM ACTION DOOR CLOSERS



Door Controls

Automatic

Glass Fittings
and Accessories

Movable Walls

Service

DORMA Leads the Way in Cam Action Door Closers

Our extensive range are all CE marked to BS EN 1154 and are fire tested and approved by CERTIFIRE to ensure that they are fit for purpose. With their neat, unobtrusive appearance and adjustable latching and sweeping speed, DORMA has a premier range that can help to fulfil the requirements of Approved Document M and BS8300, while providing aesthetic functionality.

With the cam door closers unique ability to reduce resistance throughout the opening cycle, it offers a beneficial hand for children, the elderly and people with disabilities in opening the door.



DORMA UK Limited
Tel 01462 477600 | Fax 01462 477601
Email hardware@dorma-uk.co.uk

Let us show you solutions for door controls at
www.DORMA-SHOW.com



gai matters

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



INSTITUTE'S WINNING WAYS FOR NEW CHAIRMAN

The Institute of Architectural Ironmongers (IAI) held its AGM in Derby in February. The AGM saw IAI National Chairman Paul Spencer hand over the reins of Chairman to new incumbent Andy Matthews of HOPPE UK for the next two years, plus the presentation of three prestigious awards to honour some of the IAI's leading figures. The Institute of Architectural Ironmongers is the individual membership section of the Guild of Architectural Ironmongers (GAI).

Three awards were made at the AGM in recognition of outstanding contributions to the industry and IAI. The inaugural GAI Trophy for services to the Institute of Architectural Ironmongers was awarded to Andy Howland, Sales Director at GEZE UK, a past National Chairman of the Institute and long-time supporter of the organisation. He was presented with his trophy by GAI

Chief Executive, Gar Amer, and President, Andrew Hall. This year's Paul Lewis trophy for customer service, sponsored by Royde and Tucker, was won by Cheryl Baker, also from GEZE UK. These two prizes were given after the recipients had been nominated and voted for by their peers.

The Institute Executive committee also awarded Shaun Brown, a long-time supporter of the IAI with a Fellowship. Shaun completed a hat trick of prizes for GEZE whose staff swept the board at this year's awards.

Commenting on the departure of Paul Spencer as IAI Chairman, GAI Chief Executive Gary Amer said, "Paul has been involved with the Institute at Executive Committee level for many years and was instrumental in setting up the very successful South Central branch. This is testimony to his belief in the Institute and we thank him for his dedication and commitment, and wish him every success with his business".

■ CE MARKING OF DOORSETS

ARCHITECTURAL IRONMONGERS STILL RETAIN PIVOTAL ROLE FOLLOWING EUROPEAN VOTE

Following a vote in the European Parliament in January ratifying the Construction Products Regulations, it will become mandatory for fire and escape route doorsets to be CE Marked (if they fall within the scope of a published harmonised standard) from July 2013. Only doorsets are affected by the regulations. Door assemblies, which constitute the vast majority of UK fire door sales, remain unaffected.

The Guild of Architectural Ironmongers (GAI) and other UK industry partners have worked tirelessly to ensure flexibility has been retained to allow the interchangeability of door hardware on a door by door basis as before. This allows architects to continue to benefit from the expertise, experience and professionalism of architectural ironmongers to schedule individual doors to their exact requirements and specification.

Architects have traditionally preferred the use

the services of an AI to schedule individual doors because it optimises choice in design and performance, as well as often being more cost-effective than the 'one size fits all' approach of doorsets. This is especially vital for fire and escape route doors given their vital role in protecting and saving life in the event of fire.

This versatile, proven method of scheduling individual doors is still possible under the new Construction Product Regulations on CE marking through the use of Extended Application of Test Results (Exaps) which give details about what can and cannot be changed on a CE marked doorset.

"By far the majority of hardware sold in the UK today is for use on bespoke designed door assemblies, and architects will still be able to use an AI to schedule hardware for use on CE marked doorsets, by using the Exaps," says GAI Chief Executive Gary Amer, "This gives architects the design freedom they require, backed with the

specialist detailed knowledge which an AI brings to the party about the specifics of door hardware for fire doors."

The GAI's architectural ironmonger members are trained and skilled at specifying the hardware – hinges, seals, handles, closers and the like – which make fire doors operate efficiently and save lives in the event of fire. A fire door with the correct hardware specified by a qualified and experienced Architectural Ironmonger should be simple and appropriate for anyone to use, young and old, able or less able.

The GAI represents the majority of architectural ironmongers in the UK as well as the leading manufacturers of architectural door and window hardware. The GAI also administers the benchmark qualifications for professional architectural ironmongers and is dedicated to raising specification standards and encouraging best practice in all aspects of this sector.

For more information visit www.gai.org.uk.

the aij meets

Andy Matthews newly elected Chairman
of the Institute of Architectural
Ironmongers

The **Institute AGM** in February
saw **Andy Matthews** of HOPPE
UK Ltd take over as **Chairman**
from Paul Spencer.

Andy Matthews has been in the AI business since he left school to take up an apprenticeship with Josiah Parkes in Willenhall. Since then he has had an eventful career trying, like many of us to plot a safe course through the choppy waters of mergers and acquisitions, booms and recessions. The name of Josiah Parkes has long since disappeared from the scene – absorbed, ultimately into Assa Abloy, though their Union brand is still a household name.

"When I left school, I had two offers", he recalls, "A YTS (Youth Training Scheme) post with another company or the apprenticeship with Parkes. I'd been to their factory on a school trip and was impressed with the business so took them up on the offer."

It was a commercial apprenticeship so although there were elements of engineering and manufacturing Andy was based in the sales office. His ambition was to get out on the road but all of the external sales posts were happily

occupied and there didn't seem much hope of a job becoming available.

"Then everything changed rather quickly," Andy recalls, "One of the sales guys announced he was leaving and shortly afterwards another one very sadly died. The sales director called me into his office and said to me: 'Which do you want, north or south?' I chose the North, my sales office colleague took the South and that was that. They gave me the keys to the car (a red Ford Escort with a particularly fine rear spoiler) and off



I went, no hand-over, no training, just 'get out there and sell'!"

It's a period he remembers fondly: "You were a 'jack of all trades', visiting architects, local authorities, builders merchants, architectural ironmongers, locksmiths and any end-user specifier". But change was round the corner with the impending takeover of the company by the Williams group:

"It was Armageddon!" he remembers, "They merged us into Yale and we were all pushed around from pillar to post. I stuck with it for a couple of years but then took an opportunity to move on." That move was to manufacturer Fred Duncombe Ltd – best known for their EXIDOR range of panic hardware. It was a smaller company and returned Andy to the sales role that he most enjoyed.

In 2004 he was approached by one of his old managers to return to Union, by then owned by Assa Abloy, looking after commercial OEM door

manufacturers, focusing on steel doors and doorsets – an area he had begun to develop during his time at Fred Duncombe.

Andy joined HOPPE UK in 2007. It was evidently a good move as within twelve months he had been appointed National Sales Manager for the Architectural Division, the role he still occupies today, managing an external sales team of six. "They are a great company", he says, "I'm particularly grateful for the support and encouragement they offer for my Institute activities."

Like many, his first contact with the Institute came through the education programme, passing his Diploma in 1995, but a few years later a couple of customers persuaded him to join the Midlands branch committee. "I agreed to it on the strict understanding that I didn't want to become any further involved," he says with some irony, having since gone on to become Branch Chairman, National Vice Chairman and now Chairman. "It's such a great networking environment", he says, "You'll always meet customers at meetings and it's a huge opportunity to increase your knowledge and expertise – either informally or through the CPD programme."

Andy takes over the Chairman's role at a challenging time for the industry, but sees reasons for optimism as well as caution over the next couple of years.

"The market is improving, but it's still tough and very price-driven. My biggest concern is that AIs are constantly under pressure to compromise their specification to achieve cost savings. I'm really worried that some in the trade don't appreciate the potential consequences of under-specifying. We're in danger of storing up problems for the future and could be leaving ourselves vulnerable to litigation if problems arise."

One of his key ambitions for his period as Chairman is to promote the value of the Registered Architectural Ironmonger: "I don't think their services are sufficiently valued and recognized at the moment," he says.

Speaking on his appointment, GAI Chief Executive Gary Amer wished Andy all the best for his chairmanship and thanked outgoing Chairman Paul Spencer for his dedication and commitment to the Executive Committee over the years.

Award winning TECTUS

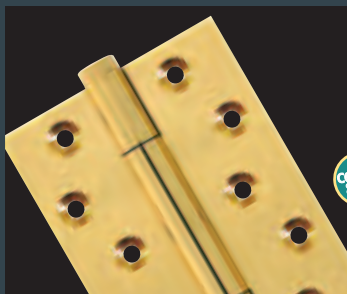
for residential & heavy duty doors.



- Completely hidden, maintenance free with continuous 3D height adjustment.
- Increased load capacity up to 200kgs, in sizes from 155 to 240mm
- New version for doors with claddings up to 8mm, including glass & laminate.

Outstanding SAMSON

for heavy weight flush doors.



- Solid brass, maintenance free with CE marked & Designer Finial options
- Increased size range 100 x 75, 100 x 88 & 100 x 100mm
- New "TriTech" concealed bearings version with weight carrying capacity to 160kgs – Grade 14

SIMONSWERK
HINGE TECHNOLOGY

t: 0121 522 2848 e: sales@simonswerk.co.uk

www.simonswerk.co.uk



Continuous improvement

Andy Howland, past **National Chair of the IAI** and Sales Director at GEZE UK, was the first recipient of the inaugural GAI Trophy for services to the Institute of Architectural Ironmongers. Andy, a long-time supporter of the Institute, talks to the AIJ about the industry and why he believes so strongly in the importance of the IAI.

Andy Howland has literally been in the AI trade, man and boy, having joined the ironmongery department of a Kent builders merchant Graham Ford. "I hated it and have spent the last 30 years trying to get out!" he jokes. Andy joined the sales office on an internal training scheme and since then he has always been involved in sales in one form or another. His next job took him to AI J D Beardmore where he met Paul Lewis, a man who seems to have played a role in so many people's careers in the trade, who was then regional sales manager. This was an old established company – they made fittings for the Titanic – and a large general ironmongers, giving Andy a good general understanding of the trade.

It was in the late 80s that Andy moved to Allgood as sales rep for London, Kent, Hampshire and Sussex and he remembers the time very fondly. "I stayed there for seven years – for the products, the staff and the staff development," he says. "And I made some friendships there which still endure today."

It was while he was at Allgood that Andy first got involved with the GAI education programme. Having a GAI Diploma was very much expected and encouraged at Allgood – as it is today – because it is seen as valuable to individual development and a valuable asset to the business. Allgood supported its students, offering plenty of internal training from the likes of Bob Howell, Dave Martin (who was Andy's boss at the time) and Graham Shirville.

Andy found the course – which took four years to complete at that time – to be a bit of a mixed bag. "Business and Law was harder because I was

relatively inexperienced then," he admits. "But I was scheduling every day so that part came easier." This was clearly the case since Andy won the Bronze Medal along with the Roddy Campbell Memorial Shield for best scheduling paper! Allgood's commitment clearly paid off since Andy remembers that candidates from the company won two of the three medals that year.

Andy still sees the value of education believing that the Diploma is an excellent launch pad in the trade. "It gives you a broad understanding of the whole industry, even if you are a specialist," he says. "And the confidence to talk to architects with assurance and take a better brief." This skill was vital as Andy was involved in some big projects during his stint at Allgood, including the Royal Courts of Justice and the Mormon Temple at Lingfield.

From Allgood Andy moved to Higrade, based in Ascot where he met Clive Stephen. Clearly friendships made along the way are an important part of Andy's enjoyment of the AI trade. He joined as a Sales Executive. "That's sales rep to anyone else," jokes Andy. He loved his time there in a company which was growing very rapidly at the time, giving Andy a chance to try his hand at many tasks as part of a small, close-knit team.

It was only a really great opportunity at GEZE UK that tempted Andy to leave Higrade after three years. "GEZE's expansion plans were very exciting, with a lot of investment in new products," says Andy. "It also gave me a chance to learn about a whole new area – automatics."

After eighteen months with GEZE Andy became Area Specification Manager in a division set up specifically to launch GEZE's automatics products to architects. At that time most manufacturers sold their products to the fabrication sector and this was the first time in the industry that a manufacturer had a direct influence on specification. "I was focused purely on architects with a full product offering," says Andy. "This was unique in the AI trade at the time so it was pretty exciting to be out there creating a new market with a new range of products."

After GEZE Andy moved to Royde and Tucker as the opportunity arose for his first Sales Director position. "This was a great career progression, with a well-respected brand, to take on a very hands-on Sales Director position – and it was great experience." But Andy always kept in touch with his ex-colleagues at GEZE and when the opportunity arose to go back as Sales Director in 2009, he jumped at the chance.

So how has the role lived up to his expectations? "It's been fast!" he laughs. "The company has continued to grow despite the tricky conditions and we have widened our portfolio of products in the AI market. I like the people I work with and respect the team I'm responsible for."

During most of his career, Andy has been actively involved with the Institute and has maintained his Reg AI status throughout. "I got involved when I was challenged by the National Chairman at the time, Gary Somerfield, to do something about the things I had been criticising it for," he recalls. Andy got involved at meetings in the south east branch and quickly found that the CPD presentations he heard there were a great way to keep up to date – plus the social side of the meetings offered a great networking opportunity. Andy ended up as Vice Chair of the south east branch, then branch chair, then finally National Chairman after an election in 2008.

Andy firmly believes that the IAI has a vital role to play in the industry's education programme and its continuing advancement to higher standards. So many people are passionate about our industry, the IAI is a vital avenue to channel that enthusiasm," he says. "The IAI is based on individual membership regardless of position, a level playing field, and that gives it a very different flavour to the GAI."

It seems that it is this personal aspect of the AI trade that still keeps Andy so enthusiastic. "I was so pleased and touched to receive my GAI Trophy from people I have known and worked with for a long time," he says. "This is a small industry, and very people oriented. In my time in the trade I have not just made acquaintances, I've made great friends."



Available
Now!

EPS High Security Cylinders



- Patented Until 2026
- Kite Marked
- 6 Pin System
- Exclusive Sections Available
- Masterkey Planning
- Fast and Efficient Master Keying Service



Patented until 2026



Compact Cylinder



Modular Cylinder



ALDRIDGE

MASTERS OF SECURITY DISTRIBUTION

For more information contact the
EVVA department on 08444 125 101 (Option 3)

technical

risk limitation

Limiting your

Jacky Sinclair, the GAI's Technical Consultant, looks at the ways in which *everyone* in the hardware supply chain can minimise risk in product sourcing, specification and supply.

As the GAI's Technical Consultant, I can vouch for the real financial risks which ironmongers face when sourcing and supplying hardware since I am often asked to act as an expert witness in actions which clients intend to bring against door hardware suppliers. These relate to safety in case of fire, and safety in use and recent enquiries have covered hinges, lever furniture, tubular latches, door closers and corrosion issues.

The financial consequences can be substantial – not just the cost of supplying FoC replacements and labour costs for refit and making good, but also the loss of a client for future work, legal action against the company which could result in fines and/or imprisonment, not to mention bad publicity. And this risk is not a one-off. Products you supply will be in a building for many years – the original risk level persists, or even increases with wear and tear.

Sourcing

It is vital that the products you put in your warehouse are safe and, just as importantly you can prove, they are safe. By safe we mean that the hardware will help a door comply with the key legislation:

- **Equality Act:** ADM / BS 8300
- **Construction Products Regulations:** CE mark / BS ENs / ETAs
- **Building Regulations:** Approved Documents (particularly ADB), BS 9999 - both recommend standards

The only way to ensure adherence to these regulations is through strict compliance with product standards. Courts make judgements based on evidence and compliance with product standards which offer evidence that proper materials are being used, fitness for purpose, and of due diligence on your part, plus the legal protection of the CE mark. If your hinges wear and the door drops, if your closer slams the door and injures someone, if your latch jams and traps a person in or out of a room, the CE mark can be a protection and defence which stops the matter going to court.

CE marking also provides protection for suppliers in relation to the **Construction Products Regulations** which affects all in the supply chain from the point where the product is "first put on the market" in the EU, up to supplying the end-user. The basic message is that CE marked products meet the "essential requirements" (safety in case of fire and in use) in the CPA:

(1) A construction product, other than a minor part product, shall have such characteristics that the works in which it is to be incorporated, assembled, applied or installed can, if properly designed and built, satisfy the essential requirements when, where and to the extent that such works are subject to regulations containing such requirements.

(2) In paragraph (1) above "regulations" includes any rule, regulation or other provision which has the force of law.

CE Marked (or products tested to EN or BS or other relevant European specification where CE marking is not applicable) also give protection against claims under Building Regulation 7 which states that materials and

workmanship must be "proper"

Approved Document B recommends standards compliance - standards represent "current state of the art and acknowledged rule of technology" – the yardstick for acceptability.

Building Regulation 38 also puts the onus on the supplier going forward, requiring the maintenance spec on fire and escape door hardware to be passed to client:

(3) The person carrying out the work shall give fire safety information to the responsible person not later than the date of completion of the work, or the date of occupation of the building or extension, whichever is the earlier.

(4) In this regulation

(a) "fire safety information" means information relating to the design and construction of the building or extension, and the services, fittings and equipment provided in or in connection with the building or extension which will assist the responsible person to operate and maintain the building or extension with reasonable safety;

Checking

Needless to say in these cynical times, it is vital not to accept claims of CE marking at face value. It is vital that AIs know and understand the relevant standards, recognise and check the classification codes, and ensure all accessories/finishes and variants are included in any CE mark or certification. For fire doors, ensure fire test evidence is relevant for unlatched doors and check fire test evidence for the range of timber/steel door types and ratings by looking at ALL the relevant data.

Recognising genuine paperwork and certification is a vital skill for AIs. Demand the certification documents and keep on file, electronically or hard copy. Manufacturers' Declarations of Conformity with standards including classifications must be on company headed paper and signed by a senior person and you must hold all relevant data – not just the front page. Don't forget the maintenance information as this will have to be passed on to the client on completion.

It is always worth checking the provenance of test documentation which must always come from a notified laboratory in the EU because evidence from outside EU has no more validity than a manufacturer's claim.

Assess also the ownership of CE Mark as this not transferable just by applying new branding which could potentially lead to illegal application of the mark. The company applying the CE mark must ensure correct provision of classification, marking, fixing instructions and maintenance information on fire safety fittings because traceability is paramount throughout the whole life of the project.

Supply

The traditional way to supply products is one which we are all familiar and comfortable with: receive plans from the architect or developer, agree the style and finish of the hardware, note fire/escape doors, note any accessible WCs, schedule the ironmongery and supply. The client, ironmonger and legislation and regulation all played their part in shaping the schedule.

Recently there have been some changes to that status quo putting more of the onus on the architect or specifier. Under the Equality Act (previously the DDA) they must provide an Access Statement and under the Regulatory

risk

30

Reform (Fire Safety) Order 2005 they must provide a Fire Risk Assessment, both of which must be ready at handover. This should take the form of:

- Brochure or other means of product ID
- Info on standards compliance
- Fixing/operating instructions
- Maintenance instructions provided by manufacturer
- Maintenance checklist which can be viewed on the GAI website's technical section

The point at which these documents are prepared can vary from just after specification is written, right up to the point where products are supplied to site. This is why it is vital that the AI liaises with the architect to nail down their preferences wherever possible. The GAI has produced a set of contract preamble clauses which AIs can use to guide clients and clarify schedules in instances when client briefs and requirements evolve or change after the schedule has been completed or the products installed. The clauses cover fire safety products, access products and anti-ligature installations and these can be used by AIs to protect themselves from demands for FoC changes.

//...but also the **loss of a client** for future work, **legal action** against the company which could result in **finest** and/or **imprisonment**, not to mention **bad publicity** //

Using Expert Knowledge

Of course, using the services of an experienced, qualified ironmonger – preferably a RegAI – to write and sign-off the schedule, gives added security for the specifier. The GAI Diploma is a one-off test but the ongoing CPD training which a RegAI undertakes is similar to audit testing /FPC, evidence of current knowledge backed by a reputable body and attendance at Institute of Architectural Ironmongery seminars demonstrates a professional interest in keeping that knowledge current.

Where to look for Guidance

- **GAI Education Manual L2.14:** *Manufacturing and Sourcing: learning checks 3b and 7*
- **Code of Practice:** *Hardware for fire and escape doors available at www.firecode.org.uk*

40



where
form and function
get equal billing



master hinge makers

COOKE BROTHERS

Northgate, Aldridge, Walsall,
West Midlands, WS9 8TL

t: 01922 740001

w: www.cookebrothers.co.uk

e: sales@cookebrothers.co.uk

Yannedis at 100

Founded in **1911**, **Yannedis** is the oldest established architectural ironmonger in Britain. It has grown to become one of the most respected AIs in the industry, combining innovation with specialist bespoke design and boasts projects which include some of London's most iconic buildings. Here Yannedis Branch Manager **Graham Thomas** and past employees **Wayne Harris** and **Harry Singh** reflect on the company's eventful history.



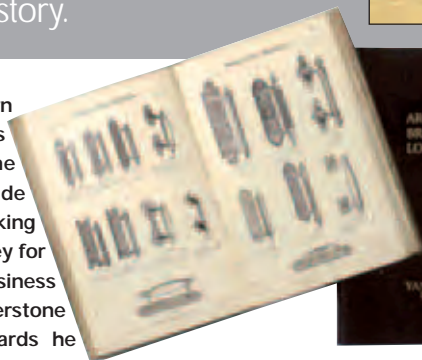
Paul Yannedis was born in Greece in 1878. His background in the ironmongery trade began in London working with Carter and Ainsley for several years. He set up his own business in 1911 at the age of 33 in Featherstone Buildings, Holborn. Shortly afterwards he moved the business to an old 'Penny Bank' building he had purchased at 25 Theobalds Road where the company remained till the 1980s. The listed Yannedis sign can still be seen outside. Harry recalls: "Everyone used to joke that there must surely still be some money stashed in the basement vaults. Nobody ever really took the rumours seriously until one day someone emerged triumphant from a particularly detailed 'stock check' with £50 in fivers."

Wayne Harris remembers the showroom as being immaculate, with glass-fronted display cabinets and draws packed with samples of every conceivable item and finish.

The location was a good choice and the Holborn area soon became popular amongst ironmongers, being ideally located between the busy commercial markets of the west end and city whilst also close to the architectural practices of Grays Inn Road and Covent Garden. Wayne remembers at least six other ironmongers in the area: "N F Ramsey were over the road and Comyn Ching, Stedalls, J D Beardmore and Allgood were all nearby."

Business was evidently brisk and relationships good. Paul Yannedis was highly regarded with a reputation for business acumen, integrity and impeccable manners. He is said to have lent Allgood founders Derek Carter-Clout and Paul Sherville product samples to help them get their business off the ground.

After the war, Yannedis continued to forge a reputation for innovation, installing one of the



earliest sets of automated doors at their Theobald Road showroom – using a large pressure mat to activate the mechanism. Paul Yannedis died in 1951, but his wife Lillian, 30 years his junior, remained on the board till the 1980s.

The 1970s and 80s were a period of significant growth with Yannedis taking on additional London premises in Stratford (now home to Harbrine) and their current warehouse and distribution centre in South Woodford. Future owners Terry Moore and

John Pepperrell joined from Giffco in the early 1970s.

The company also embarked on an expansion programme around the UK as Wayne Harris recalls: "Between 1975 and 1990 Yannedis opened branches in Horsham, Bristol, Birmingham and Newcastle. We also built up a strong export business supplying high profile projects including the Emir's Palace in Doha and the Hotel Arts in Barcelona, part of the Olympic development."

Product innovation also continued with Yannedis the first to introduce polished stainless steel products into the UK in the 1980s. "We got exclusive rights to the range from Newman Tonks" recalls Harry, "Nobody was really sure if it would catch on, but it was a huge success – forcing Newman Tonks to produce their own 'semi-polished' version in order to keep a slice of the market". At the same time Yannedis maintained its reputation for producing custom-made ironmongery ranging from detailed historical reproductions to the latest contemporary designs. Business was good; the company employed over 100 staff across the UK and turnover was in excess of £10m, but circumstances for the whole market were about to change.

The downturn of the 1990's was as tough for Yannedis as it was for everyone else in the construction sector and the company contracted heavily in order to survive. It was bought by Newman Tonks in 1994. Until that point it was still majority owned by the Yannedis family.

In 1998, with the market more buoyant, the company underwent a management buy-out lead by Terry Moore and John Pepperrell and Yannedis once again enjoyed a period of independence, growth and innovation. Notable projects ranged from classic reproduction ironmongery for the refurbishment of Windsor Castle and St Pancras Station to the latest stainless steel door furniture and accessories for 30 St Mary Axe (The Gherkin).

In 2003 Yannedis was acquired by Lloyd Worrall Group and incorporated into their nationwide



Paul Yannedis would be proud of our continuing specification and supply to some of London's most high profile projects including the Olympics Aquatic Centre, Hammersmith Academy and the refurbishment of the Maybourne Hotel Group (Claridges, The Connaught and The Berkeley Hotel). I think he would be particularly proud of our high quality bespoke designs, including restoration ironmongery - I'm sure these would have had pride of place in his showroom display cabinets! At a time of uncertainty (yet again) in the construction industry it's even more important to look forward to the future with optimism. With the stability and support of a large plc behind us, Yannedis is laying the foundations for a very positive future".

It seems hard to find anyone in the AI world today that hasn't been associated or involved with Yannedis at some point in their career. It is a company whose reputation and legacy has allowed its name to survive the turbulent trading years of the last century and leave it well placed to carry the Yannedis ethos of quality and integrity forward in this millennium.

This view is echoed by Lloyd Worrall Group Regional Manager GB, Arun Kulkarni, "Yannedis is such an important name within architectural ironmongery, there will never be a time when it is not associated with the industry. Whether owned by Lloyd Worrall, Macnaughton Blair or Grafton Group plc, Yannedis will always be left as a stand-alone brand that the industry should aspire to".

operation. In 2008 the Lloyd Worrall business was itself acquired by Northern Ireland based Macnaughton Blair Ltd, part of the Grafton Group plc - a major building materials and services supplier operating in the UK and Ireland. Once again, Yannedis retained its name with the associated heritage, but now with the security of

a major group behind it.

Today Yannedis focuses primarily on the London and South East markets and specialist projects, continuing to work closely with architects, specifiers and contractors to deliver the highest quality and reliability.

Graham comments, "After 100 years, I'm sure

Lean and Green

Self - Powered Electronic Access Control

E-plex 2000 with



Coming soon...

KABA®

info@kaba.co.uk

Is your QMS just a beast of burden? Or are you using it to increase your business opportunities and give your customers what they REALLY want. Carl Fowler, Managing Director of Quality Business Systems tells us how to make the most out of quality processes.

There are many organisations out there that use the ISO9001 accreditation for something that is just for compliance to tender for certain contracts. However, just by looking over day-to-day operations and reevaluating how you apply controls to the risks within your main service delivery processes, you should see ISO 9001 paying you back in volumes.

Which processes are at the root of most complaints and errors within your service delivery?

Are these problems defeating your service delivery objectives?

One of the most crucial objectives and to some extent the most difficult to fulfil, is meeting the customer's specification requirements once the order is won. Using the following ISO 9001 example of 'Review', 'Verify' and 'Validate' during the specification design phase helps to control the risk of failing to deliver what your customer really wants, and also leads well into business opportunities when the final validation process is executed. This very simple, three stage checking process is often over-looked to save time when provisioning orders, but is proven to actually save time in the long run if the

process is utilised for every order as it drastically reduces order specification errors and the need for time to rectify these post-delivery.

Reviewing the proposed specification upon order with the customer to make sure no changes have been inadvertently made by either party. A check-sheet can be signed off to agree this and a 'base-line' version of the specification is then created. Customer communication logs can also aide this and should ideally run throughout the term of the contract. Keeping simple notes regarding dialogue between you and the buyer is an excellent review tool when looking back to match your customer's requirements and any changes to the specification version.

Verifying that what you've included or plan to use in the specification accurately reflects what the customer has agreed to during the review process. Some customers may see this as over-cautious but most will start to feel the quality of the service that you're offering. It shows you want to get it right first time and also a good first opportunity for contract additions. Any changes made to the specification version should be highlighted and the version number incremented. During this phase, utilise the customer

Extending on the tried and tested HI-LOAD hinge range Royde & Tucker are pleased to launch the new range of hinges for frameless glass door panels.

Available in both two knuckle lift off and three knuckle fixed pin versions and manufactured in stainless steel this range can accommodate frameless glass doors up to 120kg as standard, or variations to customer requirements on request, with precision laser cut components, representing the latest in design and function.

HI-LOAD hinges from Royde & Tucker are unique in their construction and performance, designed for longevity as a 'fit-and-forget' solution and are maintenance free. In addition HI-LOAD's construction creates exceptionally low resistance to door opening/closing and importantly, ensures this high level of performance throughout the hinge's lifetime, contributing to a highly efficient doorset. HI-LOAD hinges have a 25 year performance guarantee.

Peace of mind is clearly available at www.ratman.co.uk



Royde & Tucker Ltd
Bilton Road Cadwell Lane
Hitchin SG4 0SB
T 01462 444444 F 01462 444433



HI-LOAD hinges for

HI-LOAD is a Royde & Tucker registered trademark

RAVEN
Acoustic, Fire & Smoke Seals

communications requirement of the ISO 9001 standard by issuing 'Order Status Reports' (good or bad news is better than none) a simple email prompted by outlook reminders is sufficient.

Validating that the order at 'Pre-delivery stage' matches the verified requirements before despatch of products has begun. Again, using the customer communication requirement, notify the customer that delivery is about to commence and include the latest specification version list to show what they're getting in the delivery. Products should then be checked by despatch to the same version list. If anything has changed, make sure the customer is aware before delivery. Don't chance it.

Once the products have been delivered to your customer you can then complete the final stage of validating with a 'Post Delivery Survey'. Such questions as 'Are you happy with the products and services you've received from us'? 'Was the delivery time acceptable'? Try not to send these out into the 'black hole of disappearing paper', but call the client direct with four or five questions. This ensures you're going to get records for your management review that will importantly lead to continual improvement of your services. Not only will it elevate your customer's perception of your organisation but also give you a fantastic opportunity to secure future business during the same phone call. Asking if there's anything else that you can provide at this stage may trigger the buyer into purchase mode, especially if they have just given you fantastic feedback.

The ISO 9001 quality manual and the ISO 9001 certificate itself can be used as great sales and marketing tools.

Renaming your quality manual as the 'Business Manual' and re-formatting it so that it shows your quality processes clearly gives the customer an overall feel for your service operations and is a fantastic additional document to send out to your customers with your quotation emails as a PDF file or

posted directly to the buyer. The general feel of the manual should highlight your objectives and how your company goes about ensuring these are delivered. Over-complicated manuals tend to be over-looked and not used, so try and keep it simple and make sure it gets your quality message across and how you use processes to ensure excellent product delivery time after time. A simple process flow diagram is a good addition that shows any checkpoints along your service and product delivery paths.

Review the scope statement that is printed on your certificate and add in anything you've missed such as key cutting or master key suiting. Remember that the certificate is your proof that what you do is done with professionalism, effectiveness, quality and efficiency. Leaving services out from the 'Scope' statement is selling your company short. Think of the scope as a small newspaper advert that encompasses all the major services that you do within it. There maybe a word limit dependant on which accrediting body you use. Again, you can send this out to prospective customers and display it on your website homepage. Use it as a statement that highlights your professionalism as an organisation and that what you do is done with customer focus and care. Please remember you'll need to contact your accrediting company i.e. BSI, NQA etc to change the scope, which they should do with just the cost of a new certificate issue. It's your certificate and quality system and you're entitled to add onto the certificate what you feel best reflects your services within reason and relevance to your company.

In summary, try not to wear the ISO 9001 as a badge but let it protect the process risks in your organisation and let it help you shine in dark economical times.

For help or advice regarding ISO 9001 please contact carl.fowler@qualitybusinesssystems.co.uk

glass - a clear choice.



HI-LOAD H208-G & H206-G designs for frameless glass doors

Double-Action Pivots &
Emergency Releases

HI-LOAD™ Hinges



As part of its ongoing commitment to listening to its members, the **GAI** gathered together some ironmongers from large and small firms in a **Round Table format** to discuss issues affecting them and their businesses. Here we listen in on their views on the imminent requirement for **CE marking of fire escape route doorsets** and what it might mean for the **AI trade**.

The participants

Delegates:

- **Phil Newson**, Chief Executive of the Allgood Group. Phil has been in the ironmongery industry for nearly 30 years since he left the school, always working for AI firms.
- **Julian Newman**, Director of Oxford Ironmongery. Julian has been in the industry for the last 25 years, working for a number of manufacturers and a couple of AIs as well.
- **John Monaghan**, Managing Director of John Monaghan Limited and representing the Monaghan Group. John has been involved in ironmongery for "quite a while", even working in the family business in his school summer holidays

- **Gary Hewitt**, General Manager of Spillers architectural Ironmonger. Gary has been with the company for 17 years, starting out as an ironmonger on the trade counter.

- **Paul Spencer**, director of Acorn Spencer Group, a small independent ironmonger specialising in passive fire protection as well as ironmongery. Paul has been in the trade for about 25 years

Chairman:

- **Andrew Hall**, President of the GAI and MD of GEZE UK

Facilitators:

- **Gary Amer**, Chief Executive of the Guild of Architectural Ironmongers

- **Helen Curry**, editor of the Architectural Ironmongery Journal

Following a vote in the European Parliament in January ratifying the Construction Products Regulations, it will become mandatory for fire and escape route doorsets to be CE Marked (if they fall within the scope of a published harmonised standard) from July 2013. The panel talked about how this development might affect AIs' businesses, large and small

Phil: we wholeheartedly support the CE Marking of fire and escape route doorsets at Allgoods, we believe and support any improvements to a life safety product that raises the overall quality and performance of a product, and I am sure that it will also create business opportunities for AIs willing to invest in the training of their staff. I think one of the biggest challenges with this one is going to be how the Guild communicates this

scheme to its members, and overcomes the confusion that seems to exist with regards to route to market of hardware from Als and doors /doorset supply from door manufacturers.

Andrew: Can I just add some clarification as this issue is complicated and causing some concern in our industry. First of all the GAI has made it very clear in various publications and at public meetings that ironmongery companies will be able to continue to do business as they do today when the CE marking of fire and escape route doorsets becomes a legal requirement in July 2013. We can say this because by far the majority (probably in excess of 80%) of timber fire doors are sold as part of an assembly and not as a doorset. There will be no legal requirement or provision to CE mark door assemblies, only doorsets. So the ironmonger will still be able to sell individual pieces of door hardware which can then be assembled and put together on site. Also, a doorset will be CE marked once it has been tested with all its associated hardware, which most likely will be done by the manufacturer. But an ironmongery company could also do this himself; for example, if Allgood buys door blanks and frames, they can have them tested independently and sell them as a CE marked doorset. In Europe, most doors go to market as a doorset and they're CE marked, because in Germany, for example, it's a legal requirement. UK door manufacturers have wanted the same thing to happen here and have tried for the past 10 years to change the market perception of doorsets. They have not materially succeeded however. Why, because by far the majority of UK fire doors are timber and it's quite easy to prepare a timber door on site, whereas in Europe they are actually mostly steel. For me the big question is whether the market will choose CE marked doorsets over non-CE marked door assemblies? Will the specifier think differently and say "well, it's a lot easier and safer to specify a doorset because I know it will conform and be legally compliant?" Do we feel that architects and contractors will change their specifications and buying habits to doorsets instead of door assemblies? What do you think?

Phil: Well, I think it's more contractor led as whilst the Architect is creating a generic specification, in most cases it cannot be enforced through the contractual route due to the form of contract entered into with the building developer / client.

Andrew: So will the contractor think "I'd better make sure I conform and buy a doorset" because we hear at the moment that some contractors give preference to value for money and choice and worry less about legislation. Will this change?

Phil: My personal view is it won't.

Andrew: I think this is the critical point about CE Marking of doorsets. The building industry is notoriously conservative isn't it? It really doesn't like change nor do it very quickly either.

Julian: No. I would like to hope the future's bright and the future's orange but I'm not really sure

Andrew: Gary, do you think, based on your past

experience of the building industry where you were more involved with builders that legislation will bring about a change?

Gary Amer: I think that habits die hard and operational practices tend to sort of lead the way.

Andrew: John, what's your feeling about this?

John: I've kind of avoided this subject for a couple of years but I kind of read up on it to make sure I'm reasonably clued up, but at this point in time, I've got some significant reservations about the whole thing. I don't see what problem CE Marking doorsets solves; there must be a reason for doing it. Is it not working at the moment with CE Marked products sold separately?

Andrew: Well, at the moment, the door blank itself cannot be CE Marked and the door manufacturers have shown no signs of wanting to get door blanks CE marked. Currently you can't even do an EN1634 fire test on a door blank. So the only part of the doorset that is currently CE marked is the door hardware - as a direct result of the very significant work that Graham Shirville, Norman England and other GAI representatives have done over the years.

John: I'm not sure that should become the ironmongers' problem and I think that the way things are going it could become the ironmongers' problem. I don't think we see that there's any benefits to the AI from CE Marking the doorsets. I think the main beneficiaries of this are the door manufacturer and the ironmongery manufacturer, not the AI. I'd certainly like to find out more about this ExAp and interchange ability issue, which I think is crucial, and I'm concerned that CE Marked doorsets will become the de facto standard for architects, just the way that they have P21s and it says under the door closer "To BSEN 1154". It doesn't have to be, but the fact is that every

// I don't see that there's any benefits to the AI from CE Marking the doorsets. I think the main beneficiaries of this are the door manufacturer and the ironmongery manufacturer, not the AI //

single P21 written says it now, it becomes the de facto standard, and if it goes down the same lines as CE Mark doorsets, all I can see is that it's more self-imposed red tape really for the industry. It needs lots more testing; it's great for the test councils. Lots more administration for us all, but actually a lot less choice for the end user, for the architect, and definitely for the architectural ironmonger. Part of the trade that we ply is having the choice of which supplier we're going to use and which product of that supplier we're going to use on this specification. That choice I think will be taken away from users in many situations, depending on how this ExAp and interchange ability goes, but I'm really concerned that this idea of a de facto standard of CE Marking of doors sets which says "it's gotta be them; it's gotta be that supplier, cause it's CE Marked" and therefore it's got to be this ironmongery because that's what's been tested with the door and we get shut out, and that's a

real concern. I think us as a group, we're big enough to probably manage that and say "we've been talking about getting into doorsets for years" and we probably will do at some stage. I think bigger ironmongers will be fine but smaller ironmongers are going to struggle because if that happens, how are they going to evolve? How are they going to change with it? It's very difficult.

Andrew: Just to clarify, the EXAPs you mentioned are the Extended Applications which will allow interchangeability of hardware. It is still unclear how these will work, but their intention is that, providing a product has been tested to the relevant European standards, the hardware can be interchanged on the door with that which was used for the original CE mark appraisal. So you'll be able to have a choice of handle, door closer or whatever. In principle, this will mean that the ironmonger will still be able to schedule and specify hardware of his choice to go on the doorset.

John: The danger is that unfortunately when some of these standards have come out in the past, the very powerful manufacturers, the very powerful and interested parties which typically aren't architectural ironmongers - because we're further down the food chain, we're not as organised and big organisations - they will put the word out that actually "oh it has to be CE Marked" even before it's a legal requirement, just as some door manufacturers (and certainly nobody present!) are talking about door closers have to be to EN954. They actually did from a legal point of view but that wasn't the word that was coming out, it's that it's got to be to EN1154 and a spin can be put on it by powerful, interested parties in the industry that means that no matter what the actual truth is, it moves away from us and I think there's a real danger.

Phil: It is going to be a battle of marketing budgets.

John: Most Als don't have marketing budgets!

Andrew: The interesting point for me, if for example doorsets do become more prominent in the market place, is who's going to do the scheduling? You still have to schedule those doorsets. As a result, the GAI is seeing an increase in door manufacturers actually creating internal ironmongery departments.

Gary Hewitt: When you see how many of the people they're pushing through the GAI Education programme now, it gives you a heads up of what's going on.

Andrew: If I can put the counter-argument to that; I believe there's a bigger trend towards ironmongers starting to sell doorsets as they prepare for the possibility of doorsets becoming more prevalent in the market.

Gary Amer: I was just thinking of alternate companies that you can add to your list.

Andrew: What I think this emphasises is that the GAI member companies should be constantly reviewing their business model in view of changing external market forces; in this particular case this is probably the biggest potential change we've seen in recent years although there is still a lot of uncertainty surrounding it.

Gary Hewitt: Certainly as a small independent, this is the thing that causes the biggest fear that I can see of our industry changing for us. We've spoken to a few door manufacturers but we really aren't big enough and we certainly haven't found anybody yet. Whether it is that the smaller independents are able to form an alliance, or door manufacturers presenting themselves to the smaller independent, I don't know.

John: And there is a massive problem with the doorset manufacturers as an ironmonger and I've experienced it with about three or four now. We've played with a few on a couple of projects and every single one we've performed perfectly, really have, and we've been let down by the door manufacturers in issues of performances, every time.

Paul: On the schedule?

John: Absolutely. Delivery...and you lose control of the job no matter.... in fact I've been on PFI projects where they've said you did a great job on transforming the ironmongery. Can you do doorsets for the next one, and we actually said no on that one but you get dragged down that line but the dangers are huge, partly because if you have to sell it as a package, you're taking a large value item, you're making a low percentage of hits and the risk is great, so it's full of pitfalls.

Helen: One door manufacturer that I had a lot of dealings with, probably one of the biggest in the housing association arena had got an on time in full figure of less than 60%.

Julian: It's a can of worms.

Gary Amer: What is clearly becoming evident to me, is that the special working party that we've established within the Guild already to address the issue is going to have a quite important role over the next couple of years of educating and explaining the changes and what it will mean to the architectural ironmongery industry. But also the term you used earlier – begin to start the conditioning process in people beginning to embrace it because, as Andrew mentioned, companies will have to modify their business models and how they go about affairs and you have to be fearful but there will be some out there who don't grasp the opportunity and therefore, want to blame things like this. So I think that there's a big need for the Guild over the next couple of years before this goes live, to be active in how we address this matter and how we communicate to our membership in the most effective way.

John: I think what's crucial is that the Guild fights the corner for the architectural ironmonger because this could just take its natural course and...

Gary Amer: If allowed to, it will spiral out of control, and it's irretrievable and the consequences that come with it.

Phil: There's got to be real clear communication from the Guild to the membership on what the issues are.

Gary Hewitt: I think it's also important actually that the small to medium sized architectural ironmongers take the message home because otherwise you will find – and this is not having a go at anybody, it's just the way it works – the bigger boys tend to have more time and money to get involved with the Guild, to be able to drive forward. The smaller operations that are 2, 4, 6 people, haven't got the time or the money to get involved and actually they aren't necessarily represented and I think somehow the smaller ironmongers and the medium ironmongers have got to have more involvement and maybe it's not coming along to London to meetings which takes a whole day, and is a day that you can't afford to have, it's some other form of communication whether it might be by email or blog or something, whereby we can all stay in touch with what's going on and have an opinion, but never have to leave our seat because we're too busy doing what we're doing.

John: Yeah. I think I'm right in saying that in Europe there isn't such a thing as architectural ironmonger, but here we are trying to conform to a European standard.

that can emerge for all.

Julian: I agree. Even as a small ironmonger, I still think there's an opportunity there for us. It may be that we're going to approach it a different way. There's a lot of working with, rather than putting something together ourselves. I don't envisage my company starting buying container loads of doors, but we may work quite closely with someone that does so that we can produce a package together.

John: The danger is, door companies become ironmongery companies as well, and say "We'll keep it to ourselves thanks very much, we don't need to partner with an ironmonger any more", so the bigger boys can sort it out for themselves.

Phil: Just as a point of interest; we've actually found it going full circle the other way round because we have got more actively involved in the supply of doors & doorsets. We are sourcing product from within the UK and have formed a close partnership with a small supply chain, and during our discussions with our door suppliers we have found that there is a very important role for the AI, because of the complexity of hardware specifications and coordination required with access control and door automation.

So if AIs in general feel that they do not want to be directly involved as a supplier of doors, we should not under value the professional services we can provide to the market.

John: Which is what happened with us with a

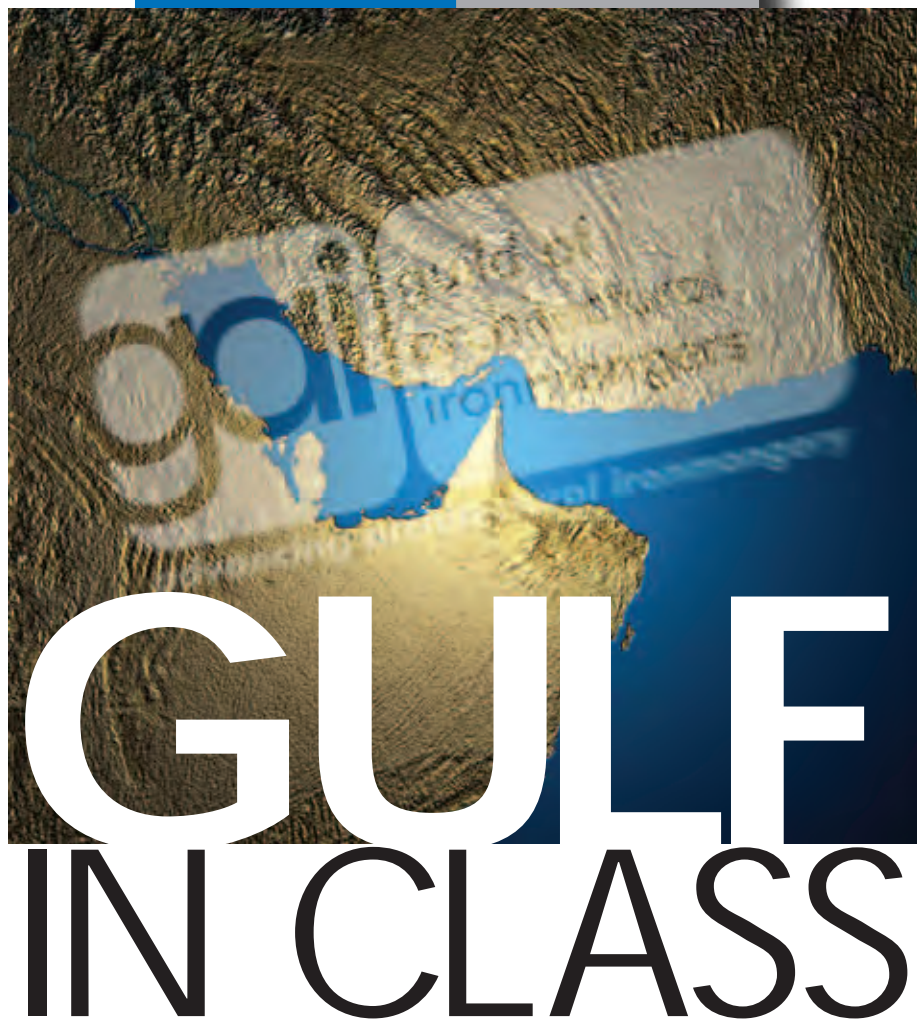
// What is clearly becoming evident to me, is that the special working party that we've established within the Guild already to address the issue is going to have a quite important role over the next couple of years of educating and explaining the changes and what it will mean to the architectural ironmongery industry //

Andrew: In Europe, the architects do the scheduling. We have in the UK a very specialist and very unique industry which is experiencing some uncertainty over this issue. But it doesn't need to be doom and gloom. The GAI however has to communicate the issues clearly and accurately as and when they become clearer Phil, are you optimistic about it?

Phil: I am actually. I think it is going to come down to how the Guild clearly communicates the message, so all of the membership can then start in return talking it back up the line to their client base. I do feel there is going to be a marketing war, between either side of the industry, however I feel there are opportunities

company - we were their ironmongery partner. What you've got to do is work on the fact that they can buy from a lot of manufacturers themselves - they can buy hinges, can put the door closers on in such situations, they can buy the locks and they can say "well, actually we buy most of it ourselves but how about on certain difficult projects, you do the scheduling" and you can supply them. But the rest of the time, when it's standard stuff, they'll just do it. You've got to get that agreement in place of who's doing what here because otherwise they'll pick you up and drop you as they need you. A true partnership is really important.

Phil: Very much so.



This year's **GAI** examinations are more popular than ever in the **Gulf States**. In fact the test centre in **Dubai** is **very nearly as big** as London's this year.

Because hardware is so vital to the security, safety and accessibility of a building it is possibly one of the most complex, legislated and regulated areas of the building industry. Which is why the role of the architectural ironmonger is so vital and why producing a schedule is a skilled and complex job and one, which requires professional training and education.

To this end, the GAI runs a three-year course covering all aspects of architectural ironmongery in the UK, which is designed for everyone working in the architectural ironmongery industry and is constantly updated to reflect changes in the industry. There are three levels to the programme and success in the third leads to the award of the GAI Diploma. Each level is designed to be completed comfortably in a year. Like all high quality training programmes, the GAI's programme is extremely comprehensive, and by the end of Level 3, students have covered every conceivable aspect of architectural ironmongery. The programme is written by experienced architectural ironmongers, and therefore rooted

in the real world. There is no unnecessary theory to grind through. Every element of the programme has a practical application.

It is perhaps this practicality which is making the GAI exams so popular in the Gulf – the UAE, Kuwait, Qatar, Bahrain, Saudi Arabia and Oman in particular. This year 59 candidates from across the region will be sitting their exams in Dubai. Only one more will be attending in London – proof of the strength of the qualification in the Middle East. So why are ironmongers in the region so keen to get this UK-based qualification? Keith Maer is the GAI's Education Manager "The GAI's education syllabus is unique. It is the only recognised programme in Europe that leads to a qualification in ironmongery specification. And it is respected and admired not only in our own trade in the UK but among specifiers, contractors and clients alike across the world," he says

"No other scheme offers such a broad knowledge and understanding of ironmongery, leading to the most recognised qualification in the industry. The GAI is very proud of its record of preparing so many students for a career in

architectural ironmongery for over 40 years," says Keith.

On many larger projects in the Gulf states a hardware consultant is required as part of the contract conditions so naturally this gives companies with a qualified ironmonger a competitive advantage. European – and especially British – contractors still carry a significant influence in the region and look for sub-contractors with recognised qualifications, knowledge and credentials. European standards are widely respected too and products usually have to be specified to EN (Euro Norm) or British Standards on larger projects.

Adam Taylor works for hardware company HÄFELE in the UAE and is one of the GAI exam's biggest exponents in the region, volunteering for the organisation to help set up the region's training courses and exam centres. "I passed my exam in 1994 so I know the benefits in understanding our industry and the correct level of training which is why I introduced it into my region," he says. "I oversee 70 staff in the GCC countries for HÄFELE and believe we are one of the most respected suppliers to our industry. In part I think this is down to good training as well as the service and product range we offer our customers and it is important therefore that my team are experts in their field. We also need to keep up to date with the latest standards as it's very easy to feel cut off from the world here so again the training program keeps us up to date."

"In terms of exam success, at HÄFELE we try to conduct some in-house training to give our staff a better chance of passing as it is often difficult to fit in home study with our busy lives. I think the staff feel that they are adding more value to the company by undertaking the work and of course securing their own job future.

Laidlaw Gulf LLC is another architectural ironmongery company in Dubai which places great emphasis on employing GAI qualified staff on its payroll. "Having GAI qualified staff adds value to our position as a professional supplier of hardware to major projects. Clients are reassured when they see that their schedule has been prepared by a GAI-qualified scheduler," says Laidlaw's Clive Edgley. "Completing the GAI qualification programme also benefits us in terms of having more knowledgeable and confident staff, better able and equipped to handle the large, complicated projects with which we are dealing."

Any spending that comes straight off the bottom line might be susceptible for cuts at the moment. But the GAI is arguing the case that staff training should be retained in budgets. The economic downturn has had a significant impact on the funds invested by many businesses in training. But despite this fall in spend, most businesses continue to invest in training because, when times are tough, it is the service and expertise you can offer which makes you stand out from the crowd.

A ROSE BY ANY OTHER NAME

ROSE LODGE WAS NOT THE BIGGEST OR FLASHIEST PROJECT IN THE GAI AND RIBA SPECIFICATION AWARDS THIS YEAR, BUT IT WAS CROWNED THE FIRST EVER WINNER OF WINNERS, CHOSEN BY THE JUDGES AS THE OUTSTANDING PROJECT FROM ALL OF THIS YEAR'S FINALISTS. HELEN CURRY TALKS TO ARCHITECTURAL IRONMONGER LAIDLAW SOLUTIONS TO FIND OUT WHAT MAKES THE PROJECT STAND OUT.

Rose Lodge was funded by Northumberland, Tyne & Wear NHS Foundation Trust and has 12 inpatient beds and will be staffed by psychologists, psychiatrists, therapists and nurses. It offers a specialist short-term inpatient assessment and treatment centre for working-age adults with a range of learning disabilities and mental health problems.

Service users, carers, staff and local people were all involved in developing plans for the centre which is located within a mature landscaped site and designed around a courtyard. The layout of the building offers generous access to outdoor space; both the wider extent of the site which includes seasonal patient gardens and a 'trim trail' for accompanied exercise. The courtyard allows good observation and clear wayfinding internally whilst the architectural feature of the green spine wall provides the distinction between staff areas from patient areas. The £6.1million project opened in the autumn of 2009.

AI Laidlaw Solutions has worked with client Northumberland, Tyne and Wear NHS Foundation Trust on a number of projects alongside global, award winning healthcare planning and architecture firm Medical Architecture (MAAP) and Laing O'Rourke.

The architectural ironmongery on this project presented the Laidlaw team with a number of challenges – the security and safety of patients and staff was paramount while the architects specified that the building design should, where possible, avoid an 'institutional' feel. The architects' brief to Laidlaw was to create modern and safe facilities that respected the privacy and dignity of service users and the local NHS Foundation Trust also required the building to be future-proofed to a 'medium secure' level, so anti-ligature products were specified including bedroom, washroom and communal room locksets, all with primary or secondary barricade features. To meet these specific requirements, Laidlaw's Orbis Anti-ligature range of stainless steel door furniture was chosen.



The assessor from the GAI who visited the project in January 2011 as part of the Specification Awards judging process was impressed with how much thought had been given to the architectural ironmongery in the context of the project as a whole. "Careful consideration has been taken to ensure the safety of both the residents and the staff within this project has been met," he said. "Even after some 12 months of operation the unit still looks very good when considering the hard wear the ironmongery has had to endure."

Rose Lodge's twelve en-suite bedrooms utilise a 'swing' bedroom layout to cater for the specific needs of acute, enhanced and supported care. Activity and day spaces located between wards nurture interaction, and space is available for quiet and therapy rooms. The environment will be one of intensive use, so the design and performance of door furniture, supported by a 10-year guarantee, were both key. Laidlaw Business Development Manager

Clint Robertson commented, "the interior emphasis in such secure environments continues to change in favour of more sensitive interior design and the extended range of co-ordinated Orbis Anti-ligature door furniture provides considerable scope to use such products for their aesthetics."

This feeling was echoed by the GAI's assessor. "As this is a special care unit it is always hard to try and not make the building too institutionalised however as client care is paramount and self harm is a real problem the specification reflected careful thought to prevent this from happening," he commented.

Construction was undertaken under ProCure21 for publicly funded NHS Capital Schemes. The building is split into zones, with the staff wing situated behind a feature spine wall, with the three acute care, enhanced care and supported care wards wrapping around the other three sides of the central landscaped courtyard. Architecturally, the courtyard allows for good observation and

generous access to outdoor space, while the strong spine wall provides a clear distinction between staff and patient areas.

Faye Coddington, spokeswoman for MAAP Architects, said, "we aimed to create special places inside and outside that are attractive, calming and memorable to the individual which assist in orientation and provide access to nature to promote wellbeing. The building itself is designed around a large secure courtyard, providing external accommodation for users who may not be well enough to access the wider site. This has been landscaped to a very high standard, allowing social interaction between patient groups and opportunities for horticultural therapy. In addition, clearly-defined zones make up the internal areas for staff, visitors and different user groups; each ward is colour coded to assist in wayfinding; signage depicting local landmarks enables users to easily identify their location.

The building is designed for future flexibility and achieves long-term sustainability through high standards of energy efficiency and the use of low-maintenance and recyclable materials."

It is clear that part of the success of Rose Lodge's ironmongery scheme is that Laidlaw were involved early on in the design process and the client and architect understood the role that hardware could play in the success of the building overall, especially with regards to safety and security. Laing O'Rourke's Project Manager Joe Jefferson commented "Laidlaw contributed enormously to the scheme. They were a very influential part of the delivery team, enabling a successful conclusion to the project".

This high level of cooperation shows in the finished scheme, as the GAI assessor commented: "Laidlaw has carried out the specification with careful consultation with the architect and the client to give a safe and friendly environment to some very challenging patients. It's always hard to balance performance with aesthetics on such buildings and on this occasion it's worked well"



// **Laidlaw** has carried out the **specification** with careful consultation with the architect and the client to give a **safe and friendly** environment to some very **challenging patients** //

Project: Rose Lodge, Assessment & Treatment Centre, Hebburn

Client: Northumberland Tyne and Wear NHS Trust

Architect: Medical Architecture + Art Projects, Medical Architecture

Main contractor: Laing O'Rourke





LAIDLAW SOLUTIONS

Helen Curry takes a look at Laidlaw Solutions, the AI responsible for the Rose Lodge project.

For over 130 years Laidlaw has been supplying door hardware and fittings to some of the most prestigious buildings in the UK and overseas, building an enviable reputation during that time. The Laidlaw philosophy is to work closely with architects and specifiers to provide a total solution to suit each particular application. Each element is selected to meet the performance, aesthetic and budgetary requirements of every project. The Company supplies to a nationwide network of contractors and delivers solutions in all areas of the construction industry.

"At Laidlaw we pride ourselves in knowing our marketplace. Our unrivalled expertise coupled with product development and continual innovation across all aspects of our business enables us to respond to the changing needs of our customers. With a client list which includes Sainsbury's, Tesco, Asda, Halifax, Portakabin and Virgin, those needs can be very demanding," says Managing Director, John Jefferies.

Laidlaw can trace its history back over 125 years and during that time it has undergone various guises, the most recent before its present ownership took over was under the group umbrella of Ingersoll Rand. They acquired Laidlaw in the mid 90's as part of the Newman Tonks business. At the end of the last century, the business was taken over by John Jefferies who, as soon as he looked at the company, realised its potential. "It was a gem of a company but it was lacking leadership," he says.

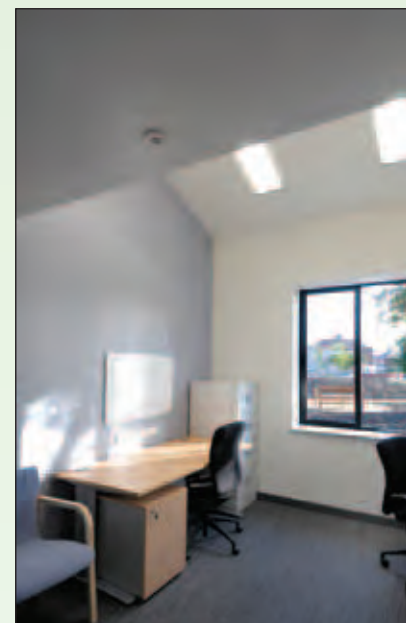
John built a new management team from within the company and brought in a few new members with some key core objectives: "To reacquaint ourselves with our customers, establish their objectives and devise ways in which we could add value to their business as well as ours," says John. "We also looked at the market to find ways to expand our sales offering and at the supply chain to see how we could extend our involvement – from manufacturing right

// They are the **largest independent AI** in the country with **12 locations** – **10 with trade counters**, and around **200 staff**. //

through to contracting."

The doorset business also established at this time has proved a bedrock of growth for the company, along with a flourishing balustrade business. Both are a logical extension to the conventional ironmongery and gives Laidlaw even greater project involvement.

Laidlaw's entire product range is supplied through a single sales force which incorporates experts in the various specialist areas. Despite the new initiatives, traditional ironmongery is still at the heart of Laidlaw's business. They are the largest independent AI in the country with 12 locations - 10 with trade counters, and around 200 staff. They have a comprehensive selection of own-brand product ranges manufactured to their own designs.



manchester

loreto college



STATE OF THE ART

For the final phase in the £17 million redevelopment of Loreto College in Manchester, the new Ellis and Kennedy Building required a series of high performance door closers. DORMA, supplied 288 of its sleek cam action door closers to meet the specification.

Designed by Taylor Young architects and built by Bardsley Construction, the new build educational facility houses a library, computer facilities and a learning resource centre. Comprising of five storeys and approximately 6,800m² of floor space, the project was designed to provide state-of-the-art learning facilities in a contemporary environment. As such, when it came to the specification of door closers, DORMA's TS92 and TS93 proved ideal for their compact, elegant design and safe, reliable functionality – ideal for a heavily trafficked educational facility.

Architectural ironmongers, Lloyd Worrall, worked closely with the architects to ensure that the most suitable door closers were specified for the project. In total, DORMA provided 234 x TS 92 cam action door closers and 54 x TS 93 cam action door closers, all supplied in the stylish Contur design with a silver finish.

west london

uxbridge lido

GOING FOR GOLD

The rejuvenation of the the iconic Grade II-listed Uxbridge Lido, which had been closed for more than ten years, has produced a new leisure facility in West London which will be used by Britain's leading swimmers in the run-up to the 2012 Olympics. The original Lido had been used for the 1948 London Olympiad and as part of the London Borough of Hillingdon's new £25 million Sport and Leisure Complex the pool was formally opened by London Mayor Boris Johnson.

The design and build scheme was headed by renowned sport and leisure sector architects FaulknerBrowns. A combination of Orbis Timber Doorsets including a 'Steam Beech' laminate finish with polished frames and profile lippings and primed doors with vision panels ready for painting was specified. For public access areas, pull and lever handles in Polished Stainless Steel were chosen from the distinctive Orbis Premier range.



Satin Anodised Aluminium and Satin Stainless Steel hinges, locks, escutcheons, pushplates and kickplates from the Orbis Commercial range were also used.

As a year-round facility of considerable traffic intensity, the doors and ironmongery will be put to the severest test.

gerrards cross

tesco



GEZE'S CUBIST DESIGN A HIT

Two distinctive glass cube entrances to a flagship supermarket, with sliding glass automatic doors by GEZE, has helped Tesco win admirers after a ten year struggle to develop in Gerrard's Cross. Glass fabricator Firman Glass specified GEZE's bolted-to-glass Slimdrive SL bi-parting automatic doors to provide both functionality and beauty.

Combining easy access, life safety and sustainability, GEZE UK installed four of its Slimdrive SL bi-parting doors, one SL single and one SLT telescopic door to provide two draught-proof lobbies, complete with distinctive ISO aluminium profiles.

The Slimdrive SL and SLT, part of GEZE's unique Slimdrive range, are ideally suited to provide safe and easy access in high traffic areas. Their minimalist design ensures that the operator can be concealed in the façade, giving designers limitless aesthetic potential. Just 7 cm in height, the operators are one of the most compact available on a sliding door, giving a seamless visual effect.

Firman Glass sales manager Jody Hodgson said: "We've worked with GEZE on the Colchester Arts Centre and knew they'd step up to the mark when we needed a dramatic and minimalist installation. Their pre-eminence in bolted-to-glass assembly swung it for us."

derby

derby riverlights



HAT-TRICK FOR LAIDLAW

Derby Riverlights is a striking £100m mixed use, city centre development situated adjacent to the River Derwent. Occupying over 46,000m², the project incorporates a casino, Holiday Inn and Hilton hotels, bars, restaurants, retail units and a new bus station.

Laidlaw Solutions has pioneered the supply of integrated doorsets combining door leaf, frame, glazing, ironmongery and access control. In this instance, Group company Saturn Architectural Ironmongery project-managed the supply of over 660 doorsets and ironmongery. As a principal supplier to Shepherd Construction, Saturn scheduled 3 key elements of the scheme, the 116-bedroom Hampton by Hilton hotel, the 105-bedroom Holiday Inn and the new central bus station. For the Holiday Inn, a mix of factory-painted and American Black Walnut veneered doors were supplied, with some Walnut doors having a bespoke horizontal grain. The Hampton by Hilton hotel involved installation of a combination of factory-painted and oak-veneered doors and both included handles and closers from the Saturn 'Aquarius' range. Locks, flush bolts and morticed ironmongery were supplied as part of the Laidlaw doorset package.

Close collaboration with main contractor Shepherd Construction was key to the fulfilment of effective project scheduling as Paul Eastwood, Supply Chain Manager of Shepherds' commented. "I was impressed with the high quality of Laidlaw's products which arrived on time, clearly marked and carefully packaged. As a main contractor, we firmly believe that the use of factory finished doorsets is the only way forward".

sheffield

home for blind



BLIND FAITH

The Sheffield Royal Society for the Blind new premises was provided by student flat developer IQ Property Partnership, part of Quintain Estates and Development PLC, as part of a larger development that saw the construction of new student accommodation. DORMA TS92 door closers were specified as they met the necessary requirements for its blind and partially sighted occupants, many of whom are elderly. DORMA's TS92 Cam Action door closers, giving the building's occupants the access they needed whilst ensuring all regulations were met.

"We have very many elderly people visiting our centre, some with walking sticks or frames, so the pressure required to open the doors was extremely important to us and a solution had to be found." commented Steve Hambleton, General Manager at Sheffield Royal Society for the Blind.

Commenting on the issue of ensuring access for all, Graham Hulland, Product Marketing Manager for DORMA said, "When specifying Door Closers to meet Approved Document M and BS8300 applications, specifiers and suppliers must request performance data for such units. DORMA has produced torque curves for all of its door closers to substantiate recommendations for use in such applications."

weston-super-mare

grand pier

PIER PRESSURE

The former Grade II listed Grand Pier at Weston-super-Mare has been rebuilt since fire destroyed the original structure. Following completion of the £51m project, it is quickly becoming the South West's biggest visitor attraction. Traditional features have been combined with an indoor theme park, stylish function and conference rooms and event space, all in one weatherproof arena.

In keeping with the desire to create sophisticated interiors, all internal doors, including those of the Great Hall, have been fitted with Orbis Premier ironmongery. Over £25,000 of door furniture was supplied through Saturn Architectural Solutions.

Bristol based Angus Meek Architects won the design from a shortlist of 6 Practices, acting on a brief to create a modern visitor attraction which would generate a vision for the future while respecting the traditional Victorian seafront setting. With more than 300,000 visiting in the first week and over 110,000 per week in February, the performance of the door furniture is being put to the test as Peter Wood of Angus Meek commented. "As a year-round indoor theme park rather than a venue which closes for 4 months of the year, the use of doors will increase greatly. We had used the Orbis Premier range on a number of previous occasions as we liked the design and had confidence in the guarantee of long-term performance. We were also happy with the appearance of the stainless steel and choice of products in the range. Overall, it seemed a natural selection for this type of building. The Saturn staff worked closely with us and were extremely helpful, providing samples and mock-ups very quickly. There was considerable pressure to complete the internal fit-out to a tight schedule and a number of key individuals were involved in the specification's approval. The refinement and operational quality of Orbis Premier convinced everyone that it was the right product".



FINGER PROTECTION STRIPS

NEW IMPROVED FINPROTECT PLUS

Finprotect finger protection strips as manufactured by Ellen in Holland have been redesigned and re-launched in the UK and Ireland as Finprotect Plus, stocked in-depth by Zero Seal Systems Ltd. When fitted, the appearance of the new product is very similar to the old pattern and still allows doors to open to 180°, but the plastic profile is a stronger, improved design and the aluminium channels are easier to fit.

The shorter length of 1980mm requires no cutting if being used on standard doors and 2500mm lengths are also available. Finprotect Plus is available in black and white plus brown, silver, red, yellow and blue, and one product now suits both internal and external doors. There is a new broader profile #120 available for use with double action floorsprings.

Finprotect Plus has been successfully tested to one million cycles and carries a five year guarantee along with TÜV certification.



CENTRE DOOR KNOBS

CENTRE STAGE

Samuel Heath has introduced two new centre door knobs to its range of solid brass door fittings.

The additions have been made to the company's Profile and Contour hardware collections and increase the options available to those wishing to add a distinctive style to housing developments; Profile offers a simple, smooth finish which creates a timelessly elegant style, whilst Contour features intricate detailing and the classic concentric circle pattern that has become its hallmark.

The new door knobs add to the company's suites of door furniture, which include letter plates, door knockers, key locks and bell pushes, all designed to offer elegance with practicality and manufactured to the highest standards, assuring durability and style that will look great for years.

With a range of finishes, from contemporary chrome to more traditional polished brass, warm polished nickel and stainless steel, the Samuel Heath centre door knobs enhance two suites of door fittings that will provide designers with the potential to create classic or contemporary looks in a wide variety of situations, from luxury homes to boutique hotels.



SATIN CHROME FINISH

BOWING TO POPULAR DEMAND

To complement their existing range and in response to increasing popular demand, Carlisle Brass are introducing products in a satin chrome finish to their existing lines.

The latest addition to the company's popular range are Bow Handles which are designed to enhance the company's Victorian-style interior door furniture products which include finger plates, push plates, pull handles and hinges. The Bow handle is now available in Polished Chrome, Polished Brass and Satin Chrome finishes.

The 'AA' Bow handle range forms part of the Classical Collection of architectural ironmongery designed to offer plain and simple lines with classical styling for timeless popularity. The range embraces both interior and exterior door furniture as well as matching window casement fasteners, espagnolette handles, pins and stays.



KEYLESS ELECTRONIC LOCK

THE KEY FOR LEISURE

Ronis has developed an innovative keyless electronic lock for facility operators for the securing and organisation of lockers, safe deposit boxes and functional furniture in leisure facilities. Suitable for any furniture or panel thickness, Tronic + offers easy-to-operate keyless operation with multi-user and single-user functions. Inspection and master code facilities make Tronic + the ideal solution for any environment. It is suitable for both wet and dry areas, such as swimming pools and sauna changing rooms, a truly durable product, meeting the demands and expectations of the leisure industry.



NEW SHOOTBOLTS

WINDOW SECURITY

The new Mark One Shootbolt FROM Nico Manufacturing offers the same security standards as the established Mark Two Twin Cam Shootbolt, meeting the requirements of BS 7950. Successfully tested for over 1 million cycles, it features a super strong gearbox which, thanks to its compact size, is ideal for timber profiles with smaller cavities.

All the Nico Locking Systems can be supplied to suit the requirements of schemes such as 'Homes for Life', which recommend fitting low level handles to windows. Both Nico Shootbolts are available with special extensions and the MultiLock and Espagnolette can be fitted with an offset gearbox.



HIGH QUALITY SECURITY BOLTS

BOLT FROM THE BLUE



Royde & Tucker has extended its range of high quality security bolts (Anza & Barza), with new specification options for frameless glass doors and EN 1634 fire test evidence for Anza and Flush Anza door bolts.

R&T's heavy-duty Barza bolt can now be fitted to frameless glass doors and frames, offering a tamper proof security solution for glazed leaves – meaning specifiers can achieve a robust standard of security protection without having to compromise on style.

Simon Gardiner, Sales and Marketing

Director at Royde and Tucker, said: "Glass doors are often specified on the perimeter of a development to help conduct natural light into the building, yet securing frameless glass doorsets is not without problems. For many years, Royde & Tucker's Barza bolt has been the construction industry's preferred security option and now this strength, ease of fitting and tamper resistance is available in a reliable assembly for glass."

Suitable for doors that are 10 to 12mm thick, gaskets and sleeved fixings protect the glass from contact with the bolt's metal components. In addition, fixings are bolted through the door leaf and concealed – providing further tamper proofing. For frameless glass doors with glazed overpanels, a button keep, secured through the glass, can also be supplied.

As well as the new glass option for the Barza bolt, Royde and Tucker has recently received BS EN 1634-1 (FD30) approval for both the surface mounted Anza and Flush Anza bolt ranges. Anza, which can be morticed into the face of the door or Flush Anza mounted into the edge, offers security with a quick and easy-to-use exit throwing mechanism.

POWERFUL AND ELEGANT CLOSERS

CLOSING IN

The latest addition to the ARRONE® door closer range from HOPPE (UK) is the AR5200, a powerful yet elegant closer suitable for doors weighing up to 100kg in high traffic areas. Combining stylish visual appeal with reliable function, the AR5200 offers excellent performance characteristics with 30 minute, 1 hour and 2 hour fire ratings and a 10 year mechanical guarantee. Visual appeal is also maximised thanks to availability of covers in a variety of finishes on the series model AR5500.

HOPPE also offers a number of market leading closers for more

standard use doors including the ARRONE AR6800/6900 and AR8300. Both products are widely used in commercial applications, including fire doors, where performance reliability is key, and the AR6900 and AR8300 are available with stylish silver, gold and plated finish covers to enhance aesthetics.



We're 99 years young!

We've been specialists in sliding systems since 1911

Hillaldam Coburn Ltd.....on track for another 100 years.

Hillaldam Coburn Ltd, Unit 16, Merton Industrial Park, Lee Road, London SW19 3HX. Telephone: 0208 545 6680 Facsimile: 0208 545 6720



COBURN
SLIDING SYSTEMS

■ RUST RESISTANT PADLOCKS

SECURE TO THE LAST NANO-DETAIL

ABUS has developed 'NanoProtect' to ensure its essential parts are rust resistant for four decades. It is rust, not break-ins, that proves the downfall of most padlocks and ABUS 'NanoProtect' is a specific way of chrome plating hardened steel shackles enhancing the normal chrome plating process and closing up the microscopic gaps that would normally occur through to the core steel. The result, now being applied to all ABUS standard padlocks, gives the same shackle corrosion protection as ABUS' proven ETERNA plating on its 41 laminated steel padlocks. In simulations the 'NanoProtect' plating resisted the worst of the British weather for more than 40 years giving the shackles, while the plating remains intact, effective rust prevention for the lifetime of the padlock.

'NanoProtect' is now being applied on a running change basis on ABUS' padlock series 65, 70, 72, 82, 83, 85, 86 and 92 to provide even more reliability and longevity.



■ DROP SEAL AND KICK PLATE

SOUNDPROOF IN MINUTES

Safehinge has launched HUSHfast, an integrated drop seal and kick plate which provides an all in one solution to door protection and effective threshold sealing.

The product conceals the drop down acoustic seal within the visual space of the kick-plate and can protect the door from impact damage and eliminate noise transfer.

HUSHfast combined with HUSHseal perimeter seal, can soundproof an existing door in minutes. Quick to install, HUSHfast can be retrofitted using high tack self adhesive strips or anti-tamper screws. Where concealed seals require a level of maintenance where the removal of the door is needed, HUSHfast uses a concealed seal which is surface mounted to provide easy access for maintenance.

Safehinge HUSHfast is applicable in areas of education, hotels, private clinics and student accommodation where noise levels can be particularly detrimental to the individual and their wellbeing. HUSHfast is backed by acoustic evidence and is available for most doors.



■ CE MARKED HINGES

PHOENIX RISING



As part of a programme of continually improving hinge specification and performance across the product range, Master Hinge Makers Cooke Brothers' 6015 and 6016, Mild and Stainless Steel 2.5mm Architectural Continuous hinges are now CE marked having been successfully tested and certified to BS EN 1935: 2002.

The latest accreditation which includes, load and overload testing, shear strength, endurance and fire resistance, certifies a hinge grade classification of 14 under the existing standard, however with an eye to the future requirements the product tested achieved a grade of 15 under the forthcoming standard.

■ INTERNAL SLIDING DOOR

IMMACULATE FINISH

iVega from Portman Pocket Doors is a contemporary take on internal sliding door gear that offers a simple and elegant aesthetic along with precision manufacture, enabling consumers to create a real statement feature. Sleek and chic, the high-end results will redefine expectations of what can be achieved with a sliding door.

Crafted from grade 304 stainless steel and offered in either a satin brushed or mirror polished finish, iVega sliding door mechanisms are not just the functional choice; they are highly aesthetic too.

Allowing single or double doors to gently glide back, iVega from Portman is the perfect solution for creating a streamlined effect and maximising interior space.

Roller wheels used with shielded ball-bearings allow the door leaf to glide along the track. Meanwhile, a concealed floor mounted guide is centrally located to eliminate any swinging effect and allow a uniform movement during sliding. Tracks are available in standard lengths or can be cut and drilled.



■ SWING DOOR OPERATORS

WIND POWER

DORMA is set to launch two new automatic electromechanical swing door operators, designed to provide more efficient closing of doors under strong wind conditions. The DORMA ED 100A and ED 250A are equipped with wind-load control that recognises and compensates wind loads of up to 150 N, generating double the closing force of automatic electrohydraulic closers to ensure doors close properly to minimise heat loss and unauthorised entry.

The ED 100A and ED 250A are from DORMA's range of swing door operators for use on doors of various sizes and weights. Simply select the suitable version according to your prevailing door-leaf width and weight. While the ED 100A is suitable for doors with a weight of up to 100 kg and a door width of up to 1,100 mm, the ED 250A is designed for doors with a width of up to 1,600 mm and a door weight of up to 250 kg. Both operators may be installed as push-version with standard arm and as pull-version with slide channel.



■ ACCREDITED LETTERPLATE SYSTEM

MAIL ORDER

Royde & Tucker, has had its letterplate system accredited by the official police security initiative, Secured by Design (SBD).

Endorsed by the Association of Chief Police Officers and backed by the Home Office Crime Reduction Unit, Secured by Design focuses on crime prevention at the design, layout and construction stages of homes and commercial premises and promotes the use of security standards for a wide range of applications and products.

Royde & Tucker has received accreditation for its letterplate system, which encompasses the acoustic fire and smoke resistant letterplate, combined with the LP10 Security Cowl, the LP11 Internal Security Latch or the LP12 Security Internal Post Box.

The system comprises a high performance letterplate with internal flap and aperture liner to fit door thicknesses of 42-47mm, 47-52mm and 52-57mm. Suitable for use on acoustic doorsets, the letterplate achieves 31dB/Rw sound reduction, as well as being fire resistant for 30 and 60 minutes, with CF255 Certifire approval.



■ INCREASED FLEXIBILITY

IN A FIX

Abloy UK, the sole distributor of EffEff products in the UK, is offering increased flexibility with the new Profix II product range, by offering both the strikes and faceplates separately according to function.

For the first time, EffEff customers have the opportunity to



match the faceplate and choose the function required to suit individual door requirements, with the new Profix II range offering 12 strikes and six plates with a possible 72 different combinations.

Profix II has been launched with the latest EffEff technology available in the full product line from the basic entry level 118.13 fail secure standard strike to the 332.238 fail safe emergency exit with faceplates to suit all door materials.

Easy to fit, the multifunctional new Profix II range means less cutting and removes the need to cut-out from the leading edge of the doorframe, meeting architects' demands for a more aesthetic finish.

■ NEW HINGES

SOLID STRENGTH WITH SAMSON

SAMSON solid brass hinges for flush doors are available in CE marked and fire rated options plus a series of seven exciting Designer Finials - designed with the architectural specifying community in mind. This popular SIMONSWERK hinge will shortly be offered in a new version with concealed bearings, increased weight carrying capacity and additional size ranges. All SAMSON hinges are maintenance free and covered by the SIMONSWERK 25 year performance guarantee.



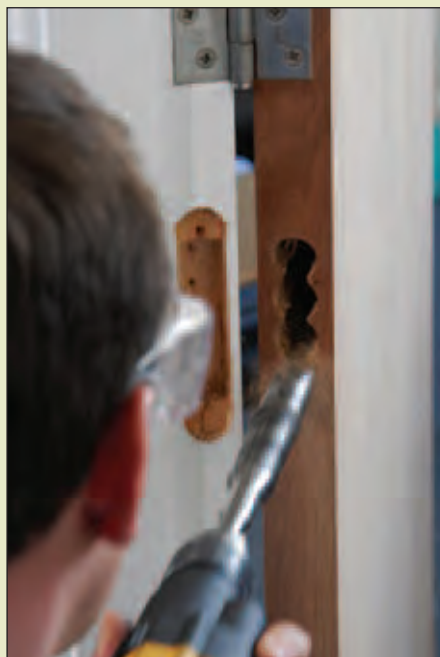
>> LITERATURE



HARDWARE CATALOGUE

DAD has just released its new catalogue for general hardware, 2011-2012 edition. Featuring a complete new range of domestic mailboxes, it also shows for the first time the Brabantia mailboxes exclusively manufactured by DAD. It includes details of the DAD comprehensive new range of eurocylinders conforming to EN1303, and the masterkeying service than can be done in house or can be offered to selected distributors. This catalogues features also the DAD key cabinets, medicine cabinets, safes, security products and various decorative hardware items.

For a copy of this catalogue telephone 01233 630406 or email info@dadgroup.co.uk



VIDEO GIVES CONCEALED CLOSER INSTRUCTION

Samuel Heath has produced an instructional video covering the installation of its controlled, concealed door closer, Perko Powermatic.

The video provides comprehensive instructions on the installation and adjustment of the door closer for fire and non-fire door applications, with advice on pre-installation checks, preparation and morticing of door and frame, and fine-tuning of closing speed and latching action for different situations.

Samuel Heath's development engineer, Mark Stonelake, explains, "As with all high performance products, correct installation of Perko Powermatic is essential to ensuring that the door closer functions correctly and delivers the many benefits for which it has been designed. The video complements the printed fitting instructions that accompany every product and will provide a valuable resource for trades-people responsible for installation on site. It will also be of great interest to specifiers and contractors as it demonstrates just how straightforward the process is."

The new video can be viewed on the company's dedicated door closer website at www.perko-powermatic.com.



WASH DAY

Laidlaw Solutions has combined quality and affordability in its new washroom accessories range. Fittings manufactured in satin or polished stainless steel and polyester powder-coated steel have been designed to suit most commercial environments and complement the company's brand leading doorset, door furniture, handrail, access control and signage systems. Products include hand driers, towel and soap dispensers, toilet roll holders, baby change units and a comprehensive selection of items for disabled users. A core range of economy fittings such as mirrors, bathroom cabinets and grab rails completes the package. All are available from Laidlaw's 13 branches throughout the UK, while detailed technical information can be obtained by calling the Laidlaw Technical Helpline on 0845 0700 970.

redundancy by a different name



I am sorry to return, once again to the painful question of redundancy. Many readers will know that, some time ago, organisations, in particular in the public sector, started abandoning the traditional patterns of redundancy selection, in favour of re-structuring. That provides the employer with an opportunity to re-engineer the organisation, replace what may have grown up over the years, with a management structure that more nearly reflects current organisational needs. While this sounds a valid enough approach, it has increasingly been used in highly cynical ways, often as a ruse to tweak the system which has been mismanaged.

The unbidden fallout from such an exercise often requires staff to re-apply for their own job, even where there has been no change in that role. This is a highly distressing time for affected staff, and I often feel that it is a cowardly way for management to behave. Being interviewed for a job that you have been doing for 7 years is not a lot of fun.

Disgruntlement from the judiciary

I was hoping, because of the sheer grief that this style of reorganisation can induce, that it would attract some disgruntlement from the judiciary. However, quite the reverse has happened in a recently reported case.

It involved the unusual field of endeavour, at least from an employment dispute point of view, of international Rugby. The Welsh Rugby Union decided to restructure their coaching staff. They had two coaches, one specialising in elite coaching, the other in community coaching. The plan was to appoint a more senior coach. Both applied. There was a new Job Description. They were to do a presentation, and a standard set of questions and marking scheme was set up.

In the event, they gave one of the applicants far more time, they did not operate the marking scheme fully, and the coach they appointed did not have the level of qualifications that was stipulated in the Job Description.

I do not think that there would be any doubt that in a conventional redundancy selection situation, this selection process would have been assessed as unfair. However, the tribunal took the view that this was

not a selection based on what the two coaches had done in the past, and assessing them as to how they had accomplished their role in the preceding years, but one where they were considering what the coaches could offer in the future. While they felt that organisations must be sensitive to justice being seen to be done, and that they should adhere to their own policies, what was paramount was that a fair and reasonable selection had been made...warts and all. So,

coach 1 was selected for the senior role, and coach 2 was made redundant.

This was appealed to the EAT. They accepted the findings of the junior court. They said that "A Tribunal is entitledto consider as part of its deliberations whether an appointment was made capriciously, or out of favouritism or on personal grounds."

They could not find that, though the WRU were maybe lucky to satisfy the Tribunal as to the overall fairness of their selection process.

The point is

The point here is that such lapses of apparent fairness of process, seem to be more open to explanation in the restructure scenario than they would be in a straight redundancy, which I am afraid will encourage more organisations to arrange their organisational changes in this way.

If you are considering any changes like this, you can always contact the **GAI Employment Law Helpline on 01372 462262, or email us on roger.vincent@talk21.com**



architectural
ironmongery
journal

AIJ is published by: The Guild of Architectural Ironmongers, 8 Stepney Green, London E1 3JU. www.gai.org.uk
Although this magazine is the official publication of the Guild of Architectural Ironmongers, claims and opinions expressed by contributors and advertisers do not necessarily reflect the official view of the GAI. Copyright The Guild of Architectural Ironmongers 2007 ISSN 0959-986X



Publisher:
Gary Amer

Tel: 020 7790 3431

Email: gary.amer@gai.org.uk



Editor:
Helen Curry

Tel: 01268 655511

Email:

helencurry@foundationpr.co.uk



Technical Consultant:
Paul Duggan

Tel: 01902 722122

Email: Paul.Duggan@exova.com



Editorial Panel:
Andrew Hall

GAI President

Tel: 01543 443000

Email: a.hall@geze.com



Editorial Panel:
Shafiq Sharif

GAI Marketing Committee Chair

Tel: 01902 600431

Email: Shafiq.Sharif@laidlaw.net

Design and production:

Jim Dansie Design

Tel: 01702 218879

Email: j.dansie@homecall.co.uk

NEXT ISSUE

Copy date for the
SUMMER 2011 issue is
24 JUNE 2011.

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

DOM GUARDIAN®

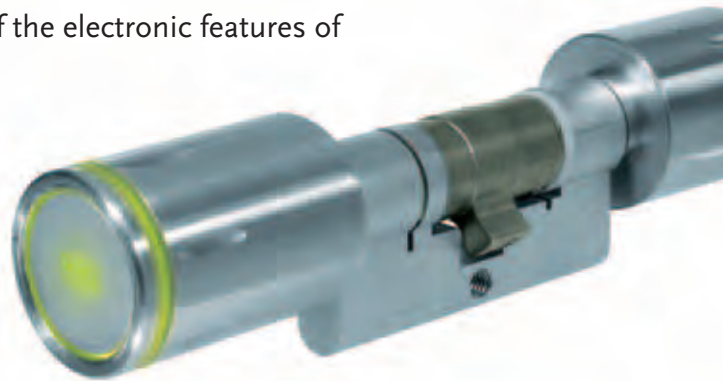


Using the latest advances in transponder technology, DOM has developed a revolutionary product designed to meet the demands of a growing electronics market easily integrated into existing access control systems.

With the new DOM Guardian®, DOM has incorporated all of the electronic features of the DOM Protector® into one fitting.

Key Features

- The reader unit, functional parts, mechatronics and the battery compartment are in the external fitting
- External or internal mounting, electronically controlled
- DIN left or right can be adjusted during mounting
- Locking authorisations are controlled using a master-card or with DOM software solutions
- Online system: events relayed in real time
- Available with a choice of handles and finishes



SECURITY, QUALITY, DOM.

SECURIDEV