



architectural
ironmongery
journal

no.150 issue 3 2013

advancing architectural ironmongery



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At last! After several years of talking the building trade up, it seems like I can finally say 'the end is in sight'.

The latest Construction Trade Survey, published in August by the Construction Products Association (CPA), showed that conditions in Q2 improved across all construction sectors and throughout the supply chain. Even small and medium-sized businesses, hardest hit by the downturn, reported their first rise in activity since 2007.

This comes hard on the heels of news that the Eurozone is officially out of recession even if some economies (including our neighbours in Ireland) are still feeling the pinch.

It's been a long time coming! It seems a long time since, in 2007, it seemed like growth would never end and the construction industry was flying, buoyed by substantial government spending.

The question now is how are we set to face the new era of growth – no matter how tentative that is?

At the GAI we see training and education as an essential plank of any company's strategy to face the brave new world. The new Foundation Module, coming very soon, is going to spread the word outside our own trade to those who don't live and breathe ironmongery every day. Which can only be a good thing as we look forward to better things.



Helen Curry

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industry news

GEZE on film...Changes in the USA...
KCC acquisitions...New face at Zero

ACQUISITION NEWS FROM KCC

KCC has acquired the company Elementer, a supplier of specialist door hardware and access control to the construction industry in Ireland.

Following this acquisition Paul Kavanagh, former Managing Director of Elementer, has been appointed Sales Director for KCC Architectural. Paul has 30 years experience in the construction industry with an extensive range of contacts and agencies within the architectural ironmongery and access control field.

"I am really pleased to welcome Paul on board and I am confident that he will be an enormous asset to the KCC Group," says KCC MD Chris Kilpatrick. "I am looking forward to working with Paul in pursuing a profitable growth for the KCC Group both within and outside Ireland. Paul's appointment will allow David Skelly to concentrate on developing our business in the United Kingdom."



CAPTURED ON FILM

Filed against the spectacular background of Tower Bridge and the Shard, a three minute video and selection of photos from GEZE UK's architects evening reception are now available online. Capturing the spirit of the speech by renowned architects Eun Young Yi and providing an insight into the event, the video and photos can be seen on GEZE UK's website at www.geze.co.uk.

GEZE UK's managing director Kaz Spiewakowski said: "Whether you joined us at the event, or weren't able to attend, this video provides a short introduction to Eun Young Yi's celebrated work and is a fascinating record of the evening. I'm sure many of our guests are featured in the photos and I hope everyone will take the opportunity to share them with their colleagues and friends."

AMERICAN INSTITUTE ANNOUNCES CHANGES

The GAI's equivalent organisation in the United States, the Door and Hardware Institute (DHI) has made several important staff management

Stephen R Hildebrand, assumes the position of Executive Vice President, with focus on brand value and awareness, revenue development, and strategic marketing initiatives, as well as industry events.

Sharon Newport assumes the position of Director of Operations, with focus on improvements in operational efficiencies in daily operation, as well as communication and service to members.

Julie Walter assumes the position of Director of Events and is responsible for all activities such as the industry convention, the Executive Summit, all DHI Board of Governor and committee meetings, as well the Foundation Board of Trustees meetings.

Hanne Sevachko assumes the position of Education Manager and is responsible for all educational delivery activities including online and technical schools, DHI chapter and in-house programs, as well as providing education and career development counselling to members.

After seven years as Managing Director of the Door Security & Safety Foundation, Bill Johnson has left for other opportunities. Jerry Heppes will take over responsibilities of the daily operation of the Foundation in addition to his duties as CEO of DHI.

NEW DIRECTOR AT ZERO

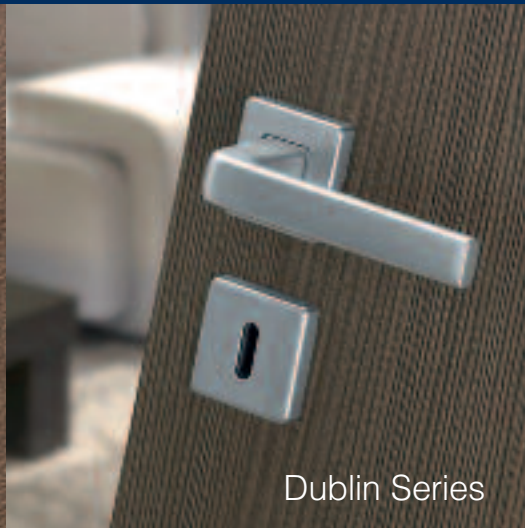
Zero has announced the appointment of Gavin Hogan as a director of their UK business. He joins Ken Drake, Mandy Greaves and Mark Lockley on the management team of the company based in Stafford.

"Gavin has been with us almost eight years and has worked in all departments of the company, and his appointment will strengthen our business" says Ken Drake. "Our business has grown every year since we started in 1997 and we decided to appoint Gavin to enable us to continue to provide the high service levels that our customers have come to expect of us." Gavin will continue to call on customers in London and the South East in addition to his new duties.

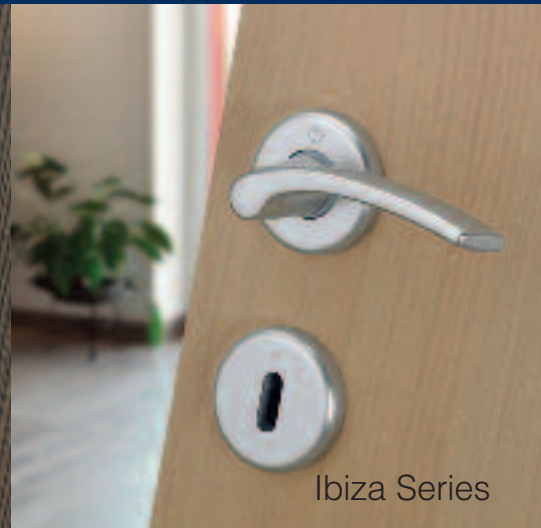




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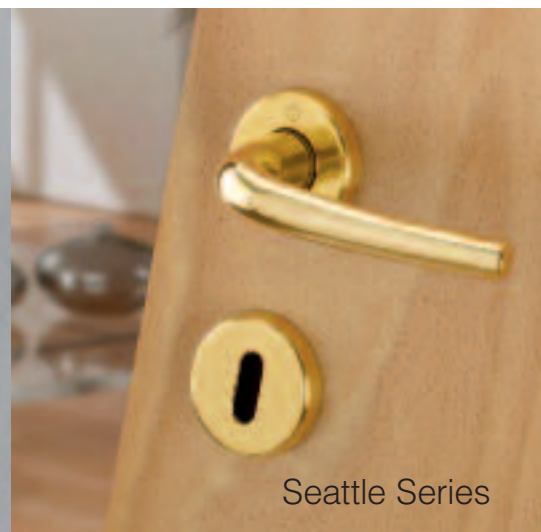
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world news

Hong Kong branch flourishing...
New IAI branch for the GCC



HONG KONG INSTITUTE BRANCH GOES FROM STRENGTH TO STRENGTH

The new Institute of Architectural Ironmongers (IAI) branch in Hong Kong is thriving with well attended meetings and a flourishing membership. The branch, which was launched in November last year by the British Consulate General in Hong Kong, was set up in response to the popularity and significance of the Guild of Architectural Ironmongers (GAI)'s education programme in that region.

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

The Hong Kong IAI Branch is chaired by James Wong, of Hong Kong ironmongers KeyTech, supported by a vibrant committee of seven including Vice-Chairman John Tibbs of Laidlaw S E Asia. "We really want to raise industry awareness about standards and education in Hong Kong," says James. "We see so many poorly written schedules and substandard hardware here and we wanted to demonstrate to clients and architects through educational technical seminars that scrimping on a project will end up costing them more in the long run. The IAI is the vehicle to get this important message across."

The latest meeting in August featured a RIBA approved CPD on "Removing Barriers to Access" by Christian Fischer, Regional Director of GEZE International which generated a healthy Q&A session. The event was well-attended by 38 delegates plus 8 committee members. Among the attendees there were had a number of architects, clerk of works representatives, Reg AIs and students. Former GAI President Phil Newson also attended the event and outlined the upcoming launch of the GAI's Foundation in Hardware module.

Anyone wishing to attend a meeting can contact the branch's administrator Sharon Cheung at Key Technologies International at sharonc@ktil.com





NEW INSTITUTE BRANCH FOR THE GCC

This November will see the launch of the latest branch of the Institute in the GCC. The launch will be held at the Big5 exhibition in Dubai on Tuesday 26 November and the branch's first chairman will be Adam Taylor, General Manager of HÄFELE GCC.

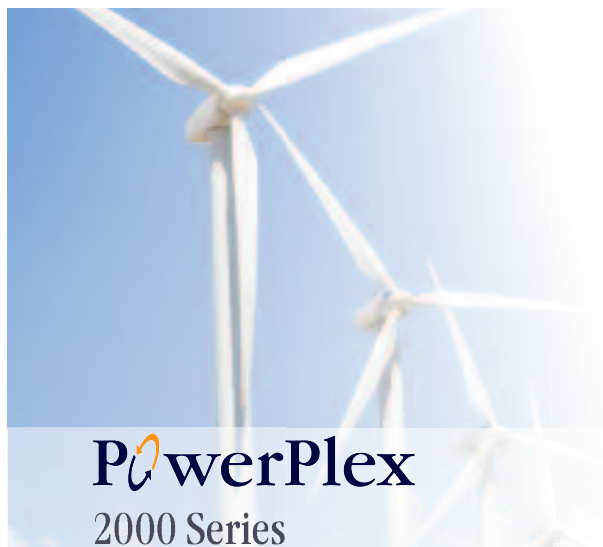
Gary Amer, GAI Chief Executive says "In recent years the GAI's Education Programme has become more popular than ever in the Gulf region. In fact Dubai is as big an examination centre as London! To open an Institute branch in the GCC is absolutely the right thing to do to support the students and others in the area. I'm delighted that Adam has agreed to be the first chairman of the Institute branch – his record of support to our education programme in the region has been outstanding over many years".

Adam Taylor is one of the GAI qualification's biggest exponents in the region, volunteering for the organisation to help set up training courses and exam centres. So it makes sense that he should chair this new branch. "I passed my exam in 1994 so I know the benefits of the correct level of training which is why I introduced it into my region," he says. "I oversee 70 staff in the GCC countries for HÄFELE and believe we are one of the most respected suppliers to our industry. In part I think this is down to good training as well as the service and product range we offer our customers and it is important therefore that my team are experts in their field. We also need to keep up to date with the latest standards so again the training

programme keeps us up to date."

The GCC Institute branch will run a programme of meetings for members with CPD presentations to keep members and students in the region bang up-to-date with the latest standards, legislation and industry trends. It also provides an excellent networking opportunity.

To register your interest, contact its chairman, Adam Taylor at Adam.Taylor@hafele.ae



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gai matters

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



aijdiary dates

ON NOW

☛ RIBA Stirling Prize winners in the Robert Elwall Photographs Collection

Date: 10th September 2013 – 10th January 2014

Venue: British Architectural Library, RIBA, 66 Portland Place, London W1B 1AD

Description: In celebration of the RIBA's ever-popular Stirling Prize Award, this display presents a diverse selection of outstanding images of buildings from the RIBA Stirling Prize winners, past and present.

NOVEMBER 2013

☛ GAI Education Awards Lunch

Date: Wednesday 6th November 2013

Venue: The Marriott Hotel, Grosvenor Square, London W1K 6JP

Description: The event, sponsored by Laidlaw Interiors Group, is the industry's chance to showcase and celebrate the successful students from this year's GAI education examinations

☛ The Big 5 Exhibition

Date: 25th – 28th November 2013

Venue: Dubai World Trade Center

Description: The largest construction exhibition held in the Middle East, featuring seminars, conferences and training sessions.

REWARD CULTURE EDUCATING OUR INDUSTRY

This year's GAI annual Education Awards Lunch will be held on Wednesday 6 November - note that this year it's a Wednesday not the traditional Thursday! It will be held, for the second year, at the Marriott Hotel Grosvenor Square, in London's Mayfair, the scene of last year's very successful event.

The event, sponsored for the first time by Laidlaw Interiors Group, is the industry's chance to showcase and celebrate the successful students from this year's GAI education examinations.

Laidlaw places great importance on education and training and has put many students through the GAI education programme from across the business. This commitment has now been crystallised in the sponsorship, for two years, of the GAI Education Awards, regularly cited as the premier networking business event in the ironmongery trade.

The event's guest speaker, broadcaster John Inverdale, will address what is expected to be a sell-out audience in November. During the event, the awards and certificates will be made to this year's student top achievers including the GAI's Pinnacle Award, sponsored by ASSA ABLOY, for the leading student over all three years of the education programme.

The event sponsor, Laidlaw Interiors Group brings together Laidlaw's brands with those of door manufacturer Leaderflush Shapland and office and glazed partition manufacturer Komfort Workspace, plus Cubicle Systems washrooms and Tufwell Glass and Blinds. Laidlaw Interiors Group is one of the UK's leading suppliers to the commercial interiors sector with over 1000 employees and a market leading position in doorsets, ironmongery and partition systems.

Details of the event can be found on the GAI website: www.gai.org.uk or contact Janis Cronin, Janis.Cronin@gai.org.uk, tel: 020 0733 2483.





GAI Education Awards Lunch Wednesday 6th Nov. 2013 at Marriott Hotel, Grosvenor Sq., London W1K 6JP



Don't miss the chance to see who gained our top awards in 2013



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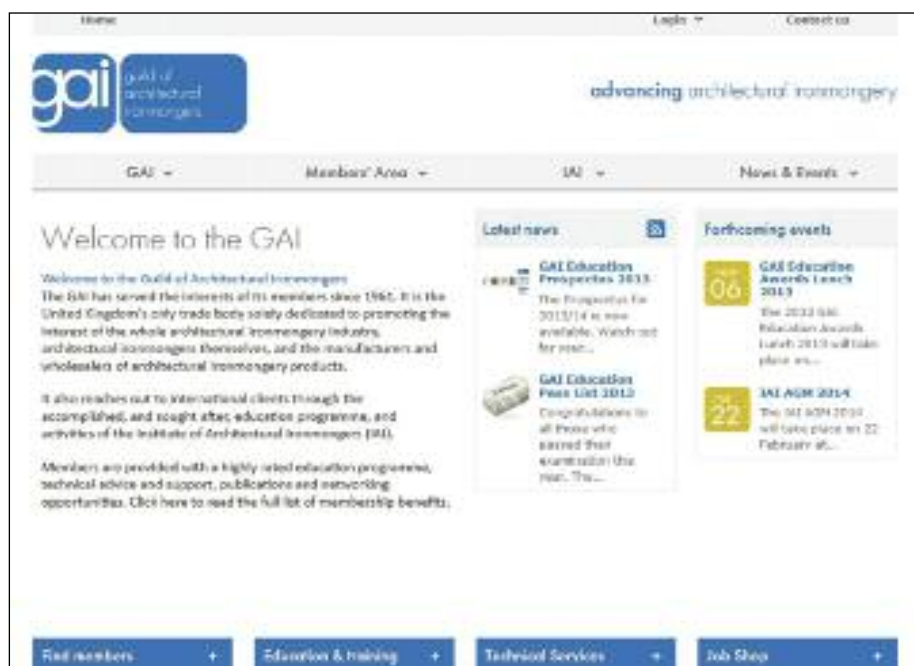
gai matters

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

NEW SITE SET TO BECOME A HUB FOR THE INDUSTRY



The new GAI website – due for launch in Q3 – is set to become the focus for the industry with in-depth technical information for members, an improved member locator and a complete section on the Institute of Architectural Ironmongers. We will be covering the new website – www.gai.org.uk – in more depth next issue.



JUST THE JOB

Now that the recession is officially over, the market for jobs in the AI trade looks set to perk up and the "Job Shop" section of the GAI website (www.gai.org.uk/jobshop) is the place to search for and advertise job opportunities in the industry.

Advertisers report that showcasing a job is a very efficient – and cost effective way – to attract top candidates because it is so closely targeted. "This is the cost effective way of advertising your

vacancies to the people that matter in the industry," says GAI Chief Executive Gary Amer. "With very favorable rates – especially for GAI members – the Job Shop is much more effective than other recruitment methods in attracting the right candidates with experience in the trade."

Contact Janis Cronin at GAI Head Office for more details on janis.cronin@gai.org.uk or by calling 020 7033 2483

NEW FOUNDATIONS PUT TRAINING ON A FIRM FOOTING

The launch of the GAI's new Foundation Module in Hardware is imminent. Due to begin soon, the new module is a one-stop introduction to door hardware that will help raise knowledge and standards amongst many trades in the building industry.

The new GAI Foundation Module is aimed at those who do not necessarily need an in-depth understanding of door hardware, or who maybe want to take a first step towards the full GAI three year education programme. It is perfect for builders merchants, locksmiths, office support staff at architectural ironmongers or anyone who simply wants to gain a firm basic knowledge about door hardware.

It will certainly give an insight into many of the aspects of architectural hardware, including hinges, closers, locks and furniture plus fire doors, escape hardware and a brief insight into the legislation surrounding all of these products. It is taken entirely online and includes an end of module exam. Success in this exam provides a Certificate of Competence in 'The Foundation in Hardware'. Candidates can take as much or as little time as they wish to complete the course and take the exam, and can fit studying for the GAI Foundation Module around their work easily.

"The course has been designed for those who don't live and breathe ironmongery as their day-to-day job," says GAI Education Manager Keith Maer. "It will give successful candidates a basic but firm understanding of products that can hang, close, lock and then furnish a door, as well as information of fire and escape doors."



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the aij meets

*John Jefferies,
GAI President*

EDUCATING OUR INDUSTRY

As he steps into the role
of **GAI President**,
Helen Curry talks to
John Jefferies, about
the challenges ahead.



John Jefferies, CEO of Laidlaw Interiors Group was elected as President of the GAI at this year's AGM after two years as Vice President. It's a role which he's immensely proud to take up. "I am certainly very much looking forward to my tenure as President," he says. "It is a great honour and one which I intend to work hard to make a success."

John has been involved in the AI trade for ten years since he joined Laidlaw, the AI at the heart of the group to prepare the business for sale. He didn't really consider architectural ironmongery to be a long-term career but as soon as he joined Laidlaw, with his finance background, he knew he was onto something longer term. "It was a gem of a company but it was lacking leadership," he says.

Laidlaw, the architectural ironmongery business which gives the group its name, can trace its history back 135 years. In that time Laidlaw has been supplying door hardware and fittings to some of the most prestigious buildings in the UK and overseas, building an enviable reputation during that time. The Laidlaw philosophy is to work closely with architects and specifiers to provide a total solution to suit each particular application. Each element is selected to meet the performance, aesthetic and budgetary requirements of every project.

During that time it has undergone various guises, the most recent before its present ownership was under the group umbrella of Ingersoll Rand. They acquired Laidlaw in the mid 90s as part of the Newman Tonks business. John was brought in to Laidlaw during 2003 by IR who wanted him to prepare the business for sale. Eight years later following a leveraged Management Buy In by John, Laidlaw is once again profitable and part of a much bigger group: Laidlaw Interiors Group. The Laidlaw family now includes Leaderflush Shapland, Longden, Fitzpatrick, Komfort Work Space, Cubicle Systems and Tufwell

Glass. Laidlaw took over these businesses from SIG interiors in conjunction with a venture capital company.

Despite the changes, traditional ironmongery is still at the heart of Laidlaw's business. And this is proven by the company's involvement with the GAI and Institute of Architectural Ironmongers at all levels. John admits that at first, he had an ulterior motive for getting personally involved. "It was an excellent networking opportunity since I knew absolutely nobody in the trade!" he says. But this reason quickly changed as John realised that the GAI's training and education programme made it a very natural fit with Laidlaw's own objectives.

John has some clear and exciting plans for his term as GAI President. Some entirely new initiatives, some building on existing GAI success stories.

John selected "Educating our Industry" as the theme of this year's conference and it is one that he is determined to continue throughout his Presidency. "The GAI's education programme is the envy of many. The standard of the courses, training and education that our students receive is extraordinarily high given the size of our industry," he says. "But that doesn't mean we have – or should – rest on our laurels. The next major education initiative – the new Foundation Module – will help raise knowledge and standards among those who don't live and breathe ironmongery as their day-to-day job and I am very excited by the opportunity this new offering gives us."

One area where John is determined to build on recent initiatives is in developing the GAI brand internationally. "We can't afford to be British isolationists any longer. We all operate in a global market as is evidenced by the increasing advance of European technical standards, the CPR and CE Marking of doorsets," says John "Communicating these complex issues and their impact on our trade is an important challenge for my term as President. The route to market for our products and services is changing and as an industry we must flex and adapt to ensure we are best placed to meet these challenges."

John is well used to working in internationally focused businesses with a diverse career behind him which spans from spark plugs to glass. Building on the launch of an Institute of Architectural Ironmongers branch in Hong Kong last year, John will oversee the launch of a new branch in Dubai in November. In addition John believes that the next focus should be on India. "This is a huge and growing market and one where British standards and expertise is still valued" he says. "I intend to make expansion into India a priority during my presidency."

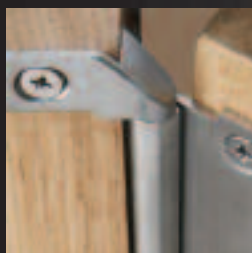
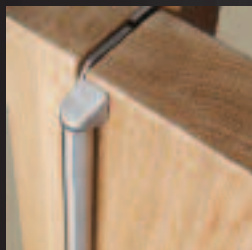
**“I am certainly
very much
looking**

forward to my tenure as
President. It is a **great
honour** and one which
I intend to work hard to
make a success.”



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Kaz Spiewakowski,
new GEZE UK MD

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Kaz Spiewakowski has
set out his plans to
reinvigorate the company,
promising a subtle
change of approach
designed to build on
GEZE's reputation and
maximise the experience
of its staff. **Helen Curry**
met him to find out more.

GEZE UK is the UK subsidiary, formed in 1988, of a 150 year old family-owned German company. Worldwide it employs 2,600 people in 26 subsidiaries and in the UK GEZE has 200 staff, regional offices in Glasgow, Newcastle, Bristol, Farnborough and Leighton Buzzard and a HQ in Lichfield. The company also has a strong reputation for quality and professionalism built up under previous MD Andrew Hall, a fact which Kaz acknowledges. "Our people, our products and our reputation are fantastic assets," he says. "Despite challenging trading conditions, our year on year sales growth is proof that we are still leaders within this sector and we must build on these strengths as we move forward."

The business is a complex one with a number of different divisions. These include automatic door systems, manual closers and sliding door gear, glass systems for entrances and partitions, and a service business for planned maintenance and reactive call outs for manual and automatic systems. Less well-known perhaps is a division for window, ventilation and smoke extraction technology.

But the fact that the GEZE business is successful and well-established doesn't mean, however, that Kaz doesn't have plans to grow and develop the GEZE UK business further: "I'm really upbeat about our potential, but it's important that we make this change of leadership an opportunity to evolve. We must refresh our approach and embrace new challenges, with a renewed focus on enhancing customer service, improving operational delivery and maximising the skills of our staff."

Kaz joined GEZE as MD in January this year after six years as Managing Director of Exidor where he oversaw the integration of the Jebron closer business into the company. But Kaz began his career as an engineer, learning his trade at component and sub-assembly manufacturers within the motor, electronics and consumer goods industries. "I started out on an apprenticeship but it didn't take me long to realise that graduates were coming into the business and moving through it faster than me! So I decided to study" he says. After graduating in Mechanical Engineering from Birmingham University Kaz continued to work for Dynacast,

an international die casting business from 1988 until 2005 when he had progressed from apprentice to General Manager.

In 2007 he moved to Exidor, a company which he selected very carefully for a number of reasons. "I didn't want to go to a competitor of Dynacast and Exidor – or Fred Duncombe as it was then – offered me an opportunity to turn a company round – that challenge appealed to me!" So while the challenge at GEZE is a different one, Kaz is relishing it nonetheless. "My previous experience and background gives me a unique perspective which can help bring about real change within the business."

One thing that Kaz is keen to emphasise is that while GEZE has great products and a great reputation for service and innovation, it's important to keep things fresh and manage change into the business effectively. "We are good, but we could be better," he says. "Previous success isn't a guarantee of future success, especially not in such a service-critical market. Doing the same things over and over will not necessarily ensure positive results

So what does that mean for GEZE's AI customers? "AI businesses are changing and lines are starting to get blurred," he says. "They are looking for new business opportunities and we are looking at ways that we can fit those new business models better. We have great products and people – our sales show that – but we need to make more of our products and packages." For instance, GEZE is looking at ways that AIs can get involved with window drives.

Kaz is also a keen exponent of the GAI and has recently joined the Guild's Executive Committee. "I am very keen to see the organisation from the inside and have my say!" he says. "This is not a commodity market, despite what some AIs would like, because it is so driven by standards. We are keen to be involved in driving standards and that is what the GAI is good at."

Like the GAI, GEZE is strongly committed to training. "We do a lot of our own training with a training officer – soon to be two – and an expanding training facility in-house. We also provide CPD presentations for AIs and architects." This investment is, Kaz believes, more important than ever in difficult trading conditions because it's vital to have the right staff in place with the right skills.

Perhaps that is why the GEZE UK organisation is packed with GAI Diploma holders and staff who are really committed to the GAI and the Institute. Sales Director Andy Howland, for example, is a Diploma holder (he won the Bronze Medal and Roddy Campbell Prize for Scheduling) a RegAI and was previously National Chairman of the Institute when he won the GAI Award for services to the Industry. Across the rest of the GEZE sales force there are Diploma holders, Reg AIs, prize winners, GAI exam markers and Institute chairmen.

"We are very proactive in the AI arena and the GAI is a big part of that," says Kaz. "Just like us, AIs that are proactive are winning business. Like them we are driving our own destiny."



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DOOR CLOSERS IN CARE HOMES

By **Martyn Whieldon** DipGAI, Sales Director at Samuel Heath

The importance of ensuring that every building has **adequate fire protection** methods is well-recognised throughout the building industry, with a raft of legislation, fire safety standards, guidelines and best practice guides covering just about **every aspect** of fire prevention and safety in case of fire.

Whilst every type of building should be designed and constructed to these standards, fire safety is particularly important in those facilities that provide accommodation for the elderly and infirm; people who often need to be given more protection in the case of fire and more time to effect an escape.

Fire safety is of great concern to the care sector; in a recent survey of 300 professionals in the social care sector, undertaken by the National Association for Safety and Health in Social Care Services, fire safety topped the list of health and safety concerns, with 57% of respondents quoting it as their main concern. The next closest area of concern in the survey polled a mere 19%.

In theory, both private and public providers of residential care should be well aware of their responsibilities, but media reports and anecdotal evidence suggest that fire safety measures, particularly in privately-operated homes, often fall short of modern standards. Premises have been branded as fire hazards and owners accused of putting the lives of residents at risk.

From the ironmongery perspective, the area that causes the greatest concern is in the area of fire resisting doorsets, with some care home managers allowing doors to be propped open, or door closers to be disabled, for the convenience of staff and residents.

In 2011, acting on advice given by the Chief Fire and Rescue Adviser, the Secretary of State for Communities and Local Government made a Determination in the case of one care home that regularly wedged open fire doors, instructing staff to remove the wedges in the case of a fire. The Determination states that the use of self-closing devices on bedroom fire doors provides the most appropriate solution to remedy the failure to comply with article 14 (2) (b) of the Regulatory Reform (Fire Safety) Order 2005, which relates to the requirement for the responsible person to safeguard the safety of relevant persons by making it possible, in the event of danger, for persons to evacuate the premises as quickly and safely as possible.

Most architectural ironmongers and specifiers will already be familiar with the various legislative instruments, Building Regulations, guidelines and performance standards governing fire safety.

The responsibilities and requirements that they impose apply to care homes as much as they do to any other building. As one might expect, there are also many guidelines and best practice guides specifically aimed at assuring fire safety for care and residential homes that have been published by various authorities throughout the United Kingdom.

The selection of door closers for residential care homes needs to take these various regulations and guidelines into account, as well as ensuring that products meet the particular needs of the individual home when it comes to convenience, comfort and aesthetics.

In addition to the various requirements for fire safety, the next most obvious consideration when





looking at door closers will almost certainly be the question of accessibility; with many residents being elderly and/or infirm, doors need to be easily opened and, where automatic closing is required, closed at a controlled rate. In most situations, the door closer will be fitted to a fire door and so will need to comply with the requirements of BS EN 1154 (and carry the CE mark), as well as facilitating the door's compliance with Approved Document M of the Building Regulations (Section 4 in Scotland and Part R in Northern Ireland) and BS 8300.

Most ironmongers and specifiers will know that the ideal solution to remove the temptation to prop open fire doors is to use free swing door closers or hold-open devices (complying with BS EN 1155), which allow the door to be operated normally until a fire alarm is activated, at which point the door is released or the free swing door closer reverts to its automatic closing mode. In fact, the use of such devices is now recommended in the government's Fire Risk Safety Assessment: Residential Care Premises.

Care needs to be taken to ensure that the hold-open devices and door closers are installed at the same height in the door to prevent unwelcome twisting forces that might warp the door. Free swing door closers, such as our latest innovation, Powermatic® Free Swing, present no such risk.

One final consideration that is particularly relevant for health and care facilities is the desire to create environments which are less institutionalised. Providing an atmosphere that feels more like a home is considered by many health and care professionals to play an essential role in assuring the comfort, well-being and recovery of residents and patients. In high-end facilities, aesthetics may also be a factor in the choice of door closer.

In such circumstances, concealed door closers offer a perfect solution. Surface-mounted door closers present mechanical arms and control boxes that make them highly visible, resulting in a more commercial/industrial appearance to the interior. Concealed door closers present no such distractions and, therefore, contribute to a more homely, less institutionalised atmosphere.

Making the owners and operators of residential and care homes more aware of their responsibilities when it comes to fire safety and providing solutions for new build and refurbishment could be a valuable new device for ironmongers to expand their business. By offering solutions which recognise the special requirements of the care home sector, value can be added to the sale and healthy margins maintained.



A Beginners Guide to BIM,

Gillian Smith, Partnership Manager at BIMstore explains what she has learned one year in...

A lot can happen in 12 months, certainly the case for both myself and the Construction Industry. Around this time last year I joined Bimstore.co.uk as a Partnership Manager. A leap of faith it may have been to some, but not as far as I was concerned; from the first time I saw a presentation on BIM, I was 100% convinced. BIM would be the process that would not just drag, but catapult the construction industry into the 21st century. 12 months in, representing BIMstore, the leading designers and hosts of BIM components in the UK, I hope that my article will inspire you to consider a similar leap of faith and embrace BIM.

On being asked to compile a beginner's guide to BIM, I initially struggled with where to begin. Does BIM begin with the Software? Training? The design process? or Construction? The answer of course is that it can start with any of them. Dependant on your sector and role within the construction market, BIM will mean something different to each of you.

As Partnership Manager at BIMstore, I approach BIM from the view of both the manufacturer and the specifier. Our sister company BIM Technologies is one of the leading BIM consultancy practices in the UK. Appointed as BIM consultants mostly by main contractors, they are the guys working on BIM on a daily basis. For those of you approaching BIM as a beginner, I hope this article will provide with some clarity to the "what and why's" of BIM and leave you hopefully inspired enough to get involved.

What is BIM?

Best to begin with what it's not; BIM is not a

software. There is software that enables BIM and you will hear names such as Revit, Navisworks, Bentley, Archicad. These are all design and construction software platforms which enable BIM. You may also have heard IFC and COBie mentioned? These two are file sharing formats, the principal function of which is to enable data to be transferred from one software format to another.

BIM simply refers to a Building Information Model, consisting of 3D digital geometry plus digital data, rich in information about the building and products specified. Without focusing too much on the 3D or geometry benefits, there are those in the industry that would rather refer to BIM as Building Information Management, and BIM is seen more of a collaboration process. Forcing industry sectors to move out of their individual silos and collaborate on the design process. All sectors can benefit from adopting BIM with the main reasons being; reducing waste, saving money, better visibility, intelligent



Made to Measure...

Facilities Management data, all resulting in a better building.

BIM is nothing new. There are many design practices in the UK that have been using software for many years eg Space Architecture. Part of Space Group, they have been designing using 3D software for nearly 15 years and in doing so have benefited by producing quicker, better, more cost effective designs.

Why BIM?

We've already established that BIM has been implemented by design practices for many years, so why the sudden interest now?

In 2011 the UK Government mandated BIM as part of The Government Construction Strategy. The Government has recognised the huge benefits and advantages of implementing BIM as a way of increasing productivity and saving on waste and costs.

The BIM element of this strategy requires that by 2016, all Government projects need to be delivered as Level 2 BIM. This consists of a digital 3D model of the building, together with product data (COBie) that can then be imported into Facilities management software.

Although the initial interest in BIM has undoubtedly been driven by the Government Mandate, other sectors of the Industry have also

recognised the added value that BIM brings. Main Contractors have wholeheartedly embraced the move towards BIM, encouraging their supply chains to also recognise the benefits.

My role as Partnership Manager at Bimstore.co.uk. means that my focus is in advising manufactures with their BIM implementation plans. BIMstore offer a creation service and then we host the content as free downloads to ensure maximum exposure. When creating BIM components or systems, the result is products that are 3D intelligent, parametric and data rich. It's all about the 'I' in BIM: information. The BIM component is embedded with all of the technical properties of the product. This clever technology enhances both the design and construction process.

Using the example of selecting a door closer; the architect/specifier can visit BIMstore, browse the products available to him, select and download into his software, all free of charge! He then drags and drops the chosen closer onto his door. The digital representation of the closer has been created with all of its technical capabilities embedded within it eg when placing onto the door itself, guidelines will appear to assist the designer as where to best place the object such as the optimum height from the frame as per the manufacturer's

recommendations.

The designer also has the option to manually choose the size of the closer, select colour and material options, all the while, the product will only behave to the Manufacturer's rules, therefore hopefully avoiding mis-specification. Once the designer is happy with his selection, with one further click, the same closer can automatically be duplicated on all identical doors within his model, saving an inordinate amount of time. Another click and a fully itemised schedule can be produced. What happens if the specifier needs to change the door from a single to a double? The closer will automatically adjust its position within the frame to compensate, the schedule will also automatically update.

The benefits

Whatever your role within the construction Industry, there will undoubtedly be a benefit to be gained by embracing the BIM process. Whether you offer a design service, you're a specialist subcontractor or a manufacturer. BIM is bringing construction into the 21st century. It's not a fad. It's here and now. Early implementers are benefiting already. Consider the advantages of embracing this 21st construction process and don't get left behind.

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SMOKE SCREEN

**PAUL DUGGAN, CERTIFICATION
MANAGER AT EXOVA AND
CHAIR OF THE GAI'S TECHNICAL
COMMITTEE GIVES THE AIJ AN UPDATE
ON THE PROGRESS OF THE LONG-
AWAITED PREN 16034, THE NEW
STANDARD FOR FIRE RESISTING AND
SMOKE CONTROL DOOR SETS.**

We have all waited a long time for the arrival of prEN 16034 for fire and smoke doorsets ("Pedestrian doorsets, industrial, commercial, garage doors and openable windows — Product standard, performance characteristics — Fire resisting and/or smoke control characteristics" to give it its full title) for a very long time. While the actual date that the standard will be published – and come into force – is still rather difficult to predict, there have been a number of developments in its progress which can and will impact on its schedule.

In the UK, the standard is a new development as we do not have a BS covering this area. Having read the draft standard, it is a workable document, it reinforces the importance of hardware tested to their product standards and lists these in the standard.

Annexe ZA of the standard outlines the essential characteristics of fire resisting and/or smoke control doorsets for use in compartmentation and/or escape routes pointing to the clauses that reference the relative building standards for hardware and formalising the importance of ironmongery in the performance of a doorset. This of course is good news for the ironmongery trade, cementing the hard work that the industry has done in getting standards recognised, embedded and accepted in the UK. It requires products to be tested and comply with standards. .

But could there be a delay in its arrival?

First of all the European Ad-Hoc fire group which is drafting the standard has asked for a vote across the whole community for an extension to the co-existence period to five years. The co-existence period is the time that individual countries have to remove conflicting national standards. Usually this is twelve months and the group has asked for the extension in order to ascertain if other countries have incompatible standards. BSI has asked UK industry to comment on this issue saying that it is necessary because "the market of fire and smoke control doorsets in Europe is structured on a more diverse basis than for other construction products; especially for product design, specification, test procedures and product certification." Of course in the UK we do not have a conflicting standard.

So, once the co-existence issue has been resolved (and the Commission itself has the final say so), the question then arises about how to launch the standard. The European Ad-Hoc fire group, along with the Commission, wants the standard to be launched by UAP (Unique Acceptance Procedure). That is, a process whereby the standard is fast tracked to completion for final voting. This is not, however, a universally held view. Some countries feel that, because the document has changed technically over the last 18 months, there should be a second enquiry period. And this will delay the publication of the standard by more than a year. The issue will be decided on a majority vote and it is hard to say now how that vote will go.

So this important new standard is definitely on its way. At a date yet to be decided. Watch this space for more information about the standard and its progress.

The information will be available for the next issue of the AIJ



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FITZPATRICK



ABROAD

British manufacturer **Exidor**, best known for its panic hardware, is bucking the trend by not only growing sales in the UK but in export markets too.

Helen Curry went to its Cannock HQ to find out how.

Exidor has long been known for its panic and escape hardware since its days as Fred Duncombe Ltd. From its Cannock site, the company has been manufacturing and distributing panic and Emergency hardware, door controls and Duncombe Ironmongery since 1921. That heritage in British manufacturing is still a proud part of the Exidor business and exit and escape hardware still lies at the heart of it. Exidor's new MD, David Gillett, calls them the "market leader" in this sector with around 454 over 40% of the market.

The company is implementing world class lean manufacturing procedures at its factory to ensure it continues to meet customer service level requirements of delivery from stock next day, including for door closers, to reduce waste, optimise the workforce's skills and promote efficient working. "We need to be cost leader for the quality of the products we produce," says David. "We are owned by a manufacturing group Chamberlin plc, so we know what it takes to produce the right products at the right price."

David Gillett joined Exidor in December last year. Originally a chemist, he has worked around the world in the fields of lasers, telecommunications, optics and waste management products. "I've always been involved with standards-driven, engineered products and turning them into top quality, global suppliers - Taylor 4-wheeled galvanised steel waste containers, manufactured in nearby Droitwich, in many ways serve a market very similar to," he says. His remit is an ambitious one - to treble Exidor's business in five years. This growth will come, he believes from three key areas: export, product range expansion, and acquisition.

"Business has held up well here in the recession, partly because a large part of that business is in replacement which has been less hard hit than new build," says Nigel Taylor, Exidor's Sales and Marketing Director. "But we don't wait for the business to come to us. We believe that activity drives sales and we are continually in contact with our customers."

The company never sells direct but supplies through Architectural Ironmongers, wholesalers and door manufacturers. Sadly, Nigel believes that some AIs are not so proactive when it comes to sales. "Some ironmongers wait for the phone to ring and don't get out there actively selling," he claims. "And that is telling in a recession."

This sales mentality is backed with excellent customer service levels: 99% of the panic hardware range is available the next day and if a customer needs a special colour, Exidor has its own powder coating plant so no colour is off limits at short notice. "We are very skilled at managing stock levels," says David. "Because we manufacture ourselves we can be fast on our feet and are masters of our own destiny."

What is really setting Exidor apart is its success in export which now accounts for 25% of the company's turnover. Sales are from the Middle East, the Far East, Africa and the Americas. The brand is well known and trusted - vital when a company's products are life critical and in markets where British engineering is valued. "There is no way



VIEW



// Business has **held up well** here in the recession, partly because a large part of that business is in **replacement** which has been **less hard hit** than new build //



we can compete on price in some of these markets, but they trust our quality – and that’s what we sell...trust!” says David.

Once again, these sales abroad are no accident. “Lots of British companies just fall into export because someone calls them,” says David, who has previously worked on government task forces to help SMEs to export successfully. “But we are now pro-actively aiming at key strategic markets. Britain has to see itself as an exporting country.”

Reservations

The Exidor management team does have some reservations when it comes to exporting – particularly in the EU. “In order to sell in the EU and further afield, you have to have your products CE marked,” says Nigel. “But this CE mark only allows you to place the products on the market. But it doesn’t necessarily mean that you can sell and install them if they don’t comply with local regulations – and this is a real barrier to export.” Nigel cites the NF Standard in France as an example. “The NF regs are written into French building regs and you can’t sell there without complying – it’s a real minefield. You can place the goods on the market but in some instances it may be illegal to install it!” Exidor spends a lot of time and effort – and of course money – in researching this information and would like to see these barriers of local regulatory requirements harmonised across the EU just as the technical standards have been by CE Marking, removed and a better and easier system for transferring test information across borders and testing bodies.

Another strong growth area for Exidor is its door closer business. Exidor acquired some assets and the intellectual property of Jebron Ltd, which was in administration in February 2011. Exidor employed twenty-one of the original Jebron workforce, re-branded the door controls products under the Exidor name, and relocated the factory from its existing site in Wednesbury to Exidor’s HQ in Cannock. “It was vital to ensure that the Cannock factory was as prepared and ready as it could be to ensure minimal disruption to production,” says Nigel. Since the relocation, Nigel says that the biggest problem has been keeping up with orders!

Looking to develop

The company is looking to develop a good solid AI range of closers to allow it to compete more effectively on larger scale projects. “On the panic hardware side we have a great, sound range of products – like the 200 series, which we sell loads of and which gets us other specification business,” says Nigel. “On the closer side we don’t have that basic range that we can use to piggy back other product on. But that’s something we are actively working on.”

It seems like Exidor is poised to take real positive advantage of the upturn. “We are not short of opportunities,” says David. “The biggest problem we face is which ones to choose!” Surely a nice problem to have!



COMFORT ZONE

BILLED AS THE 'BEST IN THE UK', **MARIE CURIE'S** NEW MULTI-MILLION POUND HOSPICE IN SOLIHULL BOASTS STATE-OF-THE-ART FACILITIES, FIXTURES AND FITTINGS DESIGNED TO PROVIDE COMFORTING AND ENRICHING END-OF-LIFE CARE FOR PATIENTS. AT **LAIDLAW SOLUTIONS** WORKED CLOSELY WITH THE ARCHITECT AND **GEZE UK** TO ACHIEVE THE RIGHT FEEL.









From whirlpools to widescreens, Jane Darbyshire and David Kendall Architects insisted upon high quality, long term value for money specifications, in order to provide patients and their carers with the highest possible standard of living and the most aesthetically pleasing environment.

The new £13 million Marie Curie Hospice provides free expert care for people with terminal illnesses and will care for more than 2,000 people each year, with privacy, dignity and comfort. There are twenty-four spacious en-suite bedrooms all with direct access to the gardens. As well as in-patients, the hospice has a day therapy unit which will support twice as many patients as the old Marie Curie Hospice in Warwick Road, Solihull which this new build replaces. The building acts as a base for Marie Curie across the whole region so it is also home to the Curie Nursing Service for the whole of the West Midlands, plus the centre for counselling and emotional support services. The in-patient areas are supported by a day hospice, an educational facility, a cafe and kitchen area and administration space, all of which enables Marie Curie to continue to provide a high standard of palliative care to its patients in the area.

The facility is already attracting superb reviews from patients, staff and visitors since it was opened by HRH The Prince of Wales in June. The remit of the architects to Laidlaw was to keep in tune with the overall feel of the building – a fusion of domestic architecture with an open plan layout, drawing visitors and residents into a familiar environment.

JDDK Project Architect, Mura Mullan, explains, "Research has shown the benefits of external views to the health and wellbeing of patients, staff and visitors in such a potentially stressful environment, so the design process began with the idea of small wings, almost like the fingers of a hand, where all the patient rooms and circulation areas had external views over landscaped gardens. In addition to this, windows have been created between the bedrooms and the circulation spaces, the overall aim of which is to prevent feelings of isolation. This approach worked very well with the open plan arrangement of the interior, which the Hospice Manager was very keen on from the outset of the design process."

THE IRONMONGERY

Laidlaw Solutions scheduled the project and Tony Kears, the Account Manager from Laidlaw's Gateshead branch, says the whole project ran very smoothly. "The architect had very clear ideas about the feel of the place but as well as looking and feeling good, the hardware had to be very hardwearing as there is high levels of traffic throughout the building," he says. "The only snag on the job was a bit of a last-minute panic when it was realised that the automatic corridor doors had been omitted from the brief – but we manage to turn that round in just two weeks so the client was very happy."

The job was scheduled using the Laidlaw Centurion range of hardware. The Centurion Range was developed by Laidlaw to meet the growing need for performance at a competitive price and the Marie Curie project was specced in Satin Stainless Steel. It includes lever furniture, pull handles, push and kick plates, latches and cylinders, finger pulls, door closers, floor springs, lock cases and cylinders, hinges, and hooks.

Laidlaw also worked very closely with GEZE UK to supply a number of automatics including the all-glass doors and screen in the open-plan reception, using a Slimdrive SL GGS automatic sliding door system. This was selected because it eliminated the need for unsightly door rails. Individually made by GEZE UK to bespoke specifications, the elegant, frameless entrance comprised a pair of large glass doors and matching screen, which were created for general access for all through reception, as well as an identical single door for staff access to the reception area. All featured a sandblast design incorporating a protective poly-coat.

At the main entrance, where safety, access, sustainability and reliability were all of paramount importance, two sets of entrance doors were specified to create a lobby area, using GEZE's Slimdrive SL with Slimprofile ISO door leaves and pocket screens. By creating a lobby, heat loss and gain through the main entrance is minimised, improving energy efficiency without limiting accessibility.

In bedrooms and sluice rooms, Laidlaw Solutions North East specified and fitted 38 TS 4000 EFS manual door closers finished in satin stainless steel, enabling each door to be opened easily yet provide safe closing in the event of a fire.





london

islington

ANGEL SPACE

In the heart of Islington, a neglected 1980s office block has been transformed into an award-winning contemporary urban office space with a stunning curved frontage. As part of this £72 million redevelopment door closers and floor springs from DORMA were specified.

Designed by Alford Hall Monaghan Morris and built by BAM Construction for client Derwent London, this revitalised six storey building features new interiors and a tailored facade to St John's Street which sweeps round to the Pentonville Road. The RIBA Stirling nominated building retains the original structure but has been completely remodelled inside and features retail units on the ground level plus a new full height atrium.

DORMA's TS93 cam action door closers and DORMA BTS80F floor springs were specified for the new entrance, retail units and internal doors. With their compact design, they matched the modern vision of this high end office space. Safe, reliable and robust, they are also ideal for heavily trafficked buildings.

Architectural Ironmonger Bellsure Supplies Ltd supplied the DORMA TS93 cam action door closers in the Contur design with a silver finish. Unlike rack and pinion slide-channel door closers, the DORMA TS93 system uses a linear drive mechanism and heart-shaped cam to ensure resistance encountered when opening the door decreases virtually instantly with the opening action. The rapidly decreasing opening force ensures that each door can be opened with minimal resistance to meet the requirements of BS8300 and Approved Document M, offering ease of use for children and elderly people as well as improved disabled access.

DORMA BTS80F universal floor springs feature a two-valve controllable closing cycle, adjustable closing speed and backcheck. A comprehensive programme of accessories ensures that they can be used successfully with a wide variety of floor coverings and door constructions including glass.

DORMA's TS93 cam action door closers and BTS80F floor springs are both CERTIFIRE approved and CE marked to BS EN 1154.

This meticulous, aesthetic and sustainable approach to the regeneration of the Angel Building has led to it winning several awards, including AIA UK Excellence in Design Commendation 2012, New London Award for Working 2011, the RIBA Award for Architecture 2011 as well as being nominated for the RIBA Stirling Prize 2011.



manchester

metropolitan university

BIG BUSINESS FOR GEZE IN MANCHESTER

580 manual overhead closers from GEZE UK have been used in the building of Manchester Metropolitan University's award-winning Business School and Student Hub (MMUBS), which covers 23,400msq and serves up to 5,000 students and 250 staff each week.

With such high footfall, safety and accessibility were of paramount importance, so GEZE UK supplied a combination of TS 3000 V-ISM closers for the development's extra-large steel fire doors, TS 3000 V BC closers for high-use circulation doors and TS 2000 NV closers for offices and toilets throughout the £75million development.

Ensuring visual consistency and an aesthetically pleasing continuity throughout the landmark building, all the closers were supplied in the same, cost effective, hard wearing, satin stainless steel finish and had matching guide rails or arm sets.

At 2.8m high, each pair of large steel fire doors provides a visually impressive and accessible entrance to communal areas, lecture theatres and auditoriums, but they also needed to help provide both acoustic and fire protection. In order to achieve this, the doors were fitted with an offset astragal, providing a highly effective seal, combined with a manual TS 3000 VBC-ISM closer, which controls the closing action for each pair of doors, ensuring they close one after the other, in the correct order so the seal works effectively.

In busy corridors, the TS 3000 V BC closer provided a neat guide rail solution with back check that can be used on both left-hand and right-hand single swing doors. Easy to adjust, service and maintain, the manual closers are approved for mounting on fire and smoke doors and feature thermo-controlled closing force size 1-4 in accordance with EN 1154.

And enabling access to the Business School's numerous offices, meeting rooms and toilets, GEZE's TS 2000 NV low opening force closers were chosen as a cost effective solution for timber doors.

The jewel-shaped building, which has glazed facades that refract different colours depending on the sun and daylight, was designed by award winning sustainable architectural firm Feilden Clegg Bradley Studios and built by Sir Robert McAlpine. Constructed to the highest standards of energy efficiency and sustainable development currently achievable, MMUBS has achieved a BREEAM rating of 24/25.

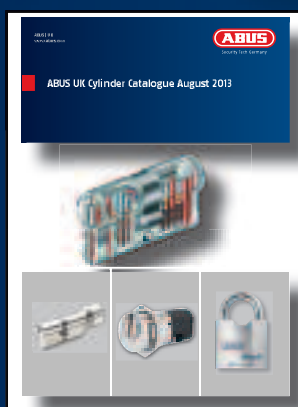
Not only has the Business School achieved international recognition for its innovative architectural design and superior sustainability credentials, but it's also been commended for its technical and building control solutions. Shortlisted in the World Architecture Festival 2012 and honoured with the Sustainability Award at The Concrete Society's Awards for Excellence in Concrete 2012, the development was also named winner of the Large Project Category at The Institution of Structural Engineers' North West Structural Awards 2012 and crowned best education development at the Local Authority Building Control Building Excellence Awards 2012.



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southend
cultural centre

PIER APPROVAL

At the end of the world's longest pleasure pier, Southend's new Cultural Centre has opened its doors to the public, offering spectacular water views through its majestic glass façade.

Designed by Scandinavian practice White Arkitekter and UK-based architect Sprunt, the centre provides both shelter and a viewing platform that complements and enhances this dynamic, windswept location. GEZE UK was commissioned by specialist contractor Drayton Windows to install a pair of EMD-F operators to enable access for all to the multi-purpose events space and café.

With a nine metre tall fully glazed façade, the entrance is south facing, protected partly from the weather by a dramatic, geometric, overhanging roof. Given the remote location and the need for easy accessibility in a high footfall area, these premium electro-mechanical drives for swing doors were chosen primarily for their durability.

Combining a maintenance-free, high performance motor featuring low-wear characteristics, with state of the art technology, the EMD-F is the most reliable choice. It's sustainable too, with a low energy function, and because of its low noise direct current motor and precision gears, it's virtually silent.

Southend-on-Sea Borough Council's project manager Mark Murphy said: "This centre is a fantastic addition to Southend's iconic Pier and the café and events space have proved highly popular with our visitors. Accessibility, sustainability and durability were obviously really important for us to ensure the centre can be enjoyed by all our visitors, young and old, for years to come."


glasgow
riverside museum

DORMA EXHIBITS VERSATILE PRODUCT RANGE

At the £74 million Riverside Museum in Glasgow – designed by Zaha Hadid – an extensive range of glass doors, floor springs and architectural ironmongery from DORMA is providing a first class experience for more than 4,000 visitors every day.

Funded by Glasgow City Council, the Heritage Lottery Fund and the Riverside Museum Appeal, the museum houses over 3,000 exhibits and showcases the city's transport, shipbuilding and engineering heritage. With the needs and expectations of the visitors a priority throughout the design process, careful consideration was given to every element specified across its 7,000m² exhibition area.

Appointed to supply and install a comprehensive range of complex exhibition systems, street scenes and displays, fit-out specialists Mivan turned to global partner for access solutions and services, DORMA. For a series of internal door specifications, the company supplied patches, profiles, rails, handles, floor springs and glass to provide safe and reliable operation every time.

The Riverside Museum – Zaha Hadid's first major public commission to open in the UK – welcomed over two million visitors in its first sixteen months of opening. Millions of visitors now enjoy a smooth, high quality experience as they navigate through 150 interactive museum displays thanks to an innovative range of glass products and architectural ironmongery from DORMA.


truro
royal cornwall hospital


AN EDUCATION IN DOORSETS

Leaderflush Shapland has supplied nearly 600 doorsets from its Urban Edge range to the combined student and staff accommodation quarters, at the Royal Cornwall Hospital in Truro, Cornwall.

As the first combined site of its kind for Plymouth University, enabling medical staff and students to mix freely, the accommodation quarters at the Royal Cornwall Hospital are designed to provide a high quality living space that is fitted out with products and materials that will be able to stand the test of time.

Specified by BAM Construction, Urban Edge supplied a total of 582 doorsets finished in a sarum grey laminate. Due to the nature of the project, safety was paramount – as a result, doorsets were specified to meet up to 30 minutes fire resistance for installation to hall entrances, corridors and bedrooms to help provide barriers in areas where there is a higher risk of fire spreading. Within the busy, high capacity living areas, doorsets were specified to meet up to 32Rw dB sound reduction.

The £8.5million Truro accommodation houses 232 bedrooms with modern facilities that have replaced the current 1960's accommodation, but will retain a 'domestic' feel in keeping with the surrounding neighbourhood.

David Roper, Project Manager from BAM Construction commented: "We worked alongside Leaderflush Shapland as it is a trusted supplier to student accommodation projects. Its renowned industry solution within this specific sector offers a highly cost-effective solution making it a perfect choice for this particular development."

■ SECURE KEY STORAGE

A GARAGE FIT FOR CAR KEYS

The new 787 BIG key garage from ABUS offers spacious capacity and secure storage for a variety of key types and styles including modern car keys. Once open, its 4 pin re-settable code can be set to any one of 10,000 different combinations.

Whether it is a large bunch of conventional keys, a ring including a modern style car key or credit card storage, the ABUS 787 BIG offers temporary key storage that can be secured discreetly but securely to an outside wall. It is perfect for employee access, holiday home tenants or carers who may require access to commercial premises, homes, garages, and yards.

The four-digit number code, is protected by a strong steel plate housing providing secure storage of keys and cards against unauthorised access. A plastic cover also protects the number mechanism against the effects of the weather, while providing a discreet cover for the purpose of the device.

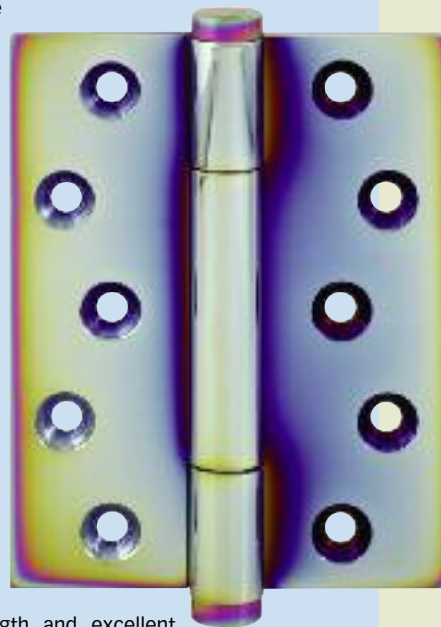


■ ANTI-CORROSION HINGES

LEADING THE FIELD

Leading hinge manufacturer SIMONSWERK is adding to its comprehensive hinge portfolio with a range of products with a new PVD corrosive resistant finish. These latest developments in hinge technology come direct from the company's own in-house R&D and manufacturing facilities.

CE marked TRITECH fire rated solid brass hinge are increasingly popular thanks to their concealed bearings, and 25 year performance guarantee. They are now available with a PVD (Physical Vapour Deposition), corrosive resistant finishes. PVD coated TRITECH hinges from SIMONSWERK can stand up to the most aggressive conditions and still maintain their original good looks. Their PVD coating is corrosion resistant, has high temperature resilience, good impact strength and excellent abrasion resistance.



■ NYLON LEVERS AND PULL HANDLES

STYLISH, HARD WEARING AND AVAILABLE FROM STOCK

HOPPE, is offering a full range of nylon levers and pull handles which are proving particularly popular with schools and colleges. Manufactured to exacting standards from polyamide nylon, giving great tensile properties, impact strength and wear resistance, as well as good antistatic behaviour and corrosion and chemical resistance, the Nylon range is available in 11 colours. The choice is further complemented by accessories including coat hooks, signage and finger and kick plates.

Especially popular is the Paris Series including solid nylon and steel cored levers, available on round rose, radius plate and rectangular plates. Perfect for use in high footfall public areas, the range meets the dimensional recommendations of BS 8300 and Approved Document M.

Award winning **TECTUS**

TECTUS fully concealed high quality, maintenance free 3D hinge for door weights up to **300kg** with fire tested, power transfer and offset versions all in a wide range of finishes.

Outstanding **TRITECH**

TRITECH solid brass, high performance CE marked, concealed bearing hinge with weight carrying capacity to **160kg** available in various finishes and designer finishes.



www.simonswerk.co.uk

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SIMONSWERK
HINGE TECHNOLOGY

■ INTERIOR DOOR RANGE

HANDLE RANGE IS 'CONSISTENTLY GOOD VALUE'

HOPPE has announced enhancements to its popular interior duranorm door range.

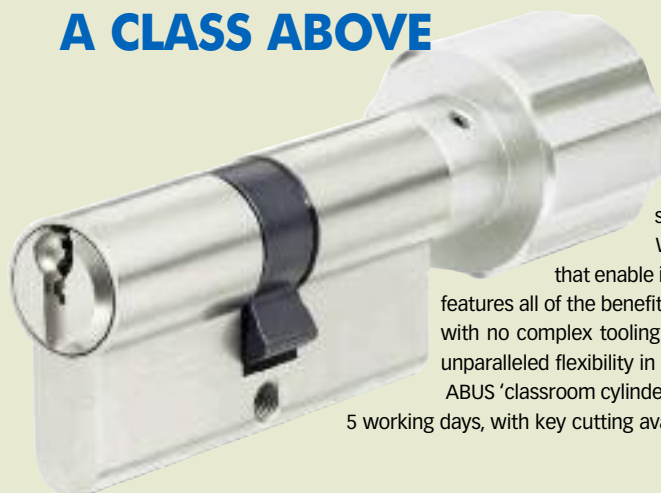
The interior door range, designed to provide a combination of style and substance, has recently undergone some product enhancements, and as a result, this specialist part of our duranorm range now offers even better value for money.

While designing-out cost to the range, HOPPE has also designed-in more appealing features with a fresh approach to the shapes and finishes. Suitable for residential applications, the duranorm range of interior handles is supplied with wood screw and bolt through fixings, a solid spindle, choice of backplate and matching escutcheons, indicators and turns. Included on a successful fire test to BS EN1634, the range has been assessed for use on FD30 and FD60 fire doors. Supported with a 5 year mechanical and operational guarantee, each one in the series is available in polished brass effect, polished chrome effect or anodised silver finishes.



■ THUMB TURN DRIVEN 'CLASSROOM CYLINDER'

A CLASS ABOVE



Developed to respond to specific niche need ensuring a secure environment for those in their charge ABUS has developed a thumb turn driven 'classroom cylinder' with an internal mechanism that works to ensure maximum accessibility for actual key holders.

The key function of the ABUS 'classroom cylinder' is that the key-holder outside can always override the thumb turn aspect making it perfect for schools or secure facilities such as hospitals and care establishments.

With the ABUS 'classroom cylinder' the thumb turn function can be set to various options that enable it to turn to lock, turn to unlock or both, clockwise or anti-clockwise. This innovative design features all of the benefits of a standard 'classroom cylinder' but with the added benefit of easy on-site orientation with no complex tooling. This means there is no need to order specifically orientated cylinders and provides an unparalleled flexibility in providing access and security solutions to schools and hospitals.

ABUS 'classroom cylinders' can be supplied as part of a master key system of up to 100 cylinders potentially within 5 working days, with key cutting available with next-day dispatch.

■ AUTOMATIC SWING DOOR DRIVE

TURNING HEADS

GEZE UK, is launching a highly versatile, concealed automatic swing door drive.

Discretely mounted inside the door frame the ECTurn Inside automatically opens and closes doors 'invisibly' making it ideal for entrance areas, offices and conference rooms.

In healthcare environments including hospitals, care homes and laboratories that demand products that offer safety in use, are suitable for users with restricted mobility, and where touchless operation is required to reduce the risk of infection spreading, the ECTurn Inside is perfect.

The drive and control unit are not visible, making it easy to fully integrate into wood or metal doors with a minimum width of 55mm without compromising the overall design and the ECTurn Inside can work with a number of control options which allow the system to be tailored to specific user requirements.

The drive can be used for automatic and manual opening in addition to automatic closing in accordance with DIN 18650. The ECTurn Inside 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".

The ECTurn is suitable for all types of mounting; it can also be retrofitted into existing buildings because it is suitable for internal doors with leaf widths up to 1100mm and up to 125kg. The control unit can be installed up to 10 metres away from the drive, offering design freedom in the room.





■ CONTINUOUS HINGES

PHOENIX RISES

For secure environments where the risk of self-harm is a major consideration, the Phoenix Interleaf Continuous hinges from Cooke Brothers are now available with reduced ligature end caps as a specified option.

Cooke Brothers has reported a growing demand for the new Interleaf Continuous Hinges, particularly where the doorset design requires an ultra-narrow unobtrusive sightline between the door and frame. The Phoenix Interleaf hinge reduces the typical gap created by a traditional heavy duty continuous hinge from 12mm down to a mere 3mm.

Ideally suited for 44mm and 54mm timber and metal doorsets, the aesthetical lines of the Interleaf hinge completely fills the void between the door and frame, reducing the risk of finger trapping considerably.

Incorporating the Phoenix high performance maintenance free polymer bearings, the new CE marked Interleaf hinges have been successfully tested to BS EN 1935: Grade 14 (160kg) and is CERTIFIRE approved for use on fire doors.

■ CONCEALED DOOR CLOSER

NEW FREE SWING DOOR CLOSER

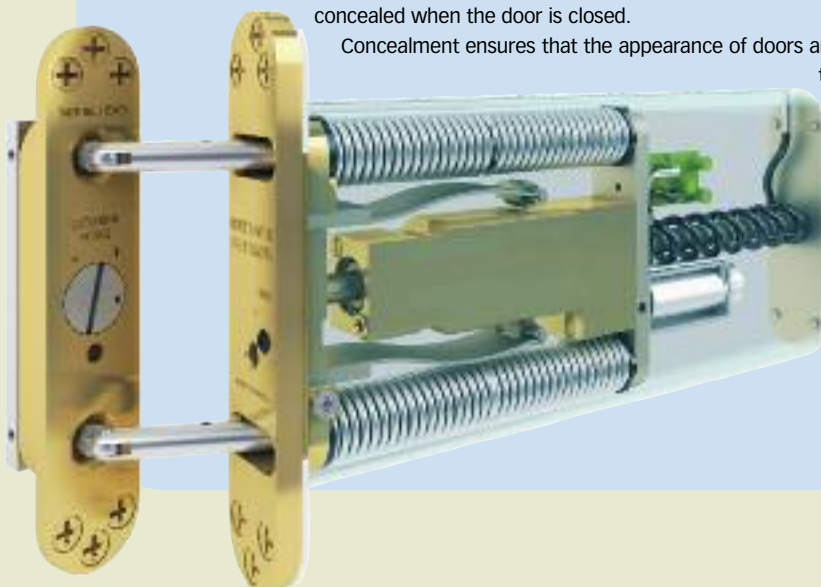
Powermatic Free Swing is the latest controlled, concealed door closer to be introduced by Samuel Heath.

Connected to the building's 24-volt fire alarm system, the new door closer can function in the same way as the company's popular Powermatic® door closer or can allow a door to be operated manually and left open as desired once the mechanism has been primed by opening the door to its maximum. When the fire alarm is activated, or there is a power failure, the inactive door closer becomes active and the door is closed automatically at a controlled rate.

The new door closer complies with two harmonised European performance standards, BS EN 1154 (controlled door closing devices) and BS EN 1155 (electrically powered free swing and hold-open devices), and is manufactured in the United Kingdom under processes and systems that comply with BS EN 9001, thereby allowing it to carry the CE mark.

In addition to meeting all relevant fire and accessibility requirements, Powermatic® Free Swing offers a number of advantages over standard, surface mounted door closers thanks to the fact that it is totally concealed when the door is closed.

Concealment ensures that the appearance of doors and interiors is not spoiled by the unsightly control arms and boxes that are a feature of ordinary door closers. It also assures a more homely, less institutionalised environment, something that is highly valued in health and care applications.



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