



architectural
ironmongery
journal

no.142 summer 2011

advancing architectural ironmongery



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NEED TO GET IN TOUCH?

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production queries see our **contacts**
box on **page 35** (inside back cover)
of this issue.

There is little doubt that legislation is one of the biggest drivers of change in the architectural ironmongery trade and AIs are well used to juggling the demands of legislation, standards, building regs and the like. In fact, it is their in-depth, professional knowledge of these issues that sets them apart from so many other trades in the construction industry.

And right now two pieces of legislation are driving our industry forward apace.

The Regulatory Reform (fire safety) Order (RRO) 2005 puts the onus for fire risk assessment onto the "Responsible Person" in a building. Even though it has been in place since 2005, it is now that minds are really being forced into focus as prosecutions under the Order grow in number. As the AIJ went to press, a fire risk assessor and a hotel manager in Mansfield were jailed for eight months for fire safety offences under the RRO.

And now the Construction Products Regulation has been ratified meaning that from 2013, it will be illegal to place ironmongery or a doorset on the market without a CE Mark if it falls within the scope of a harmonised standard. (See page 18 for more in-depth information)

Of course, as an industry, we welcome these developments as they help to drive up product standards and best practice. This commitment to quality is crystallised in a new scheme being launched jointly by the GAI and BWF – CERTIFIRE Scheme. The Fire Door Inspection Scheme is due to go live in the autumn and will offer the chance for training to become a certificated Fire Door Inspector and really make a difference in fire safety in our public buildings. Full details of the scheme can be found on page 22.

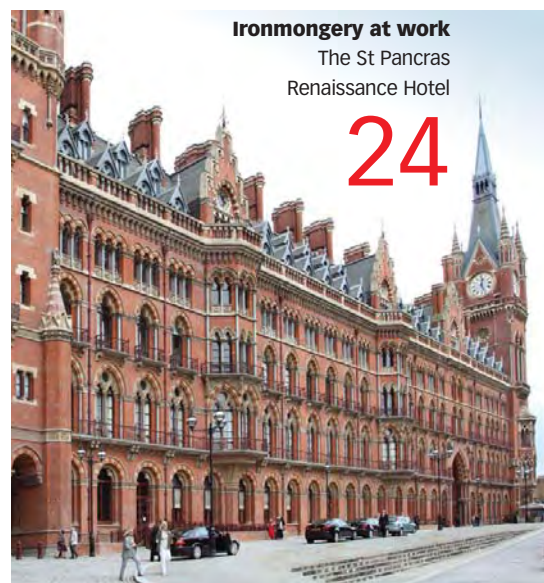


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aijdiary dates

2011

Gold Standard: Great Architecture from the Royal Gold Medal

Date: 12th May to 1st October

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

Description: Display presenting the work of nine of the many architects and architectural practices who have received the Royal Gold Medal over the past 150 years.

Public and Civil Spaces in the Arab World

Date: 12th July to 24th Sept.

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

Description: This exhibition provides a journey through the public and civic spaces of the Arab world and showcases daily life in the region

September 2011

ecoSHOWCASE

Date: 22nd September 2011

Venue: Emirates Stadium, London

Description: Exhibition of building products and services with a sustainability theme.

100% Design

Date: 22nd to 25th September

Venue: Earls Court

Description: Leading architecture and design event showcasing everything for the contemporary building and interior.



LAIDLAW SOLUTIONS ACQUIRES IR LOCKING SYSTEMS

Laidlaw Solutions has acquired the residual legacy cylinder system business of Ingersoll Rand. This will now be known as Laidlaw Locking Systems and will operate with the existing staff from a new manufacturing facility next to the Laidlaw Gateshead Sales Centre. In addition to producing cylinder products from the Primus, Briton, Assa and Evva ranges the acquisition will enable Laidlaw to develop its masterkeying and key control capabilities for both new and existing systems.

Peter O'Brien, Managing Director – Architectural Ironmongery at Laidlaw Solutions commented, "IR Locking Systems is well established and has an excellent product range and technical reputation. Our acquisition of the business will enable us to improve the offer we can provide to our customers and support it with first class service."

NEW LINK-UP

Ingersoll Rand has announced a new link-up to supply its PegaSys electronic locking system to CEM Systems to complement their existing integrated access control and security management solutions.

PegaSys provides a wireless intelligent, cost-effective and quick way to upgrade traditional mechanical doors into a fully electronically-controlled access system. It provides a simple solution to common access control and key management problems - such as replacing cylinders when keys are lost, stopping unauthorised key duplication and auditing user access. The easy-to-manage system is designed for those site managers who want to improve security and control but are unable to commit to a significant investment or do not want the inconvenience of replacing existing doors. It provides many of the benefits of a networked hard-wired access control system in terms of function, flexibility, control and security but at a fraction of the cost.

CEM Systems is a leading provider of advanced access control and integrated security management systems that help secure premises and facilities. CEM designs innovative solutions including access control, ID Badging, alarm monitoring and third party external systems integration. The company is part of Tyco International, the unified group of world-leading access control, video and intrusion brands which includes American Dynamics, Bentel, CEM Systems, DSC, Kantech, Software House and Sur-Gard.

RRO PROSECUTIONS BREAK NEW GROUND

Prosecutions under the RRO continue apace and in the most recent development, an external fire risk assessor and a hotel manager have both been jailed for eight months for fire safety offences reports the online newsletter info4fire.com

The source reports that David Liu, who runs The Dial Hotel and Market Inn, both in Mansfield, had previously pleaded guilty to 15 offences under the Regulatory Reform (Fire Safety) Order while John O'Rourke of Mansfield Fire Protection Services pleaded guilty to two offences under the legislation.

Sentencing the two defendants, on 8th July at Nottingham Crown Court, the judge said that the time had come to send out a message to those who conduct fire risk assessments, and to hoteliers who are prepared to put profit before safety.

Officers from Nottingham Fire and Rescue Service visited both hotels as part of a routine inspection. They found that both premises were being used to provide sleeping accommodation on the upper floors and that fire precautions, which should have been provided to safeguard the occupants in the event of a fire, were inadequate.

Due to the serious risk to life, they issued prohibition notices preventing any further use of both premises for sleeping accommodation until suitable improvements had been made.

Mr O'Rourke was prosecuted because he had prepared fire risk assessments for both premises. However the fire risk assessments failed to identify a number of significant deficiencies, said the prosecution, which would have placed the occupants at serious risk in the event of a fire.

The offences common to both hotels to which Mr Liu, as the responsible person, pleaded guilty were:

- A lack of a suitable and sufficient fire risk assessment
- A failure to ensure effective means of escape with doors leading onto corridors not being fire resisting or having self-closers fitted
- A failure to ensure that emergency routes and exits were provided

with emergency lighting

- A failure to ensure the premises were equipped with appropriate firefighting equipment, detectors and alarms in that there was no fire detection within the bedrooms

- A failure to ensure that equipment and devices provided were subject to a suitable system of maintenance in that the fire alarm system, emergency lighting system and firefighting equipment were not tested.

In addition at the Dial Hotel, officers found both staircases from upper levels terminating in the same ground floor area with no alternative escape routes or separation, a locked fire exit door, and exit routes obstructed by combustible materials.

The other offence at the Market Inn related to a missing fire door and a window not being fire resisting.

Mr Liu was also ordered to pay costs of £15,000 and John O'Rourke, as a person other than the responsible person who had some control of the premises, pleaded guilty to two counts (one for each hotel) of failing to provide a suitable and sufficient fire risk assessment. He was ordered to pay costs of £5,860.

**// an external
fire risk assessor
and a hotel
manager have
both been jailed
for eight
months for fire
safety offences //**

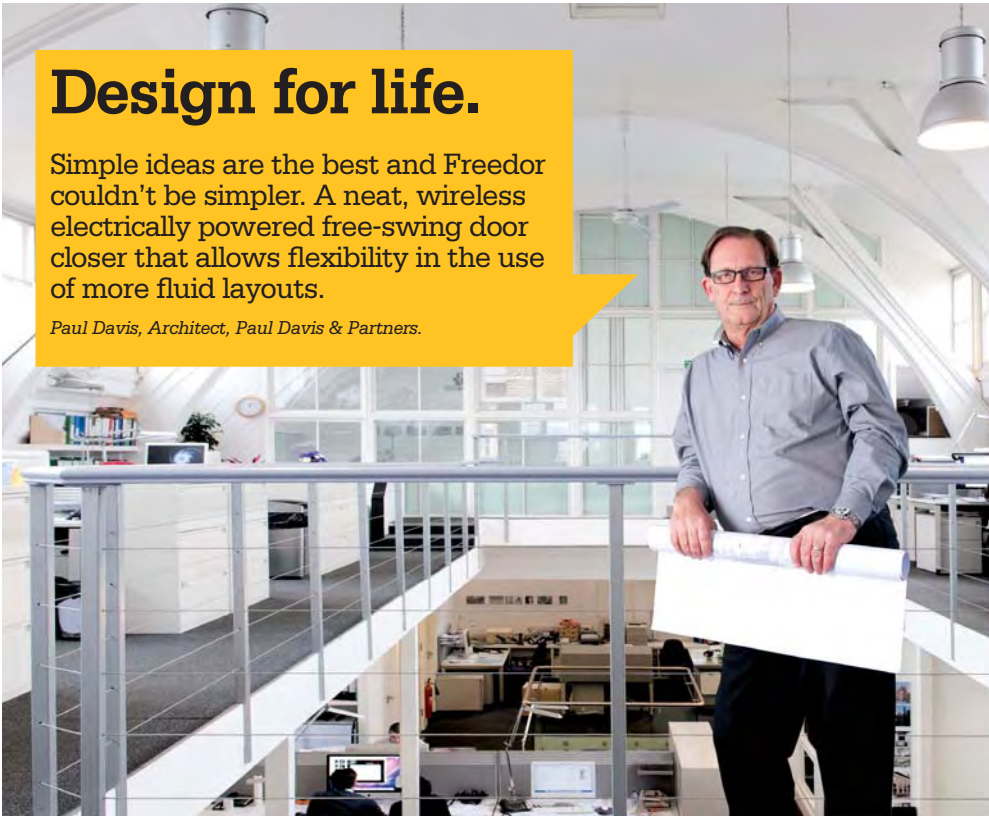
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Fireco

industry news

Yale at MLA Expo...
Securefast customer survey...
GAI new members...



YALE'S 'ONE STOP SHOP' LOCKSMITH SOLUTION

Yale will be exhibiting at MLA Expo (stand 70 at the MLA Expo from 9th to 11th September 2011) including its 'Find an Expert' consumer facility.

Find an Expert was launched to direct local potential customers from all across the UK to their nearest locksmith stocking Yale products and 122 locksmiths are already registered.

Alongside Find an Expert, Yale will also be demonstrating its Retail Consultancy Service, with a mock up window display on show, to demonstrate how locksmiths can begin to create environments that are attractive to customers

Alongside the new services, products on show will include Yale's newest range of anti-snap cylinders, specifically designed to combat the most recent trend in cylinder attack. This will be in a dedicated PVC-U security area, which will include Yale's complete range of mechanical solutions.

gainew members

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Kingstown Industrial Estate
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Fax: 01228 401 847
email: sales@morehandles.co.uk



PUTTING THE CUSTOMER FIRST

In 2010 the Securefast directors commissioned the first in a series of independent customer and supplier surveys. The initial survey was carried out in June 2010 by independent sales and marketing consultants. Their brief was to conduct an in depth, on-line, quality survey based on a randomly selected choice of companies, across a broad spectrum of current accounts, ranging from small businesses through to the medium and larger clients, obtained from either the Securefast, Tate or Colson databases.

With an excellent customer response level of 90%, the consultants have confirmed that, in their opinion, they consider that the survey findings can reliably be viewed as both a viable and accurate measure of the company's performance. Key extracts of the consultants report indicate that the Securefast group as a whole scored highly, particularly for the company's exceptional level of customer care and willingness to meet customer needs wherever possible. Questions relating to the group's range of product and prices received a generally favourable response with both the overall quality of its products and the competitive pricing structure across all product groups. Typical quotes of 'competitive' and 'good value for money products' being terms noted from a number of respondents.

people news

*GEZE expands its team in
Scotland...*



GEZE'S SCOTTISH OFFICE GROWS WITH DEMAND

The UK's leading manufacturer of door and window control systems, GEZE UK, is expanding its team in Scotland to further improve its service to architectural ironmongers.

Craig Fairgrieve joins GEZE UK as an area sales manager to work closely with architectural ironmongers as part of the distribution team. With more than ten years industry experience and an extensive knowledge of both manual and automatics from his previous role at Laidlaw, Craig has already achieved the BS7036 qualification and is studying for the Guild of Architectural Ironmongery's Diploma (DipGAI).

Something EXCITING has happened to JEBRON

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EXIDOR

gai matters

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



GOOD AS GOLD

This year's AGM and conference proved to be a fitting start to the celebration of 50 years of the GAI as it enters its golden jubilee year. In line with the conference theme, Celebrate Our Past, Build Our Future, the event provided delegates with plenty of opportunity to both enjoy meeting with friends old and new, as well as solid business and technical information.

The event was held in Northamptonshire in May and during the proceedings, the GAI appointed a new President for the next two years, Phil Newson of Allgood. Phil takes over from outgoing president Andrew Hall of GEZE UK who has completed a marathon stint of 2½ years in the role. Phil outlined his plans and hopes for the GAI in the next two years. In challenging times for every business, it was good for those attending to hear positive news about all the developments that the GAI is managing through its organisation and activities.

OUR GENEROUS SPONSORS

The GAI is lucky enough to benefit from the hard work of many volunteers, both individuals and companies to deliver its objectives and the success of the AGM and Conference is no exception. Sincere thanks go to this year's sponsors:

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PRESIDENT'S ADDRESS

New President Phil Newson opened his term of office with a positive speech about his plans and hopes for the GAI as it moves forward into the next 50 years.

Phil started out by noting that while much has changed since the GAI was set up in 1961, some things never change. At the first ever conference in 1962, hot topics included standardisation of hardware and education. There was also much debate about the quality of imported ironmongery. "We can be proud of our long and successful heritage and what we have achieved. But of course this is always a work in progress as we work to advance architectural ironmongery into the future – especially in such difficult trading conditions," he said.

Phil then went on to thank Andrew Hall for his leadership of the GAI during his term of office before presenting him with his Past President's medal. "With the direction you have provided during your term of office, I feel the GAI is in a stronger position to face the economic challenging times that lie ahead... and I feel your determination, drive and sheer hard work was a significant contributing factor to this achievement. You are going to be a tough act to follow, and it has been both an honour and pleasure to work with you in my role as your vice president."

Phil outlined to delegates the rocky state of the construction industry at the moment with public sector spending being slashed while the private sector has yet to really recover properly from the recession. But it was not all gloom, "I know that, rather than taking this gloomy news lying down, many AIs are turning to different business strands to weather the storm and lessen risk," he said. "In general, AIs are a resilient bunch, fast on their feet and entrepreneurial. Many have seen, and survived, recessions before. We can perhaps therefore feel optimistic that they will do the same again."

The GAI has not been immune to these difficult economic times and is constantly looking for ways to broaden its product and service portfolio and find ways to help AIs secure new revenue streams. Phil sees overseas markets for the GAI's education programme as an important area of growth for the organisation. "I feel we should continue to promote the Guild's activities to a worldwide market to promote the raising of standards and services the Guild can provide to its member companies, such as our Educational programme, which continues to go from strength to strength," he said.



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gai matters

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



THE BUSINESS OF THE DAY

As well as the informative talks and enjoyable events, the occasion was also the GAI's Annual General Meeting when the organisation carried out its official business, electing officers and committees.

John Jefferies of Laidlaw Solutions Ltd was voted in as Vice President, a post he will hold for two years, David Stacey of DORMA UK was elected as Treasurer.

The other members of the GAI Executive Committee were also re-elected without opposition.

■ GAI 50th ANNIVERSARY AGM & CONFERENCE

MAJOR ACHIEVEMENTS

2011 sees the GAI celebrate its **50th anniversary** and the **AGM and Conference** gave the organisation an opportunity to celebrate the past and look forward to the next phase of the GAI's development.

Over the years, the GAI has had a significant influence in the creation of performance standards in Britain and Europe. This has formed a cornerstone of the GAI's commitment to raising standards across the industry. This has been increasingly important as imported products playing a growing role in the UK market.



"I think the GAI's biggest achievement was to produce graded standards to allow specifiers to choose products with the correct performance specification for their project. This quality is unusual in building product standards and has allowed the building hardware standards to be used successfully across the Single European Market and beyond." Graham Shirville, Chairman of Allgood - pictured above.

The GAI runs the industry's only recognised education programme that leads to a qualification in ironmongery specification. It is

respected and admired not only in our own trade in the UK but among specifiers, contractors and clients alike across the world.



"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," Keith Maer, Education Manager of the GAI - pictured above.

RegAI status is the benchmark standard for architectural ironmongery and one which lies at the very heart of what the GAI stands for – the highest possible standards of education and professionalism.

"The GAI's ultimate aim is that every single Diploma holder should become a RegAI as that status becomes the yardstick

of recognised professionalism in the industry." Gary Amer, Chief Executive of the GAI - pictured below.



But the GAI also took the opportunity of its Golden Jubilee to look forward to the ways in which it is advancing architectural ironmongery. Immediate plans include developing the Institute and building on the tremendous wealth of talent, experience and enthusiasm it contains and speaking out for AIs and the industry to Government, specifiers, contractors and standards bodies. In this way, the GAI is crucial in supporting AIs in influencing trading and legislative conditions. New initiatives, like the Fire Door Inspection Scheme and the continuing development of the education programme further, from its already strong and respected position, will continue to put the GAI at the centre of the industry for many years to come.

the aij meets

Shaun Brown Area Manager of
GEZE UK limited

At the **2011 Annual General Meeting** of the IAI, GEZE UK Ltd Area Manager **Shaun Brown** was presented with the **Guild Fellowship Award**. This award is given by the **IAI Executive Committee** in recognition of a significant contribution to the architectural ironmongery industry.

Shaun Brown is a man who seems happy with his lot. He is working with products that he's obviously passionate about, dealing with people whose company he enjoys and is, in the process, helping to specify door and window control solutions for some of the country's finest buildings. Though he describes the recent award of the Institute Fellowship as "the icing on the cake", it is clearly due recognition for over 10 years dedicated support and involvement in all aspects of the Institute's activities.

Like many people in the industry, Shaun was drawn into the ironmongery business from a parallel trade. He started his working life as an apprentice at custom door makers Shapland and

Petter. Here he studied for an Advanced Craft City and Guilds certificate in Wood Machining followed by a two year Licentiate in Timber Science. Working with high-performance doors lead to an early involvement with ironmongery which developed through work in the stores to specification and scheduling. Although his early recollections involve 'sitting in a dusty room splitting hinges and preparing orders', it obviously sowed the AI seeds and instilled an ambition to build a future in the industry. He commenced his GAI diploma and began moving towards the product and sales management roles that he still enjoys today, though he still considers his early years developing a thorough understanding of door manufacturing to be the key to his success in architectural ironmongery. He achieved his GAI Diploma in 1997, and is continuing his professional development as a RegAI.

"I've been fortunate to have always been able to work with high performance products," he says. "It's been a real privilege to work with such great companies and with some really exceptional people. I genuinely enjoy my job; there is always something new to learn, advice to be shared, problems to be solved and the satisfaction of seeing your products on a prestigious building"

Shaun consciously sought to broaden his AI expertise and build on his early experience in manufacturing. Over the years he took on area sales and product management roles with George Boyd, Kaba UK, Royde and Tucker, Ingersoll Rand and Lorient. He has been Area Sales Manager with GEZE UK Ltd for a year and a half, covering Southwest England and Ireland.

"The market is still quite tough," he says, "But I'm finding more optimism amongst contractors. Although it's still a price-driven market, change is in the air and it's a good time to be working with high-end products. There is a definite trend towards quality – backed up by the manufacturer support and the correct certification and warranty levels that these products can provide. We all know that if the fittings and certification fail, the door - and ultimately the building – fails! The market is also constantly evolving with new demands and new products which provide further opportunities for innovative suppliers and our trade partners."



Shaun has been strongly committed to the Institute for much of his career, serving on their Executive Committee for ten years and the GAI Education Committee for five. He has held regional chairman roles for the South West, Wales and is currently South Central Chairman and National Vice Chairman – all roles that he evidently enjoys:

"I get tremendous satisfaction out of the Institute activities", he says, "Especially the education and mentoring roles. I've been involved in lecturing and exam invigilation and can't recommend the GAI education programmes and CPD sessions too highly. At a personal level, I always enjoy meeting people from the industry and sharing experiences. I've been lucky enough to learn a tremendous amount from very many people over the years and my aim is to pass this knowledge on to the next generation. I'm also especially grateful to the GEZE (UK) Ltd directors for their continued support and back-up for my Institute activities."

Shaun is clearly a man who loves his job and it would be hard to find someone with a more positive attitude to the industry. Living in North Devon, he divides the remainder of his time between his family and his other passions which include house renovation, rooting around in antique shops and trips on his tandem bicycle with wife Julie.

And then there's the skateboarding, but that's another story!

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the aij meets

*Phil Newson incoming
President of the GAI*



Phil Newson has been **MD and Chief Executive of Allgood plc** for the last 7 years during some of the most challenging years for the industry. In **May** he took up his latest challenge as the incoming **President of the GAI**. He talks to **Helen Curry** about his time in the AI trade and his hopes and plans for his Presidency.

As we sit in one of the meeting rooms at Allgood's London offices, we can look out on the former offices of Capital Radio – a strange coincidence since it was at that building that Phil began his career in the AI trade. Phil is a Londoner and when he left school at sixteen, looking for his first real job in 1983, he went to visit the Capital Job Shop. "This was a simple system," he recalls, "You looked at the jobs on the boards, took a card and then Capital phoned the company and sent you for an interview." The

first interview he was sent to was for a firm called Yannedis for the position of Sales Trainee. "To be honest," he laughs "I had no idea what an architectural ironmonger was!" But the interview, at Yannedis's Bow HQ with the company directors – Terry Moore, Wayne Harris and John Pepperell – clearly went well as Phil started work on the Monday as Trainee Assistant on the trade counter at the Yannedis showroom on Theobalds Road WC1.

Phil describes the years he spent in that showroom as "a fantastic training ground," because it was so hands on, dealing with contractors, retail customers and architects in a showroom which was, for its time, pretty groundbreaking in its design. Yannedis was a big player in London at the time and all sorts of customers would visit the showroom with different requirements, making it an ideal place for Phil to "cut his teeth."

Phil then moved on to work directly with Terry Moore as contract coordinator on his projects. In the thirteen years that Phil worked for Yannedis, he rubbed shoulders with many of the people who were to become 'names' within the industry. "It was quite a large company with around a hundred staff but it very much had a family feel and was a great breeding ground for talent."

It was while at Yannedis that Phil started his GAI exams and he remains, to this day, very committed to training and passionate about the GAI's education programme. He enrolled almost as soon as he began in the industry and still sees the value of the course in his career. "It pulled everything together, built my confidence and helped me sell more." Now, at Allgood, Phil remains just as unswerving in his enthusiasm for the DipGAI and staff development increasing training

budgets throughout the recession.

By the time he left Yannedis, after its acquisition by Newman Tonks, Phil had risen to Sales Director. But he was keen to find new challenges and set up his own business, Crown Hardware. It was, he admits, not always a happy time, a victim of its own success when the company grew too rapidly. After the demise of Crown, Phil returned to Yannedis as a self employed consultant. "Throughout everything I had a true friend in Terry Moore – the ultimate salesman with a passion for this trade."

In the latter part of 2004 an opportunity arose as Sales Director at Allgood. "This was an interesting business," remembers Phil. "It was Yannedis's main competitor and in many ways, a very different business and a very different role but one that I soon became comfortable in."

Allgood was, and remains, a benchmark for professionalism in the AI trade with strong ethics and a track record of investing in its staff. But the market had begun to change and Allgood needed to change with it to become more contractor-friendly, and have a far more flexible business model. When the previous MD left in 2006, he was offered the role to make those changes. One

of his first moves was to bring in his friend and former supplier Peter Hill into the business as Commercial Director. With a background in finance and customer service, Peter has been "a great asset to Allgood."

At the end of 2008, after an extremely successful year, the management team at Allgood, lead by Phil who was by now CEO, embarked on a major restructuring programme. "We left no stone unturned and challenged everything in the business," says Phil. And the timing was good with a recession looming although nobody in the trade had any idea how rapid and deep the recession would be.

Phil lists his biggest achievements at Allgood as obtaining its A1 Dunn & Bradstreet financial status in the thick of a prolonged recession, along with the way the company has created a far more flexible business model through its restructure, to be perceived amongst contractors and architects alike, as a high quality, customer service-lead organisation. Year on year the company has increased investment in training and product development and Phil now sees the company "standing at an exciting crossroads, ready to move forward and to continue its expansion into multiple market sectors."

Supporting the IAI

Throughout his time in the industry, Phil has been involved with the GAI, serving two stints on the Executive Committee and being a big supporter of the education programme and the Institute of Architectural Ironmongers. "I believe the IAI is where the industry's future leaders will come from," he enthuses. Phil stood for Vice President in 2009 because he believed, in a recession more than any other time; the GAI could be a force for driving change for good.

He outlined his hopes and plans for his presidency when he took over the role in May this year. He strongly believes that the GAI must add value to its members, looking for ways to broaden the GAI's product and service portfolio and find ways to help AIs secure new revenue streams.

"One of the key areas for AIs to look for growth is, I believe, export," he says. "We are seeing an increasing in the number of GAI member companies venturing into the export markets to support their UK trading activities, and over the past couple of years we have seen membership significantly grow outside of the UK as the GAI becomes an internationally recognised association and brand."

Another pillar of the GAI which Phil would like to help strengthen and develop is the Education programme. "Over the last year we have seen the redevelopment and the upgrade of the educational training programme and even with the current challenging economic climate, student enrolment for the current year remains healthy."

Phil clearly feels passionate about the AI trade and committed to the GAI, which, in the early days of his career "gave me the opportunity to be involved with the industry's early leaders, many of whom have turned into life-long friends," he says. "We have done so much to get the message of quality, standards and training through, now we need to build on that and I would like to encourage members to take a much more proactive role in that process."

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100 YEARS YOUNG



This August **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. **Helen Curry** visits the company's Wimbledon HQ to find out what keeps the business ticking

In 1911 a Mr EA Goddard actually commenced production in the UK, manufacturing Coburn products in London under the company name British Trolley Track Company. From this start the company has grown into a successful business, exporting all over the world with one of the best known brand names in the AI trade.

The company originally operated from the basement of the Wrights Coal Tar Soap factory in Southwark Street. 'Coburn' was widely known in Britain at the time of the First World War, and any make or form of tubular overhead track was termed the "Coburn System", used by architects and the building trade in general.

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 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. Then in February 1994 a new chapter opened when the company became the first to be purchased by JBS Industries Ltd.

Today, 2011, Hillaldam Coburn Ltd operates from head office and production facilities at Merton, near Wimbledon. The company remains a market leader in sliding door gear. Ironically, North America - where both British Trolley Track Co. and E. Hill Aldam originally sourced product over 100 years ago - is now one of the company's major export markets.

This heritage is apparent in every area of the



company's operations. "We often get calls from people who have thirty- or forty-year old sliding garage doors who ask us if can provide them with new track," says Hillaldam Coburn's Alan Fuller. "Usually we can!"

Alan explains that the company's success over the years has been built on a simple principle: concentrating on what they do best. They are not the cheapest and are proud of that trading instead on quality and service. Although the company has plenty of competition in the market place, they still have a good market share. Many companies dabble in sliding door gear, but very few specialise and this quality and professionalism is recognised nationwide along with a strong presence in the Middle East, Far

East, Australasia, the West Indies and North America.

Ninety percent of the company's business in the UK is done through AIs, with the remaining 10% consisting of one-offs and specials for dedicated industries such as film set building. This route to market explains why Hillaldam Coburn is very committed to the GAI's education programme, encouraging their new members of staff to enrol on the course. "We need to be knowledgeable and professional because that is all part of our service offering," says Halladam Coburn's Export Manager Alan Fuller.

The company aims to go the extra mile for its AI customers, offering them service which is above expectations. As such they regularly speak to architects and contractors on behalf of AIs and offer a strong technical back up service. "AIs can confidently put their customers on to us knowing that we will not sell direct," says Alan. "Our office team and our sales force on the road are all there to support AIs." This is perhaps why the company has accounts with the vast majority of the UK's leading AIs. "Sliding door gear can be a bit specialised and problematic," says Alan. "Many AIs don't schedule it on a daily basis and some can be a bit nervous of it, but it can offer good margins and with our support, there's no need to be uneasy about including it in a project." This service to AIs pays dividends since the company tends to hold onto its customers. The company ledger from 1911 shows George Boyd on the books - a company which remains a customer to this day.

As well as systems for sliding wardrobes and garage doors which immediately spring to mind,

Hillaldam Coburn now tackle a variety of market sectors, such as large, folding patio doors. The company spotted that this was going to become a popular architectural feature about fifteen years ago and as well as products for domestic projects, they also supply for restaurants and cafes. "We offer Als a sliding door solution for most applications from a kitchen cupboard to an aircraft hangar – we can do the lot!" says Alan. This versatility is achieved because Hillaldam Coburn's range includes literally thousands of lines.

Hillaldam Coburn operates from an impressively clean and efficient looking south west London HQ where forty members of staff work. Around 85% of their products are British made. People tend to stay with the business for a long time.

Testing is undertaken in-house on the company's test rigs where the products are put through 50,000 or 100,000 cycles to BS EN 1527. R&D is also carried out in Merton with the engineers and production working closely together to ensure that designs are workable.

Despite the difficult trading conditions in the UK, business remains at acceptable levels for Hillaldam Coburn. Pocket doors, are doing well and growing. The company expects the next twelve months to be mixed. Exports have held up well – the weak pound helps – where British engineering and design is still valued.

It is this mixture of heritage and modern forward thinking which will see Hillaldam Coburn enter its second century of trading in fine fettle.

Assembly is carried out at Hillaldam Coburn's South West London Headquarters



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Hidden talents

Astra Door Controls has launched a new concealed door closer which, it claims, will offer AIs a CE marked alternative to overhead closers at a viable price. **Helen Curry** talks to **Alister Reid** and **Philip Gallagher** from the company about the journey they have been on to get to this point.

Alister Reid knows more than most men about cat flaps. This is not surprising since he worked for many years for Reilor, the world's largest producer. Reilor was set up in 1937 and moved into making pet flaps shortly after WWII and grew an incredibly successful business, selling millions of units worldwide. The company got into the door closer business in 1982 when it acquired the Gibraltar closer brand – one which remains very strong in the market to this day. When Reilor was sold to a US pet door manufacturer in 2005, it is safe to say that the new owners were not really focused on the door closer Business. So the current Astra Directors created Astra Door Controls and spun out the door closer division of the company to stand alone. The current management team is what Alister describes as "Reilor through and through" and are concentrated exclusively on door closers with sales across the globe from its Lancashire base.

In 2002 the Directors realised the potential for a reasonably priced concealed closer which could compete with overhead closers in both price and performance. "We decided to try and develop an EN1154 CE-marked concealed door closer to go head-to-head with overhead products at the right price while providing similar function," says Alister. This, however, proved to be not as easy as they anticipated and it is only after eight years in development that Astra is ready to take the product - its 3000 series - to market.

The main challenge for the Astra R&D team was to miniaturise all the necessary engineering to fit into a 28-32mm tube - it is this challenge which had previously made concealed door



Astra's Philip Gallagher



Alister Reid

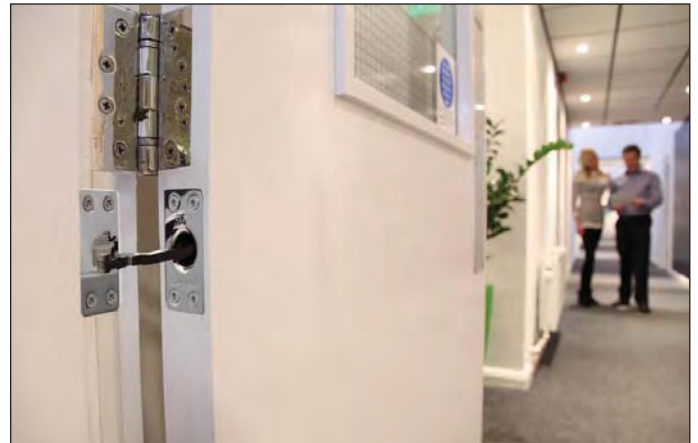
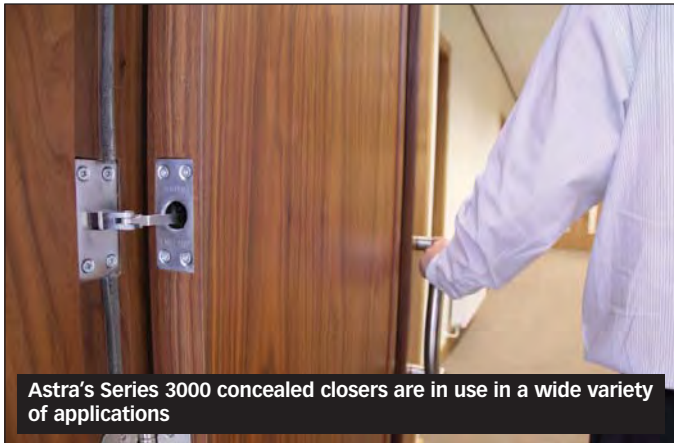
closers prohibitively expensive. "The easiest car to build in the world is a Rolls Royce," observes Alister, "because you can charge £200,000. The hardest car to build for a profit is a £6000 budget car. Clearly there was no future in a concealed door closer which costs twice the price of an overhead type – we would have got trampled."

While most of the R&D was done in-house, largely by Alister and Val Martin-Warren who runs

the day-to-day operation of the business, the Company also brought in experts in hydraulics and seals to assist in the design process. The process was laborious with tests carried out on the Company's own test rigs after each design tweak. "There have been many highs along the way," recalls Alister, "and many days when we could have sat down and wept!" Alister was involved with the R&D every step of the way, right down to the smallest details. "Springs! There's a dark art!" he recalls when talking about their efforts to miniaturise the technology required to make the concealed door closer work at the right price.

The result was the Astra 3000 series, a range of four fully-controlled door controls of differing power sizes with adjustable closing speed and latching action in power sizes 1 to 4. When Astra first asked its customers what the problems were with concealed door closers, the resounding response was that they are difficult to fit so the Astra 3000 series has been designed to be easy to fit with fitting jigs, templates and morticers. Size 3 is approved to EN1154 and CE-marked with the rest of the range following close behind. "AIs now have a choice to specify concealed door closers at a price to match overhead products," says Alister.

The Company hopes that the introduction of the Astra 3000 series will help to clear up confusion in the marketplace. "There is a lot of uncertainty about the RRO (Fire Safety Order) and conflicts between Doc M, the Equality Act and all the other documents which AIs need to take account of," says Astra Sales Director, Philip



Gallagher. "People have little idea how and when they can use a concealed door closer and we hope to remove a lot of that uncertainty by getting the complete range CE-marked."

Already the range is proving a success, not just in the UK but across the globe, particularly the Far East where a boom in high rise building - the natural market for the Astra 3000 range - continues apace. "In China they need to build 50,000 high-rise buildings every year just to cope with the movement of population from rural to urban areas," says Alister. "So there is a buzz and vibrancy over there that is just non-existent here, and we expect over half of the Astra 3000 sales to be outside Europe." The 3000 series is currently undergoing testing for SUV approval in Singapore and fire testing in Melbourne for approval to Building Code 1905 Part 1 so that it can be sold in Australia and New Zealand.

A refreshing change to see a British company exporting eastwards, going against the grain of so much UK trade!

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From **2013**, the **Construction Products Regulation** will make it **illegal** to place ironmongery or a doorset on the market without a **CE Mark** if it falls within the scope of a harmonised standard. **Jacky Sinclair**, the **GAI's Technical Consultant**, spoke to the AIJ about what AIs and specifiers need to know.

The first thing which AIs and specifiers must be clear about is the definition of doorsets, door assemblies and essential hardware. A fire door assembly, which most AIs are so familiar with scheduling, is made up of elements such as a frame, door leaf, glazing and beads, plus all the essential hardware – hinges, closers, operating furniture and seals, scheduled by an AI. These elements are delivered to site from more than one source. Each supplier takes responsibility for the elements they supplied.

A doorset comprises all of the same elements but is supplied by one legal entity or company which takes responsibility for the whole doorset. One common misconception, however, is that a doorset is delivered to site fully assembled. This might not necessarily be the case. It is quite possible that it will be delivered in parts, even on separate days. It is the fact that it comes from one source that makes it a doorset.

In each case, the essential hardware – the hinges, closers, seals and furniture – is the architectural ironmongery which is necessary for the door to perform the function for which it has been tested and CE marked.

Doorsets are tested to a number of standards. The three which are of most interest to AIs are:

EN14351-1: windows and external pedestrian doorsets without resistance to fire and smoke leakage (including escape doors). published in

2011, at least one door manufacturer has already CE marked a door to this standard.

prEN 14351-2: pedestrian doorsets without resistance to fire and smoke leakage. This is expected to be published in 2012 and manufacturers will be able to CE Mark to it.

prEN16034: pedestrian doorsets with resistance to fire and smoke leakage. Expected in 2012, this standard will require mandatory CE Marking to it.

Each of these standards calls up many other standards to cover the various aspects of door performance which are set out within its requirements. For example, a doorset being tested to EN 16034 will need to comply with EN 1191 for Durability of Opening and Closing and show fire test evidence under EN 1634-1, among others.

In order to get a fire or escape door CE Marked a manufacturer must:

- assemble all the test data from all the standards against which the door has been tested, along with all the test information about the hardware pass this data on to a Notified Body.
- The Notified Body assesses and verifies the data.
- The Notified Body does a Factory Production Control review, which ensures

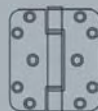
Royde & Tucker has raised the standard for aesthetics in architectural ironmongery with the launch of a new range of decorative hinge cover plates used with the HI-LOAD H207-400 hinges. Completely unique in the marketplace they conceal the often unsightly screws and can now feature intricate custom designs laserscribed into them. This opens up a new realm of bespoke possibilities for specifiers seeking the utmost attention to detail. Both hinges and cover plates are available in a wide range of finishes or can be matched to specific requirements.

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that the manufacturer can consistently produce doorsets to these standards, and arranges for regular audits.

- If everything stacks up, permission is granted to apply the CE Mark.
- The manufacturer then issues a Manufacturer's Declaration of Conformity with Standards, and applies the mark to its doorsets.

Note: doorsets which have no fire or escape characteristics can be CE marked by the manufacturer without the involvement of a notified body. This is because such doors have a lower level of attestation of conformity. However, hardware for CE Marked doorsets must comply with and be CE marked to the relevant standard.

Under the new Construction Product Regulations, it will be possible to change the hardware on a CE Marked doorset through the use of Extended Application of Test Results (ExAps) which give details about what can and cannot be changed. They allow for changes to the doorset – alterations to the height or width of the door for example or a modification to the choice of hardware.

However, hardware offered as an alternative to that which was originally tested must be very similar in every respect. In order for the Notified Body to make an assessment of the similarities and suitability, details of the proposed alternative hardware must be submitted on a Hardware Performance Sheet (HPS). This must include full details of the performance classification of the product together with dimensioned technical drawings and notes on any possible variations.

ExAps allow some interchangeability on hardware which saves money and time on retesting the doorset, although there will be a cost from the Notified Body assessing HPSSs. However, the system is much less flexible than the interchangeability allowed by the Certifire scheme and doesn't encourage frequent change. For instance, the dimensions and materials for mortised

items such as hinges or locks must be the same or very similar, and surface mounted door closers for glazed doors are strictly monitored. This makes it a sensible precaution to include a wide range of hardware in the original assessment for the doorset's CE Mark, because it will take time and money to get further hardware options assessed and included at a future date.

For door assemblies, it will be business as usual. Hardware for door assemblies will continue to be scheduled and delivered to site as now, and fire testing of door assemblies and non-CE markable hardware to BS 476:22 will continue to be accepted in Approved Document B.

While the extra cost of testing might limit the growth in doorset sales for a while, the GAI is warning AIs to keep a watching brief and start now to adjust and adapt their business models to take advantage of the new circumstances. Niche markets such as extras, security, access control and washroom fittings, plus refurb and regeneration sales driven by the RRO, offer opportunities for AIs who decide not to become involved in doorsets.

Short Title	Standard	CE Mark	Publication Date
Windows and external pedestrian doorsets without resistance to fire and smoke leakage characteristics (<i>includes escape doors</i>)	EN 14351-1 + A.1:2010	Yes (2011)	2010
Internal pedestrian doorsets without resistance to fire and smoke leakage characteristics	prEN 14351-2	Yes	Expected 2012
Pedestrian doorsets with resistance to fire and smoke leakage characteristics	prEN 16034	Yes	Expected 2012

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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**, Immediate Past President of the GAI and Managing Director of GEZE UK

FACILITATORS:

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

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

NEW DIRECTIONS

Some companies are diversifying into areas in which they already have expertise and aiming to win more business from existing customers as a result.

One such company is Spillers Architectural Ironmongery, a small independent AI in Somerset, which is now reaping the benefits of some canny forward thinking. "Some projects that we've planned and put into place over the last couple of years are really are starting to happen this year," says Gary Hewitt from Spillers. "For many years we had a master locksmith - probably one of the best in the south west, pinning cylinders and acting as a bench locksmith, so now we're doing commercial locksmithing, installation and security products and actually advertising the service," he says.

This is part of Spillers' wider philosophy. "We feel that we can't just be an architectural ironmonger anymore. We have got to be able to offer many other things - joinery sales, intumescent seals, bathroom sales - whatever it needs to be to offer as much as we can to our customers.

E-FORWARD

Buying online is now an everyday part of our lives and more and more AIs are starting to embrace e-commerce, despite, it is fair to say, a degree of initial scepticism in the trade about this route to market - understandable perhaps given that AIs whole profession is based on the added value skill and expertise which they offer their customers.

Julian Newman: who has recently been converted to the merits of e-commerce expresses this concern. "Many AIs have baulked at starting up an e-commerce division to their business, worrying that it would end up as a logistical nightmare with customers with little or no knowledge buying lower end type products which would lead to more returns than sales," he says. But this, he continues, is not actually the case. "There are people who do buy on the internet and they buy seriously, and they do their research.

Opportunity knocks

As the recession continues to bite in the construction industry, AIs are constantly looking for ways to expand and diversify their businesses in order to succeed in difficult times.

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 what they are doing to **maintain and grow businesses** as the slump continues.

The participants

Delegates:

• **Phil Newson**, Chief Executive of the Allgood Group and President of the GAI. 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

They recognise what they want; they know that they need to buy of a certain level of quality, so I think there is an opportunity out there. Talking to AIs that have got e-commerce sites and have been running them for a while, they're having a pleasant level of success."

John Monaghan of the Monaghan Group also sees the opportunity of web-based trade and has set up a separate, and successful, web-company, Door Chic to capitalise on it. But he also sounds a warning note. "The barriers to entry in the online market are extremely low and architectural ironmongers need to ensure that manufacturers are not supporting anybody that pops up out of nowhere and has got no pedigree and no history of the business", he says. "There needs to be some loyalty in the trade because otherwise the industry is going to be eroded by people who can just put door handles on the website and sell them for low prices with no knowledge or back up".

// There are people who do buy on the internet and they buy seriously, and they do their research. They recognise what they want; they know that they need to buy of a certain level of quality, so I think there is an opportunity out there. //

One of the UK's largest AIs, Allgood has reached similar positive conclusions about e-commerce. "We get a tremendous number of new enquiries and great sales through our call centre so the logical extension of that, for us, is to launch an e-commerce site," says Allgood's Phil Newson. This allows the company to capitalise on niche market sectors such as higher end residential projects where customers are still spending heavily. Not only will the new Allgood e-commerce site increase business and take pressure off the call centre, it will, Phil says "make us look at how we can further rollout the e-commerce site into our regular specification business."

It is refreshing that traditional AIs are no longer seeing web-based hardware businesses as a threat, but looking at their business models and seeing an opportunity for a new route to market. "We have to give the customer what they want," says John Monaghan. "If they want to go and buy on the internet then they will and there's nothing you can do about it other than be there as well."

Phil Newson, agrees. "We have to appreciate that

the public and the customer are becoming more sophisticated, and as an industry we need to keep pace with that."

OVERSEEING OVERSEAS

While the British construction industry continues to flounder, some AIs are looking abroad for opportunities although this is an area which smaller companies may find harder to address.

Paul Spencer of Acorn Spencer is, however, addressing export as a business opportunity. "There are many complexities in export but I do, indirectly do some export work. I have customers that export from a British base. I sell to them and then they export it which reduces the red tape and expense of insurance and the like for me," he says.

Larger AIs like Allgood and Laidlaw have set up their own overseas offices to service the export market with the Middle East and Far East being particular hot spots for UK ironmongers to target. On many larger projects in the Gulf states a hardware consultant is required as part of the contract conditions. So this naturally 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.

ACCESS ALL AREAS

Traditionally, AIs have only been involved in door hardware. But increasingly many are entering the automatic door operators and access control side of the business as a complement to hardware.

Allgood is one such company but Phil Newson stresses that it brings its own challenges. "Supply and installation is a very different and sophisticated process as you become an integral part of that contractor chain. Certainly it's something we're seeing significant growth in, however it's also bringing significant challenges to the business at the same time.

Smaller businesses see it as an important strand of their business agrees Julian Newman from Oxford Architectural Ironmongery. "It's the way forward!" he enthuses. "From my own company's point of view we are actively taking steps to get ourselves into the market. As a smaller company we use a network of trusted partners – our own locksmith with practical fitting abilities, sub contract joiners and electricians. It is certainly an area that has seen growth for us and certainly access control and security is something which an AI needs to be offering."

Paul Spencer agrees. "You can't just cherry-pick out of a schedule what you want to supply, you almost go for everything and if it mentions grab rails you price them. If it mentions automatics, you

price it. Everything you can possibly put into a schedule, you put in – signage, disabled rails, everything you can get in there, you put in there now. Certainly it's going to grow more and more." Again, as a smaller AI, Paul uses a selection of partners to carry out the work such as manufacturers' supply and install services, and this has led his business in a new direction, installing passive fire protection.

THROUGH THE LOOKING GLASS

Glass is very prevalent in modern architectural design, but it has not traditionally been an area which AIs generally get involved in. But this is changing.

Gary Hewitt, from Spillers can confirm this trend. "We're seeing more and more opportunities to quote for glass projects. It's still a slight unknown for us and we tread quite carefully with it, but with the right supplier I think it is definitely an opportunity for the AI," he says.

Having said that, many small AIs shy away from fitting glass themselves, recognising that there are a number of companies which specialise in glass installation. Julian Newman puts it this way: "We've got to respect the fact that there many other companies out there that do this for a living and really know what they're doing. I've got a rough idea how you make a glass door but we don't have the machinery to do it and I'm not convinced the investment would be worthwhile for us."

Phil Newson, acknowledges that glass can be a complex area, even for larger companies with greater resources. "Our business is based on a total solution offering so it would be hard for us to say we don't get involved with external/internal glazed screens, and we often find this allows us to pick up additional orders on the project such as integration of access control, pedestrian barriers and the like." But he does sound a warning. "It's all about having the right infrastructure in place to handle the whole contract because if you're a bona fide contractor in your own right, you have to be prepared for everything that comes with that."

Gary Spiller agrees. "While nobody likes to turn work down, you can't afford go in half-cocked because it can end up backfiring and costing a fortune. After all, you can't shave down a bit of a glass door if it's too big!"

// We're seeing more and more opportunities to quote for glass projects. It's still a slight unknown for us and we tread quite carefully with it... //

Fire door inspection – the future



At this year's GAI Conference **Maria Simmonds** of **Lorient** and member of the GAI Executive Committee made a very well-received presentation on the GAI's latest initiative – the **Fire Door Inspection Scheme**, a joint initiative with the **BWF-CERTIFIRE Scheme**. The AIJ's Editor **Helen Curry** was there to hear and reports on this important new development for the industry.

those who conduct fire risk assessments, and to hoteliers who are prepared to put profit before safety.

As well as these high profile cases, thousands of smaller cases are going through the courts which are clearly determined to enforce that the responsibility for ensuring the RRO is observed right through the supply chain.

The scheme is a unique collaboration between the GAI and the BWF-CERTIFIRE Scheme and builds on BWF's Fire Door Scheme and the GAI's acknowledged expertise in providing first class education programmes. Both organisations have long worked to raise standards in the industry but these efforts had never been united until one piece of legislation – the Regulatory Reform (Fire Safety) Order 2005 or RRO – changed the landscape for fire doors.

The RRO consolidated seventy pieces of fire safety legislation and shifted responsibility for fire safety management away from the fire service and abolished the Fire Safety Certificate. Instead it established the principle of Fire Risk Assessment to be carried out by a "Responsible Person" – in the case of workplaces this means the employer or the person in control of the premises, or, in a hotel or dwelling of multiple occupancy, the landlord. This is a major shift in legal liability. Annual fire risk assessments are required to be conducted to manage the process of carrying out any of the preventative and protective measures required by the Order. Appropriate expertise must be sought from a "Competent Person" – someone with enough training and experience or knowledge and other qualities to be able to help implement these measures properly.

The role of fire doors is literally a matter of life and death. Most recently the terrible tragedy of the fire at Lakanal House in Camberwell in 2009 highlighted the importance of fire doors and their role in containing the spread of fire and allowing people to escape. But this is sadly not an isolated case. In 2007 three people died at the Penhallow Hotel, Newquay which was found to have "failed to provide proper fire detection and alarm systems and failed to make a proper risk assessment". In 2004 fourteen people lost their lives at the Rose Park Care Home in Glasgow, where "fire safety procedures [were] systematically and seriously defective."

A correctly fitted and functioning fire door can help to contain a fire by restricting the amount of oxygen available to it, preventing the passage of toxic gases and by restricting the spread of fire. A closed fire-resisting doorset is designed to resist attack by fire for a specified period of time. This should both restrict the spread of fire through the building, allowing occupants sufficient time to use the escape routes and exit the building, while other fire protection measures such as sprinklers are activated. They protect escape routes and provide a degree of protection for fire fighters entering the building.

Prosecutions

Even in cases where thankfully no lives are lost, prosecutions under the RRO are becoming increasingly common with the courts handing out swingeing fines to companies not complying. Businesses and individuals in London alone were fined a total of £1m last year including £400,000 for New Look – the largest fine ever imposed – after a serious fire at its Oxford Street store in 2007. London fire commissioner Ron Dobson said "Over £1million in fines shows how seriously the courts are taking fire safety, and now it's time for the Responsible Persons at these premises to understand that ensuring buildings are safe for all the people that use them is not an optional task."

As recently as May, an external fire risk assessor and a hotel manager were jailed for eight months for fire safety offences. The hotelier, from Mansfield, had previously pleaded guilty to 15 offences under the RRO, the risk assessor pleaded guilty to two offences under the legislation. Sentencing the two defendants the judge said that the time had come to send out a message to

It is clear from the amount of incorrectly designed, specified, fitted and maintained fire doors around that there are problems surrounding the role of the Responsible Person. That there is a lack of knowledge and of understanding of the law and the responsibilities it requires is clear. What is also obvious is that there is insufficient access to experts in the field, particularly in schools, care homes, multiple occupancy dwellings. The BWF-CERTIFIRE Fire Door Scheme receives significant numbers of enquiries about how to manage risk and this has rocketed since the introduction of the RRO with training requests coming in thick and fast.

It was this demand which led the GAI and BWF-CERTIFIRE Scheme to establish a Fire Door Inspection Scheme (FDIS).

The scheme has a number of important aims:

- To provide education
- Provide a credible qualification in fire door inspection
- Facilitate on-going learning
- Create a further vocational qualification for Architectural Ironmongers
- Provide access to competence in the form of independently certificated Inspectors
- Create commercial opportunities for members

The GAI hopes that the scheme will offer AIs a valuable opportunity for diversification as has been shown by our colleagues in the Door & Hardware Institute in America where a similar scheme is already up and running.

The scheme features two different stages Stage 1 is an online education programme leading to a Diploma in Fire Doors. Stage 2 is an option to

transition towards becoming a fully certificated Fire Door Inspector. An online e-learning resource using Nbat's respected 'E-Academy' will be established for students to study at their own pace via online modules. Candidates will sit for the Diploma in their own geographical region with a pass or fail result given on the day. For those candidates wishing to progress towards Fire Door Inspector certification, they will need to have their work assessed and inspected by Exova Warringtonfire at a real live site to assess competence. Fully qualified Fire Door Inspectors will then be able to tag door assets as inspected and will record data into a central database.

The partnership between the GAI and the BWF-CERTIFIRE Scheme provides a synergistic fit to take the FDIS forward. The BWF has 500+ members involved in joinery and is the leading authority on fire doors. Its CERTIFIRE Fire Door Scheme was established to promote best practice in the manufacture, installation and use of fire doors.

The GAI has a 300+ strong membership of individuals (many of whom are involved in specifying for fire doors) and is considered to be the leading authority on Ironmongery. With its extensive knowledge of safety-related legislation and unrivalled reputation for providing education, the GAI is well placed to provide credible and meaningful education programmes for the scheme.

The FDIS offers real benefits and a genuine competitive advantage for those taking part. The staff development aspect creates added value from the interface your staff have with customers. There are revenue generating opportunities through becoming Fire Door Inspectors although any resulting remedial work must be conducted at arm's length.

Planning for the launch of the scheme is underway in earnest with a go live target of September.

Roots and branch



In the first of a series of articles highlighting the great work which the **Institute of Architectural Ironmongers** is doing at grass roots level around the UK, **Helen Curry** attends a meeting of the South East Branch in London and talks to branch chairman, **Mario del Signore**.

In a pub in London's trendy Clerkenwell, a diverse group of people gather for a drink in the summer sunshine. But these are not a group of office colleagues relaxing after a hard day; it is the impressive turnout for the June meeting of the south east branch of the IAI. The drinks are a precursor to the meeting as members meet old friends and colleagues and network with new colleagues. This social aspect to meetings is important, of course, in a trade which prides itself on its welcoming and friendly nature. But it is the business of the evening which the members have come for.

Each of the IAI's nine branches hold a regular programme of local meetings where members get together in an informal atmosphere to learn, network and socialise. But it is the access to the Institute's respected CPD programme that keeps members coming. At the meetings they can either collect CPD points towards gaining or retaining Reg AI status or simply use the informative talks to keep up-to-date with industry trends, developments and standards. Students find these sessions especially useful as special events are held to help them through the compulsory parts of their qualifications.

The South East branch is, perhaps unsurprisingly, one of the busiest given that it has

number of extremely passionate and committed volunteers who put in a tremendous amount of work behind the scenes to make things happen. "In this branch we are extremely fortunate that there is a nucleus of people who are passionate and regularly attend the meetings," says Mario. "Within the group there are six individuals that make up the branch committee. They are all extremely committed and really help in all aspects of the meetings and organisation. And they all put in a tremendous amount of hours entirely voluntarily." The south east branch committee is made up of Mario in the chair plus Iain Reid, Paul Grech, David Allison, Cheryl Flinders, Mark McEldon and Iain Jones.

The team works hard to maximise attendance at the branch meeting, working the data base harder and including new Diploma holders and students that were not previously on the list. They also proactively canvassed members, reminding them to attend, making use of time when they were driving to contact people. The feedback from both members and non members was excellent. Mario was especially keen to dispel the perennial "old boys' network" accusation by focusing on attracting younger people. "I had always felt when attending previous meetings that the average age was steadily increasing. Do we suddenly hit 40 and begin attending Institute meetings?" Mario speculates. "Again by

London on its patch. But the committee running the branch, chaired by Mario Del Signore from CES has not rested on its laurels and has worked very hard to increase attendance and provide a programme that will attract more members.

"I took over the branch chair in February this year," says Mario. "Having always had opinions and ideas on the institute over the 26 years that I had been in the industry, I decided to take up the role and reinvigorate the branch."

Like so many aspects of IAI life, the south east branch is very fortunate that it can count a

communication and canvassing we really want to see the next generation coming through. We have in addition been joined on the committee by a younger member of the industry that will hopefully appeal to the next generation."

The content of the presentation is, of course, vital to the success of the meeting and an area which Mario and his team have put a lot of thought to. "This was a key area for us. Why would someone travel to the centre of London in their own time on a Thursday night?" says Mario. "We discussed this at our committee and decided to try a few different presentations that were not just straightforward product presentations – a break from the norm."

The first of these was by Secured By Design and this was followed by a talk from Graefe Doors and Veneers and both proved extremely popular. "The Graefe door presentation was particularly well received. Whilst not focussing on ironmongery per se, the feedback was that AIs could now talk with some knowledge on the doors and construction whilst discussing the furniture to put on them. And as a bonus the door presentation even drew three attendees from a designers nearby which was fantastic. We now have a full programme of events for 2011 and are now planning for 2012."

On the night of the June meeting which I attended, the meeting was addressed by the GAI's Technical Consultant, Jacky Sinclair, who talked about Minimising Risk – this year's compulsory paper for Reg AIs. The presentation outlined the ways in which AIs could use standards, contract preambles and quality marking to ensure that their schedules remain watertight in the event of dispute or accident. The talk was extremely well-received with members asking question as Jacky went along. All agreed that this was an extremely constructive use of their time – one which could potentially save considerable time and expense for their businesses.

Everyone is made welcome at the south east IAI branch meeting and that was certainly the case when I attended with nearly 50 people in the upstairs function room at the Sekforde Arms in Clerkenwell. It was standing room only! The team in the south east are working hard to ensure their branch remains vital and relevant for members. I would urge any members who have never attended or not gone along to a meeting for a while to give it a go. An enjoyable, instructive evening that could lead to new contacts and information that could significantly help your business and career.

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ST PANCRAS RENAISSANCE

LONDON'S ST PANCRAS HOTEL
REOPENED TO GREAT ACCLAIM
EARLIER THIS YEAR AFTER A TURBULENT
6 YEAR REFURBISHMENT PROGRAMME.
AIJ SPOKE TO **GATCLIFF ENTERPRISES
LTD** WHO SUPPLIED THE IRONMONGERY
FOR THE RENOVATION OF THIS
EXTRAORDINARY VICTORIAN BUILDING





When the Midland Grand Hotel opened its doors in 1897, it was hailed as London's most lavish hotel and a monumental engineering and architectural achievement. The same could be said of the remarkable refurbishment project leading up to this year's re opening as the St Pancras Renaissance London Hotel.

In 1865 when the wealthy Midland Railway company announced a competition to design a hotel for their London terminus, architect George Gilbert Scott quickly recognised that the real brief was to provide a monumental two-fingered salute to his client's railway competitors. Apart from the breathtaking neo-gothic style, his lavish design incorporated 300 rooms rather than the 150 requested. It also featured the latest innovations including hydraulic passenger lifts, fireproof concrete floors and the UK's first ever revolving door. Every room also had a fireplace – though none had a bathroom. As was normal at the time, guests were provided with chamber pots.

When it opened, the hotel charged an extravagant 14 shillings a night for a room, which was sixpence more than London's then most luxurious hotel, the Langham in Portland Place. A slight contrast to today's rates which range from £375 to £10,000 per night for the 3 bedroom Royal Suite.

The original hotel finally closed in 1935. It had become out-dated and too costly to run, whilst those revolutionary concrete floors made it too expensive to renovate. It was taken over by British Railways who used it as offices, its wonderful details and finishes either boarded in or, worse still, painted over. In 1980, after failing a fire safety test, the building was abandoned, narrowly escaping demolition in the 1960s only thanks to John Betjeman's heroic campaign to preserve it.

In 2004, planning permission was granted for the current redevelopment. The 245 bedroom, 38 suite hotel is located partly in the old Midland Hotel building and partly in the new Barlow House block which extends down the west side of the station. The upper levels of the old hotel have been converted into 67 high specification apartments by the Manhattan Loft Corporation.

The project proved a challenge to both developers and contractors. Tales emerged of extraordinary structural shortcomings in the original building and the discovery of entire rooms not shown on the plans. Original hotel partner Whitbread pulled out in 2006 leaving the Manhattan Loft Corporation supporting the entire project whilst main contractor Laing O'Rourke also walked away, the job being taken over by Galliford Try.

26



//...architect George Gilbert Scott quickly recognised that the real brief was to provide a **monumental two-fingered salute** to his client's railway competitors **//**



The hotel retains many echoes to its former and current railway connections



The different architectural styles in the hotel required different styles of hardware



Above & below: New hardware has been painstakingly created to recreate the original door furniture



IRONMONGERY PACKAGE

The ironmongery package was won by Gravesend-based Gatcliff Enterprises. It was a demanding specification as Managing Director John Bullock explains: "It was a complete mix. Barlow House and the Loft interiors all required contemporary style stainless steel fittings whereas the St Pancras Chambers (the refurbished element of the hotel) was a mix of original and reproduction equipment. We provided everything except the electronic access control which was supplied by Saflok".

The list of bespoke components required was extensive: handles, hinges, push plates, stirrup knockers, espagnolettes, window latches, escutcheons to name just a few. The designs could modestly be described as flamboyant and all had to be recreated – often with only incomplete original fittings as a guide for the fabricator.

"At least 20% of the job was window furniture", explains John, "That's pretty unusual, but you only have to look at the building to see why - there are a lot of windows! Every few days we would get a call for more components as the contractors worked their way through the building"

The door fittings were a combination of ornate timber and brass – all carefully recreated by Gatcliff's London fabricator. "It was a challenge at times", admits John, "They would give us half the components of a precious salvaged door handle and we would have to recreate it – obviously ensuring it was mechanically perfect."

Gatcliff worked closely with the joinery contractors: Kenford who were responsible for the window package and Atlantic Joinery who worked on the majority of the doors. Both companies had a strong working relationship with main contractor Galliford Try which was crucial on a job of this nature.

John found the ironmongery contract ran very smoothly: "It went like a dream," he says. "Of course it was a bit of a rush at the end. Hotel owners are famous for fixing over-ambitious opening dates – though the Royal Wedding might have had something to do with it!" And as for the complexity: "Relatively straightforward really: lock-wise we had 400 cylinders and a dozen sub-suites. The really interesting element was all the bespoke work."

Long track record

Gatcliff have a strong track record working on historic buildings having supplied prestige projects including the refurbishment of the Ministry of Defence and Treasury Buildings in Whitehall and the renovation of the Midland Hotel's original competitor: The Langham on Portland Place.

The company dates back to 1987 when it was set up by John Bullock and Toby Staff, John bringing his AI experience from his years with Laidlaw. Sales Director Mark McEldon joined in 1991. Despite the usual ups and downs, the business has grown steadily, expanding into major public sector projects and high profile contracts such as Wembley Stadium.

The St Pancras project is an extraordinary achievement. If John Betjeman is turning in his grave, it will only be to get a better look at this remarkable building. And whilst Architects RHWL have done a heroic job transforming the interior, it's good to see that in most coverage the building design is still credited to George Gilbert Scott.

// Of course it was a bit of a **rush at the end**. Hotel owners are famous for fixing over-ambitious opening dates – though the **Royal Wedding might have had something to do with it!** //

london

docklands



BANK ACCOUNT

A major banking facility in London's Docklands has been refurbished using Martin Roberts Steel Doorsets with Dor-O-Matic compact swing closers.

Twenty-five steel doorsets complete with a two-hour fire rating have been used as a direct replacement for the previous Martin Roberts Steel Doorsets installed 18 years ago throughout the lower ground floor and basement areas. The existing manual doors were subject to heavy use by service personnel including cleaning and maintenance and service staff as well as providing a thoroughfare for pallets and goods. As part of the refurbishment programme, it was decided to change them to automatic opening versions in order to facilitate ease of movement and increase their life-cycle. The company worked closely with Paul Stockham of Project Support Services who completed the site survey, supplied and installed the doorsets.

Martin Roberts steel doorsets are ideal for this kind of demanding situation where robust, long life solutions are required in the most extreme usage environments. Their mix of durability and high performance coupled with fire, acoustic and security performance and favourable life-cycle costs makes them a popular choice for specifiers.

chatham

historic dockyard

PROTECTED WITH A REVOLVER

The priceless displays at No.1 Smithery in the Historic Dockyard Chatham, needed to be protected from the elements – and from theft. GEZE UK's manual revolving door solved both problems, while still enabling safe access and egress for the public.

Once the site of the dockyard's forge, where anchors were fashioned for naval ships, the old brick building has been transformed into a remarkable museum. Architects Van Heyningen and Haward approached GEZE UK, to provide a three leaf manual TSA 325 revolver.

In order to preserve the historic artefacts housed inside No.1 Smithery, it was imperative that temperature and humidity changes caused by opening and closing doors were minimised. The TSA 325 revolver offered the ideal solution to maintain the building's delicate environment by reducing heat loss and gain as well as eliminating sudden draughts. A UV protective film was also installed on the glass surfaces to protect the interior from sunlight.



Aesthetically, the 'traditional' look of the TSA 325 enhances the historical atmosphere of the museum, but in practice it also reduces the speed with which people are able to exit the building, reducing the likelihood of theft. To further improve the security provided by the revolving doors, GEZE also installed a roller shutter. In order to meet the requirements of Building Regulations and legislation two further doors, one on each side, were required.

las vegas

aria resort



VIVA LAS VEGAS

Perko Powermatic® controlled, concealed door closers have been used to ensure that interiors of guestrooms at one of the world's most impressive hotel developments retain the high-end appearance intended by their designers.

The award-winning ARIA Resort and Casino forms part of the \$8.5 billion CityCenter in Las Vegas and represents the pinnacle of luxury hotels, not just by the exceptionally high standards of the city itself, but of the entire world. Designed by architects, Pelli Clarke Pelli, ARIA consists of two 60-storey curvilinear glass towers which house some 4,004 rooms, including 568 suites, most exclusive of which are the Penthouse suites and Sky Villas.

With individual interiors created to reflect modern, high-end luxury, designers were keen to ensure that nothing spoiled the overall aesthetics and relaxing ambience of the villas and penthouses. This desire extended to the selection of the door closers.

As Rick Page of door supplier, Calply explains, "Floor closers would not work with the specified structural floor design and the externally fitted control boxes and arms of traditional surface-mounted door closers would have spoiled the appearance of the doors and interiors, presenting a functional, somewhat institutionalised atmosphere.

"Perko Powermatic® was selected because it provides controlled door closing, meets the design requirements of a UL approved door closer and is totally concealed when the door is closed, assuring clean, unhindered appearance to the door and interiors in general.

uk

airports



CATERING FOR ACCESS CONTROL

One of the world's largest providers of airline catering and provisioning services has recently installed a new access control system to control access to its sites and effectively manage its workforce. The Interflex access control and time and attendance system, from Ingersoll Rand Security Technologies, is currently being used at its Heathrow, Stansted, Luton and Newcastle facilities with a plan to roll out across all its operations at 16 airports in the UK.

With on-going risks of terrorism and heightened airport security, this major Airline Service provider wanted an access control system which would improve site security and track staff and visitors on site. The system needed to be able to capture real-time employee data, by monitoring attendance, absence and time-keeping. At the same time, it needed to be flexible and adaptable, tailored for each different facility, but with the ability to generate a single ID card so staff could access multiple sites.

Biometric handreaders were installed at all locations linked to Interflex IF-6020 software. This offers real-time tracking and the generation of accurate roll-call and muster lists. Employee time and attendance is controlled using a biometric clocking-in system which provides a secure and accurate way of monitoring working hours, without the need for time cards or passwords and thereby guaranteeing 100% payroll accuracy.

The IF-6020 software feeds back activity and safety information from each site to the main server. Interflex card terminals have also been installed on internal doors throughout the head office and staff issued with photographic ID cards to control access to secure areas and monitor movements.

hastings

station plaza



MIXED BLESSING

The new Hastings Station Plaza is a £71m mixed residential, educational, office and retail development on the site of the old goods yard next to the new railway station. Designed by Hopkins Architects and built by Laing O'Rourke, its large, light-filled, glazed atrium is part of 22,000 square metres of study space and social zones for the new £65m sixth form and further education college. 4 BREEAM 'Excellent' 6-storey buildings are linked by the atrium.

Laidlaw Solutions supplied over 450 Orbis Timber laminated and painted doorsets for use throughout the project, together with a range of factory-fitted Orbis Commercial ironmongery. The variety of door colours, coded for each of the 6 floors, is immediately evident upon entering the atrium. Many were installed with PVC edging within an aluminium glazed partitioning system.

The Hastings Primary Care Centre, located within the Plaza, was a further element of the project to which Laidlaw scheduled doors and ironmongery. Laidlaw supplied 190 internal doors and glass internal timber screens together with external timber doors, those leading from the basement into the car park having standalone digital locks.

swindon

marlborough park

MARLBOROUGH PARK HINGES ON NICO

Nico Door Hinges have been specified by UK Doorsets for Phase One of Marlborough Park, a development of over 200 houses and apartments in Swindon constructed by main contractor Wates Living Places.

For this project, Nico 4717 Hinges in a polished chrome finish have been fitted to ash-faced doorsets for all the communal and internal doors. Nico Security hardware has also been specified separately for the main security entrance doors.

UK Doorsets specialises in the manufacture of pre-hung doorsets for the construction industry. Part of the Midland Building Products Group, the company supplies a wide range of timber and composite doors in a selection of finishes, including rapid-fit, bespoke and acoustic products. Nico Manufacturing supplies a variety of LoadPro Heavy Duty Door Hinges to UK Doorsets, including its 4717 Lift-off Hinge in Zinc for the standard product range and its 4718 Security Lift-off Hinge in Supercoat corrosion resistant finish for the Secured by Design range.



■ SWING DOOR DRIVES

TURNING HEADS WITH THE ECTURN

GEZE UK is launching a highly versatile, electromechanical swing door drive for internal doors, enabling barrier-free access for all.

Ideal for sheltered housing, hospitals, schools, residential and care homes, hotel rooms, restaurants and even leisure facilities, the flexible ECTurn has been developed to provide a quiet, simple accessibility solution.

With a modular structure, the ECTurn can be used with a wide variety of control options and in combination with access control and building management systems. Additional safety sensors can be connected simply and quickly, so it can be tailored to meet the needs of a wide variety of users, from disabled people to small children.

Easy, simple and convenient for the user, the drive can be used for automatic and manual opening in addition to automatic closing in accordance with DIN 18650. To save energy, the ECTurn

offers a low energy setting as well as automatic and to make it even easier for users, it has three operating modes; automatic, permanently open and night.

Suitable for all types of mounting, it can be easily retrofitted into existing buildings and is the perfect choice for new builds where adaptability is important. Built to the highest quality standards and meeting stringent safety requirements, the versatile door drive is suitable for internal doors with leaf widths up to 1100mm and up to 125kg. At just 60mm high and deep, and 580mm wide, the drive is discreet and stylish, complementing its surroundings.



■ CLEAR PERIMETER SEAL

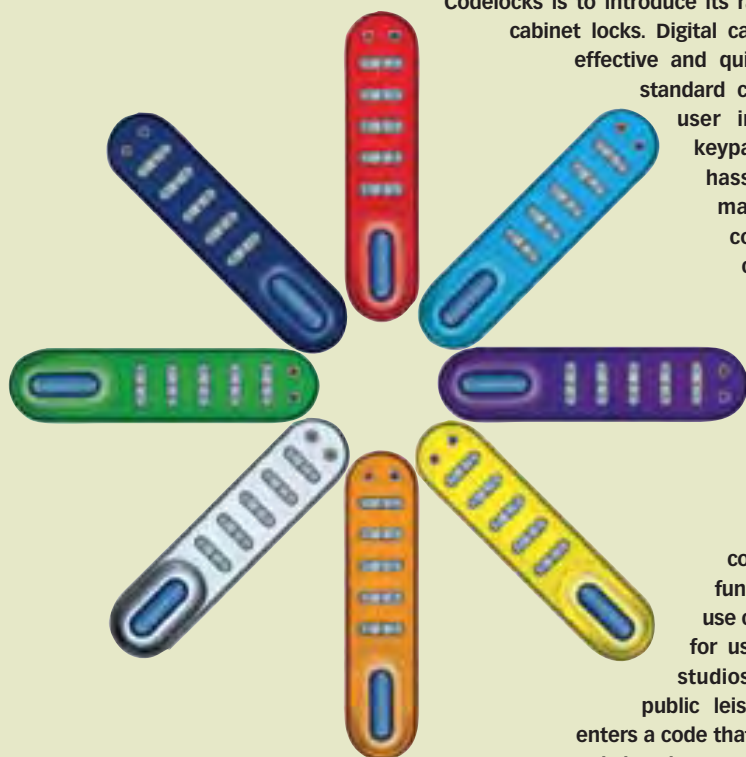
THE DIFFERENCE IS CLEAR

Lorient has introduced a new clear option for its popular Batwing perimeter seal. The versatile, virtually clear product - exclusive to the Batwing range - complements the natural features of a doorset, without compromising on aesthetics. Batwing's symmetrical design has made it extremely effective for acoustic and smoke containment, in both new build and retrofit applications. Lorient's ranges of seals are available in a myriad of standard colours and authentic woodgrains; as well as specialist finishes such as bronze or satin anodised aluminium - to satisfy a whole host of interior designs. An in-house, RAL colour matching service is also available for customers wishing to coordinate with other architectural features, such as door furniture and trims.

■ COLOURFUL DIGITAL LOCKS

LOCKING IN COLOUR

Codelocks is to introduce its range of colourful digital cabinet locks. Digital cabinet locks are a cost-effective and quick retrofit solution for standard cam locks and give the user immediate and simple keypad access without the hassle of keys. Key management can be a concern for leisure centres and gyms due to the high numbers that get lost. Many changing rooms already have colourful lockers and now colourful locks are available to go with them."



Each cabinet lock comes with a locker-mode function, offering a single-use code setting facility ideal for use on lockers in fitness studios, health centres or public leisure facilities. The user enters a code that will lock and open only once, and then be erased. The lock will remain open until it is reset by the next user. In this mode a red LED light will flash to show the locker is in use. The lock offers up to 10,000 four-digit user codes and comes with everything needed to install it in the box.



■ AUTOMATIC FIREDOOR CLOSERS

FIRECO DORGARD

HOPPE UK has been appointed as a new distributor for Fireco Dorgard. With the wedging-open of fire doors illegal and dangerous, Dorgard provides a simple solution for holding open fire doors legally. It works by automatically closing the door when the fire alarm sounds. Dorgard listens out for a continuous sound of 65 decibels or higher. Once this sound has been identified, after approximately 14 seconds Dorgard will release the fire door and, under the pressure of the overhead door closer, the door will close to seal the area and prevent the spread of smoke and fire.

■ SWING OPERATOR

NEW COMPACT SWING OPENS THE DOOR

The Compact Swing Operator is a new automatic door opening system by Ingersoll Rand Security Technologies. Designed primarily for the retrofit market, the Compact Swing provides a quick, easy and cost effective method of converting manual doors to an automatic opening.

The system is an independent, surface mounted operator which provides a quick and simple retrofit solution for existing timber, metal or glazed doorways or for new build applications. An automatic door can make a significant contribution towards energy saving which makes it a popular choice for lobbies and entrances as well as for corridor doors and retail environments. It also helps satisfy the requirements of the DDA and Doc M of the Building Regulations.

The operator is manufactured in high-grade extruded aluminium with a low-profile design. With an overall height of just 11cm and depth of 12cm, it is aesthetically designed to fit most existing profiles and can be adapted on site to suit a variety of door and frame widths. Because the components are mounted on a first fix backplate, lateral adjustments of the drive mechanisms achieve perfect alignment of the operator with the opening.

The operator features numerous control functions including: manual operation, adjustable opening and closing speed, delayed action, and push & go (where the opening cycle is initiated by gently pushing or pulling the door). Two versions are available either using a slide track mounted on the door for fixing on the 'Pull' side or with projecting arms for fixing to the 'Push' side.



■ KEYFREE DIGITAL LOCK

YALE KEYFREE UNLOCKS RESIDENTIAL MARKET



ASSA ABLOY has launched the UK's first ever, keyfree digital lock for new residential. Yale Keyfree allows users to access and secure their home using a personalised PIN code or remote control fob, with no need for a traditional key.

The PIN code can be set via a keypad to any 4 to 12 digit number of the user's choice and can be reprogrammed at any time. For added convenience, users' can also set up a separate visitor code to provide access for family, friends or tradesmen.

The remote control fob uses the very latest technology and can be used within a 15 metre range to activate the lock.

Available in a polished chrome finish, Keyfree is a standalone, battery-operated unit,

designed for installation on new residential doors, including composite, PVC and timber. It's easy and hassle-free to fit, as there's no need for hardwiring or electrical support.

Designed to satisfy PAS 24, Keyfree has undergone rigorous testing to achieve an IP 55 rating for water and dust protection. It's also proven to be highly durable, having achieved 200,000 usage cycles, in line with BS EN 1906:2002.

Keyfree is also easy to use, thanks to the illuminated keypad and built-in voice guide, which advises users when the door is secure. For added peace of mind, the lock has an 80 decibel tamper alarm, plus it automatically closes on the latch when the door is closed to prevent shadowing.

■ INFECTION PROTECTION

CLEAN GETAWAY

To assist in protecting people against the threat of bacterial infection, UNION's Facility Furniture, formerly the Wellington range, has been re-launched as UNION Easy+Clean™ Facility Furniture, combining an easy access design, with new TouchClean® technology.

By nature of its use in toilet and bathroom applications, facility furniture will undoubtedly come into contact with bacteria. TouchClean® anti-bacterial coating helps to improve infection control and reduce the risk of bacteria being transmitted from the surface of the ironmongery.

TouchClean® is a nanotechnology coating used to protect people against bacteria and mould organisms. Examples include MRSA, C. Difficile, E. Coli, SARS, listeria, salmonella and bacterial spores. TouchClean® will stop contaminants from growing and tests have shown that within 24 hours, colonies of bacteria were reduced by 99.99%.

UNION Easy+Clean™ Facility Furniture is suitable for toilet and bathroom doors, both hinged and sliding, where ease of operation is desired. It assists in fulfilling the duties required under the Equality Act (EA) and satisfies the recommendations of BS8300 and Approved Document M (ADM).

The hardware can be surface mounted directly to a cubicle or flush panel door. Occupancy is indicated by a red and white signal and the design includes a coin operated emergency release. The Easy+Clean can be ordered either right or left handed by quoting 37651L/R.



■ EXTENSIVE RANGE OF DOOR CLOSERS

CLOSING IN ON NEW ASSA ABLOY RANGE

ASSA ABLOY now offers a new extensive range of door closers following the Group's acquisition of King Door Closers of Korea in May 2010. With the addition of King, the ASSA ABLOY Group produces more than 7 million door closers worldwide each year.

The innovative new range of ASSA ABLOY branded door closers has been designed to meet the needs of the UK market and is backed by full customer services, technical and marketing support.

The high quality range is competitively priced, yet also includes a number of advanced technical features for easy installation, minimal maintenance and reliable, long-lasting performance supported by guarantees for peace of mind.

The range includes cam motion and rack and pinion door closers, as well as floor springs and electro mechanical and electro hydraulic fire door systems.

All cam motion and rack and pinion door closers feature fully adjustable closing strength with electro variants providing the hold-open and swing free functionality, which are so well suited for use as



part of a fire escape route.

The new series is fully certified to BS EN 1154 / 55, CE marked and suitable for use on fire doors. When fitted to suitable doorsets, the cam motion door closers will also assist in satisfying the recommendations of BS 8300 and Approved Document M (ADM) of the Building Regulations.



■ NEW SASH FASTENER

NEW INNOVATIVE LOCKING FITCH

An innovative new locking version of a traditional fitch pattern sash fastener has been added to the Carlisle Brass range of Victorian-style interior and exterior door and window fittings.

The Locking Fitch Pattern Sash Fastener, available in Polished Chrome, Polished Brass and Satin Chrome finishes, features a cleverly designed locking system operated using a supplied allen key. Ideal for both new build and retrofit solutions, the 64 x 25mm fastener adds an extra measure of security to sash windows. It also complements the other products in the range which include sash lifts, casement fasteners, casement stays and handles.

■ ANTIQUE BRASS FINISH

GETTING DOWN TO BRASS TACKS

Royde & Tucker has introduced a new antique brass finish across its portfolio, offering an even wider choice of high quality ironmongery products.

For specifiers looking for a genuinely workable brass look that is both consistent and resilient, Royde & Tucker can now provide a unique finish to



its stainless steel products, delivering the same high performance capabilities but with the attractive brass aesthetic.

Royde & Tucker has developed a set of processes and applications that artificially 'ages' the brass plate, resulting in an authentic antique finish. This can be applied to a wide range of ironmongery – allowing the specifier a consistent brass option for most applications.

■ SLIDING DOOR SYSTEMS

A TOUCH OF GLASS

IronmongeryDirect has expanded its sliding door systems offering with Vetrolide, a complete track and glass door solution, the perfect choice for areas limited for space, such as bathrooms and en-suites.

The Vetrolide system is easy to fit and ideal for retro fitting to existing openings as well as new build projects. The exposed high grade stainless steel track system has an iconic and contemporary look. The anti-jump device ensures the door will not jump off the track.

The easy to clean, satin opaque finish door is made of 8mm tempered glass to European standards, and comes complete with a glass handle.



■ SEALED SLIDING DOOR SYSTEM

AIR TIGHT DEAL

GEZE UK, is launching its first hermetically sealed sliding door system, extending its range of heavy duty Powerdrive automatic sliding door operators. The efficient Powerdrive PL-HT provides an airtight seal, ideal for areas where hygiene is of paramount importance, including clean rooms, hospitals, restaurants and laboratories.

Stylish, functional and suitable for high footfall, this new system has stainless steel surfaces and an almost invisible floor guide. Using a self-lowering door leaf and a perimeter seal, which is fitted around every edge, the door system can prevent contamination without affecting its operation.

Guaranteeing optimal safety, the Powerdrive is certified to the DN 18650 standard and features an electromechanical locking system as standard, as well as a battery to allow emergency use should the external power source fail. Like other Powerdrives in the range, the PL-HT incorporates a state of the art DCU control technology, which is a self-learning 16 bit-microprocessor that monitors its usage patterns to improve its efficiency. It also enables the system to communicate with other GEZE products to remain up to date with ease.



■ SWING DOOR OPERATORS

HEAVY DUTY ACCREDITATION



Codelocks's new heavy duty electronic push-button lock has undergone testing for fire safety and durability. The CL6000 is a robust lock with a cylindrical latch that has been tested to the American National Standards Institute (ANSI) grade 1- the highest level of accreditation.

The ANSI has a grading system that measures the security and durability of locks. Different types of door locks are tested under different ANSI standards and the grade 1 accreditation proves a product's robustness against heavy use.

The CL6000 product has been accredited to the ANSI/BMHA standard A156.2-2003 and A156.25-2007, for door hardware covering locks and handle sets. It also has a UL/ULC fire rating of 3 hours.

Each CL6000 lock has full size lever handles and is designed for use as a primary lock on internal and external doors.

■ AUTOMATIC FIREDOOR CLOSERS

NEW FREEDOR SWINGS INTO ACTION...

Freedor from Fireco is the new, ergonomic solution for holding fire doors open safely and legally whilst enabling improved access. Freedor is a wireless device that is installed at the top of a fire door, allowing the door to swing freely, be left in any position, but closing the door when the fire alarm sounds.

Freedor listens for a fire alarm that exceeds 65dBA, verifying the alarm over a 14 second period, before releasing the fire door to prevent the spread of fire and smoke around the building.

With an adjustable closing speed, Freedor operates up to power size 4 (80kg fire door). It allows the door to be set at any angle up to 90 degrees and operate normally until activated. Freedor is suitable for right and left hand swing doors and can be installed on the opening or closing side of the door. A night-time release facility, fail-to-safe technology and a minimum battery life of 12-18 months makes Freedor ultra-reliable. It is designed to comply with BS EN 1154, BS EN 1155, and BS 7273-4 category C, and is CE marked.

Fireco is the UK's leading manufacturers of intelligent products and systems that listen for the sound of the fire alarm and are installed in a wide and diverse range of locations such as schools, care homes, hotels, restaurants and offices... in fact anywhere there's a fire door!

For further information telephone Fireco on 0845 241 7474 or visit www.firecoltd.com



>> WEBSITES



GEZE UK

Helping architects understand the role of effective ventilation in life safety, GEZE UK has launched a CGI video online, which demonstrates how its smoke and heat extraction systems can save lives in a burning building.

Available to view at www.geze.co.uk, the eye-catching 2-minute video is set in a virtual office block and provides a quick and simple explanation of how venting systems can be used. The step-by-step guide shows how GEZE's smoke and heat venting (RWA) systems can help architects meet the stringent requirements of building regulations and fire prevention legislation, by safeguarding people and the building in the crucial early moments of a fire. Focusing on the need to get smoke out of protected escape routes as quickly as possible to allow people out and fire fighters in, the GEZE UK system enables the upper floor windows and lower level doors to open simultaneously in an emergency, creating a chimney effect that quickly dispels suffocating smoke gasses.



ABUS PFAFFENHAIN

The new ABUS Pfaffenhain (APf) 2011 price list has launched with an average price increase of 1.7% from those published in July 2009.

ABUS UK have managed this inflation beating average 1.7% increase, despite very high commodity increases and significant inflation pressure since July 2009 by focussing on factory increased volumes that have enabled actual decreases to be applied to many of APf's world wide top sellers. Unfortunately the flip side of that same coin is in some specific cases almost 50% RRP increases have been forced to apply to APf oval and night-latch cylinders which are manufactured in comparatively very low volumes and generally for exclusive sale to the UK.

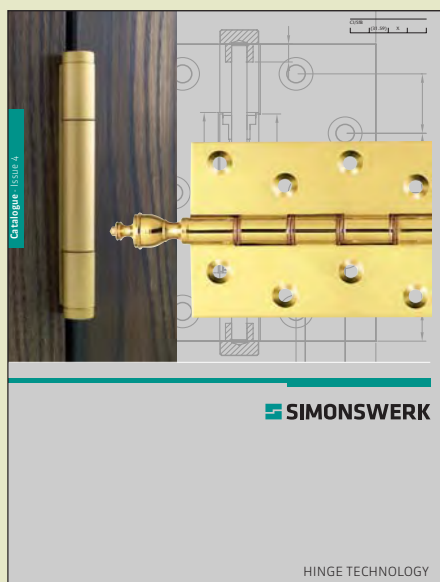
ABUS UK have contingency arrangements in hand to support APf distributors with where these specific product price increases may be a problem in existing contracts.



HOPPE ARRONE

HOPPE (UK) has made it easier for architectural ironmongers and specifiers to identify the most innovative and effective access control products with the launch of its comprehensive new ARRONE® Access Solutions catalogue.

The company continuously develops its access control solutions range to keep one step ahead of an ever changing market, such as the evolution of new security threats and changes to fire safety legislation. The latest catalogue provides full details of its innovative new products alongside its proven, established products to give architectural ironmongers and specifiers a solution for every application.



SIMONSWERK

Leading UK hinge supplier "SIMONSWERK has launched a new catalogue illustrating their highly competitive and comprehensive range of high performance, top quality brass, aluminium and stainless steel hinges for doors, windows and conservatories. Their latest fully illustrated Architectural Ironmongery catalogue, with detailed technical advice, includes the new range of Samson TriTech solid brass hinges with concealed bearings, increased weight carrying capacity, additional size & finish options and designer finials.

For a copy of the catalogue call 0121 522 2848 email: sales@simonswerk.co.uk or visit www.simonswerk.co.uk

duvet days and discipline

You may have seen a recent feature on the BBC Breakfast programme about "taking a sickie", which gave the impression that taking the odd Duvet Day (one interviewee conceded that in his firm the norm was four per year) was only to be expected and gave as a typical excuse, feeling hungover on a Monday morning.

I was very unimpressed; partly because I have always been of the school who, come what may, got to work; partly because even if it is to an extent a fact of modern life, to represent it as an acceptable habit for employees is irresponsible, and anyway I suspect that there are huge armies of firms who do not experience this type of behaviour. Also it irked me because employers have to shoulder so much responsibility (financial and legal) these days and are subject to such scrutiny over their actions – whether they could be fair or discriminatory – that it is highly culpable for an employee to take the view: "I'm not feeling great, had a few too many last night, I think I'll not turn up."

So this raises the questions:

- Can the employee just not show up, with impunity?
- Can an employer take action against this sort of behaviour?

The following points should be considered in dealing with these questions:

The Employer is required to pay their employee, to offer suitable work, to provide a place of work where the physical, psychological and emotional environment complies with Health and Safety regulations and so on. If the Employer fails in any substantial respect, the employee has means to enforce their rights. I see no difference in flipping this coin, in an employee's obligations to come to work when able to do so. The employee has a contract of employment which requires him or her to fulfil his or her tasks, unless obviously prevented from doing so. Most companies have sick pay schemes, but that implies that the employee is actually incapacitated, in which case he or she will be paid at whatever a level that the sick pay policy provides for. BUT if the employee is not actually sick and claims full pay for a day when they could have worked (but for their session on the previous evening) what you have, in a small way, is a fraud.

The trouble is, such behaviour has been trivialised. The whole implication of the expression "Duvet Day" is that the employee opts for an idle day away from the cold commuter traffic and the slings and arrows of working life.

So, at the heart of this often-played-out drama, is actually something quite serious – taking money (salary) under false pretences. Further, we live in times of alcoholic indiscipline. If an employee is known to have "got wasted" (perhaps witnessed by a colleague) one night and does not come to work on the following morning –

- Do they expect to get paid?
- Why?
- If there was so little of importance for them to do that day, what does it say about their job anyway?

The Disciplinary Implications

If absenteeism has slipped in your firm, then you do not have to continue to put up with it, but you will have to communicate a change of policy. To go in hard, with no advanced notification and unduly punish an employee, will not be considered fair. So, it will need a "wipe the slate clean" message from Senior Management.

Supervisors and front-line managers are your principal agents for change. Motivate them to rectify absenteeism (some companies have attendance bonus schemes), get them to undertake effective return to work interviews and the message will soon be conveyed.

Payment is the main determinant. I was providing a seminar once about controlling absenteeism and a representative of a major international company shared with us her experience, that having considered any number of sophisticated monitoring mechanisms, the single most effective deterrent was to refuse to pay anything for the first day of absence. Your statutory responsibility (surprisingly) is not onerous, and you only have to pay SSP from the fourth working day onwards. Contractually, you may have more difficulty, as, either by written Terms, or by custom and practice, there may have grown up an expectation of payment. That would have to be addressed, but it can be changed.

So, if you are fed up with "Duvet Days", I would strongly urge you to do something about it. If your employee expects to be paid, you have every right to know why. There is little you can do without some proof, but if you do know (or have strong, reasonable suspicions) that their absence was self-induced, or caused by their sudden need to play golf, then you have every right not only to refuse to pay, but to take disciplinary action.

As in all employment situations, your actions must be reasonable and proportionate, and if you need to change a culture, that takes time. However, always remember that your considerable obligations towards your employees, have to be reciprocated by them.

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**



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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:
Phil Newson

GAI President

Tel: **020 7387 9951**

Email:

Phil.Newson@allgood.co.uk



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

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MASTER KEYING MADE EASY DOM KEYMASTER



The DOM Keymaster uses high speed and precision to cut, drill and engrave DOM Dealer profile keys. This state of the art key machine demonstrates an excellent cost/performance ratio and is available to all gold level service centre partners either to purchase or under a financial lease plan.

The DOM Keymaster is available in three different models:

Keymaster Basic Model

- Basic Machine
- Includes manual chip protection
- Drills, engraves, keymarker
- Manual key clamping
- Integrated PC (DOS)
- Includes monitor, keyboard & mouse
- In-built tool storage container on top

Keymaster Basic Plus Model

- Basic Machine
- Includes automated chip protection
- Automated key clamping
- Automated key holding
- Drills, engraves, keymarker
- Integrated PC (DOS)*
- Includes monitor, keyboard & mouse
- In-built tool storage container on top

Keymaster Comfort Model

- Basic Machine
- Includes automated chip protection
- Automated key clamping
- Automated key holding
- Automatic key blank feeder
- Drills, engraves, keymarker
- Integrated PC (DOS)*
- Includes monitor, keyboard & mouse
- In-built tool storage container on top

*Memory card for coding details included

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