

Leading Light Goes Through The Roof

Every month for the last year has seen Korniche Roof Lantern sales grow but after a big marketing push, the last three months have seen sales rise by an amazing 100%

The Korniche Roof Lantern continues to make a big impact on the aluminium lantern market - winning over builders, roofers and installers around the country who are impressed by the lantern's ease and speed of fit.

The simple step by step process was carefully designed to ensure that anyone with any experience level can follow it and all in quick time. This time saving can not only save customers time and thus money but as the great British weather turns to the winter months, faster installs mean getting building projects weathertight in as short of timeframe as possible. In December to March this is more important than ever.

Chris Wann, Business Manager at Made for Trade says: "There are a lot of lanterns on the market. What sets the

Korniche apart is the quality engineered into the product from the drawing board - no other lantern product is stronger or more thermally efficient...or quicker to install."

Looking good

Wann continues: "Our patent pending end bosses allow a seamless sightline giving a clean look with optimum light. The Korniche is not based on chunky profiles with difficult fixings, everything has been geared to provide the installer an integrated kit that fits together onsite in minutes and when complete looks like a neatly finished timber lantern. This great look and the finishing details to the product means the Korniche has very high consumer appeal."

Training

Manufacturer, Made for Trade, provide full support for the Korniche and is currently rolling out training and product information days for installers, builders and trade counter customers.

Ian Bousfield, Marketing Man-

ager at Made for Trade says: "It's important that Korniche is understood and stands out as a brand. The product has huge appeal to those who are climbing ladders and scaffolds day after day to install.

"Equally the Korniche speaks to the consumer, who will appreciate the internal and external slim aesthetics and enjoy warmth, security and light in their new home extensions.

"The KwikQuote online estimating application also provides Made for Trade's customers the ability to specify and quote the Korniche roof instantly and staff are always on the end of the phone for any technical queries." 

Made for Trade offer comprehensive marketing packages for the Korniche Lantern re-sellers. From technical and consumer brochures to samples and full showroom lanterns all with supporting point of sale material.

korniche.co.uk

Bifolds And Lanterns Almost On Demand



Aluminium bifold doors can be ready in just 2 weeks from Frame Fast UK and the firm is also doing pre-assembled Skypod Roof Lanterns ready to install

Frame Fast is offering white bifold doors with warm-edge glass units as standard, in two weeks.

"Installers are ordering more and more bifold doors," says Nigel Leivers, Director at Frame Fast UK. "Whether it's for a conservatory, an extension or a commercial project, we know they need them fast. We have made from ordering to site, quick and easy. With fast quote turnaround, including an online bifold door designer, to reliable processing of orders, it only takes from two weeks to get a bifold door from Frame Fast."

Frame Fast bifolds feature slim-line frames and openings up to 7 panels. There is also an ultra-low threshold option.

Leivers adds: "We will be offering more colours on a 2-week turnaround very soon. This will give installers even more options, to complete projects really fast, for domestic and commercial projects. For made-to-order bi-

folds, we can do any RAL colour with dual option available."

Pre-assembled Skypod Roof Lanterns

Frame Fast is also helping installers to complete skylight installations fast with its ready-made Skypod roof lanterns that installers only have to fit and glaze.

The roof lantern market continues to grow in popularity because of significant developments in skylight technology in recent years. This is providing installers with more opportunities to offer flat roof extensions alongside conservatory installations.

Leivers says: "The roof lantern market continues to grow. Homeowners like the extra natural light and space that roof lanterns add to

their home. That's why we know it's important to help customers fit more roof lantern installations into their schedule. We supply Skypods ready-made for installers to collect.

"They just need to fit and glaze the Skypod before moving onto their next job." 

Skypods come in two bar and three bar designs, with standard frame colour options, including Anthracite Grey, Rosewood and Golden Oak.



Three More Boost Their Aluminium Credentials



Three more companies are boosting their aluminium offerings – Astraseal (astraseal.co.uk), Kingfisher Windows (kingfisherwindows.co.uk) and REAL Aluminium (real-aluminium.co.uk)



Astraseal's new aluminium flush casement sees the Wellingborough based firm strengthened its offering with the addition of Alitherm 500.

The Alitherm 500 offers a credible replacement for timber windows, whilst still providing a viable solution for new-build, replacement and even commercial applications. The inherent slim sightlines of aluminium combined with its flush sash and sympathetic dimensions creates a window that is well suited to period properties.

"We are very fortunate, in that we can add such bespoke products like Smart's Alitherm 500 to our range with relative ease," explains Zac Nedimovic, Astraseal's Sales and Marketing Manager. "Alitherm 500 is a high-performance flush casement which provides our trade customers with a valuable and versatile product for a wide range of uses. Whether it's in the traditional market as a timber replacement or a new-build project looking for a distinct, flush appearance, Alitherm can deliver."

Available in top hung and side hung configurations with optional dummy sashes, the Alitherm 500 can achieve a maximum sash size of 700mm wide by 1400mm in height.

Slimline and fast from Kingfisher Windows

Kingfisher Windows offers its super slimline aluminium window in 10 to 15 days. The Yorkshire trade manufacturer of windows and doors offers fast turnarounds so installers can fit more aluminium projects into their schedule.

"The new super slimline window meets all the demands from homeowners," says Deborah Beeley, Sales and Marketing Manager at Kingfisher Windows. "The narrow sightlines maximise the glass area to help bring more light into any space and make it feel bigger.

"Add to this U-values of 1.4 W/Mk with our standard low E glass unit, and a choice of any RAL colour, it has everything installers need."

Security is sorted with multipoint locking and hinge protection built in. It achieves PAS 24 accreditation and meets the standards set out by Secured by Design, police preferred specification.

REAL showroom

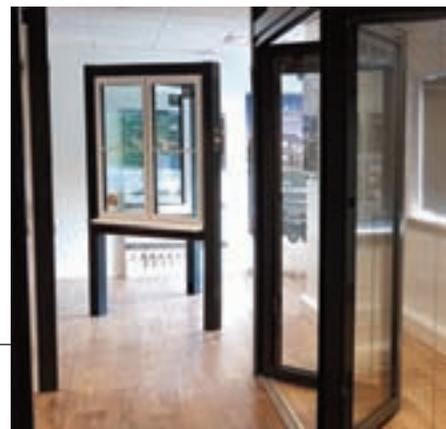
REAL Aluminium has opened a new showroom in Gloucestershire which is the first of its kind

to be totally dedicated to the entire REAL Aluminium range of products - windows, sliding patio doors, residential doors, bi-folding doors, French doors, roof lanterns and Flat Rooflights. The showroom also features the new Virtu-AL aluminium effect composite door, which will be added to the REAL range in 2018.

The new showroom is available exclusively to REAL Aluminium customers to demonstrate the REAL range of products to homeowners.

Gareth Thomas, Customade Group's sales director, explains: "This showroom is part of our commitment to customers, enabling them to see and compare full-sized products in one place and appreciate their quality. The essence of REAL Aluminium is about helping installers to grow with confidence and this showroom helps them to get to know and understand the products and ask any questions about them." 

Pictures: Top – Astraseal; Middle – Kingfisher Windows; Bottom – REAL Aluminium



Smart Homes Need Smart Installers

The term 'smart home' conjures images of talking fridges, heating and lighting controls on phones and automated robotic vacuums, writes John Cooper. In truth, the digitalisation of construction will have a much wider impact on every aspect of house-building – including window installation.

Energy efficient windows will of course be of vital importance but in the home of the future, they will be just one of many elements working harmoniously to allow the owner complete control of the building.

Energy improving components

Plenty of innovations in energy efficiency over the past 20 years have benefitted both homeowner and installer - including the warm edge spacer bar. But it's important to remember that homeowners buying new windows do not generally know how the various components within a window improve its performance. They just want to know how efficient it is and what impact that will have on the upfront investment and their ongoing energy costs. For people buying a new-build house, this view zooms out even wider. They don't want to know how efficient the windows are – only how comfortable the building as a whole



John Cooper of Swisspacer discusses what new developments may be on the horizon for the window industry and what it means for installers

is to live in and how much it will cost to heat and light.

In smart homes, this notion of different components working together will be implemented on a much more detailed level and integrated much earlier in the design process. 'Digital twins' of buildings will be created in virtual reality in special labs, where architects and specifiers will be able to see how a building and its different components work together for maximum performance. This will affect every manufacturer and

installer in construction – including windows specialists - who will need to work with a new breed of 'system integrators', ensuring that all the elements of the smart home work together.

Fenestra-vision

Symposium in Salzburg, Andreas Bittis, Product Manager at Saint-Gobain Building Glass, explained how smart solutions rely heavily on the communication between components, disciplines, and users. 'For example,' he expanded, 'an intelligent Radio-Frequency Identification (RFID) chip makes it possible to seamlessly document the lifecycle of a window – from production, user behaviour and maintenance, and all the way to disposal'.

As far as the buyer of a smart home is concerned, however, all this will be largely invisible. They will simply live in a house that is

economical to run, with comfort levels that can be adjusted using a single app on their phone.

Applications

Apps operating windows may sound like science fiction but digitalisation is happening here and now. Aluminium window systems manufacturer Schüco has already launched Schüco Digital, a key feature of which is its Virtual Construction Lab, offering architects and fabricators high-quality 2D and 3D illustrations, animations, construction process simulations, and even rapid prototyping. And buildings are already being created using digital methods throughout the process chain. The Priedemann Project RMK Headquarters in the Russian city of Yekaterinburg, for example, used 3D printed models, 3D CAD engineering and robotic welding.

Digital revolution

For installers willing to embrace the digital revolution, there could be huge rewards. The experts at the fenestra-vision Symposium agreed that smart buildings will likely be controlled via the building envelope, giving facade and window specialists a vital role in the new world order.

Smart homes will soon be the norm – and developers will be looking for specialist installers with the skills to integrate the best performing windows into the digital whole. Installers who embrace the technology and disciplines of smart home construction will be in the best position to profit from the next revolution in construction. Will you be one of them? **1**

A Clear View On Fire Door Glazing

Cath McLean of Promat UK, explains how today's fire-resistant glazing products, properly specified and installed, are helping to create doors which deliver on building design, usage and aesthetic goals without compromising safety

With the advanced passive fire protection products now available, writes Cath McLean of Promat UK, building designers, owners and door fabricators can deliver vital fire protection in doors in more ways than ever.

The range of fire-resistant glass, protective materials for the door's construction, intumescent strip options, ironmongery and more ensures fire door styling and aesthetics can be relatively unconstrained.

Fire resistant glass products may have been key to this innovation but the glazing does not operate in isolation and the bigger picture must be considered. A correctly designed, fabricated, installed, certified and maintained fire door is not just a door – it's a highly engineered safety product. And, as fire protection specialists, Promat UK regularly work closely with door manufacturers to select the right materials to construct a doorset with the desired fire rating, and test the complete doorset.

The fire door's component parts are tested as a complete system to the various levels of fire protection - typically FD30 and FD60. So, it is important that only tested materials are used in the construction of a fire doorset, and that they are the materials that were prescribed in the test. Substitution of materials may seriously affect the overall perform-

ance in the event of a fire.

Where a door has a glazed vision panel, the performance of the glass and how it integrates with the opening cut into a fire door must be considered, as this introduces a potential area of weakness. Fire glass has to be installed using the correct fittings and to the right standard because it is the whole doorset that is tested to achieve the required fire performance. The glazing panel must also meet or exceed the fire performance of the door material, framing and surrounding frame and structural components nearby.

The range of glass products available that offer 'integrity' (E) and 'integrity and insulation' (EI) ensures that doorsets and surrounding glazing can easily provide fire protection as required from 30 minutes right up to 120 minutes. Choosing the right glass for the application will depend on numerous factors, including the door's location, the preferred choice of framing materials, the design and the level of resistance sought.

Promat glass brands Pyrocet and Pyrosec are typically used to provide vision panel options from E30 to EI60 within various tested doorsets – particularly timber doorsets. But there is scope to incorporate fire doors within butt-jointed frameless glass wall constructions too.

The Systemglas solution by Pro-



mat, for example, can incorporate a Systemglas T framed glass door which will deliver EI30 or EI60 performance. For commercial applications, like office buildings and schools, this is an ideal way to ensure the aesthetic trend for glass, and the desire to maximise natural light with glazed partitions, can be married with the need for fire safety, with the door meeting the same fire protection criteria as the surrounding glazed screens.

Intumescent seals

Beyond the glazing, Promat UK also works with door manufacturers to provide intumescent seals for the head and stiles with its Promseal PL strip. These seals are activated in the event of a fire to prevent the passage of hot gases, smoke and flame. The choice of materials for the door slab's construction will also impact on the doorset's fire performance. Here, Promat UK has a solution too with Pormatec H, a non-combustible calcium silicate fire protection board. This can be used to form the core material of fire doors and provide insulation strips where required in an assembly. [f](#)

Aluminium & Glass

Alumen's recently launched sliding aluminium door-set, Cor-Vision Plus, is set to take centre stage in the company's new showroom

t.01536 737377

Alumen has had a recent expansion to its facility in Kettering to include a showroom where Cor-Vision Plus aluminium door-sets will be featured.

"The Cor-Vision Plus offers 94% glass area with only 25mm sightlines. It's a real game changer and why we have chosen it to be centrepiece of our new showroom," says Alan Robinson, Alumen's MD. "We recently moved to a new facility in Kettering, which not only offers increased fabricating space to keep up with demand but also a larger showroom facility where we will be showcasing the product range we offer, including Cortizo, Schueco and Smarts."

Cor-Vision Plus Takes Centre Stage

UK launch

Robinson continues: "The Cor-Vision Plus is the first system we are fabricating from the Spanish aluminium giants Cortizo. We're one of the first fabricators to launch to the UK market. There is little else on the market to rival this product, which has been designed to offer uninterrupted, expansive glass areas thanks to its incredibly slim sightlines. Its inlaid frame design, coupled with ultra-slim sash profiles, means that the visible profile on an installed door-set is just 25mm when closed – and when open, there's zero threshold."



"While its ultra-slim design is the headline feature, everything about it has been put together with practicality in mind. Available with maximum sash sizes up to four metres width and height, with two, three or four sash options, it can be used in apertures up to 16 metres wide by 4 metres high. This means a large and heavy door-set but not an issue for the Cor-Vision Plus – the rollers are in the frame, while the sashes have stainless steel reinforced channels. Thus, sashes up to 400kg can be manually operated, while any sash up to 700kg can be motorised." 

over 10 years working in the window & door industry

size9[©]

graphic design
print
websites
signage

www.size9.co.uk
info@size9.co.uk
07899 767 544

Pure Swings In To Senior's Range

The latest addition to Senior's patented Pure range, which is the first on the UK market to benefit from an enhanced thermal barrier manufactured from expanded polyurethane foam, also provides very good acoustic and thermal performance.

The Pure overswing window has the potential to achieve U-values as low as 0.93W/m² when calculated as a commercial CEN standard window.

The windows are also available in tilt and turn and casement style options, with Senior's door range featuring a choice of the Pure Fold and Pure Slide. Both the Pure doors and windows are fully compatible with Senior's exten-

The new Pure overswing aluminium window is fully revisable to enable cleaning to be completed from the inside of the building. Safe, secure and benefitting from the inherent strength and durability of its slim aluminium frame, the option can help to reduce maintenance costs and is ideally suited for high-rise projects where access to the exterior façade can be difficult

sive range of aluminium curtain wall solutions. **i**



GIVE INSURANCE BACKING ON ALL YOUR WORK.

CALL US TODAY ON
01292 292701
www.qanw.co.uk

QA

QA is a trading name of Warranty Services Limited, a company registered in Scotland, with the registered address of 4 Forbes Drive, Inverclyde Industrial Estate, Inverclyde, G48 9FS, and with the company number SC201797. Warranty Services Limited is authorised and regulated by the Financial Conduct Authority (Firm Reference Number 309180)

SAVE MONEY & SPREAD YOUR COSTS.

CALL US TODAY ON
01292 292095
www.certass.co.uk

CERTASS

CERTASS is a trading name of Certass Production Insurance Limited, a company registered in England & Wales, Company Reg No 4352234. Certass Limited is an authorised member of the Financial Conduct Authority, which is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

£1 million Project In Cardiff Marina

Welsh aluminium fabricator Dudley's Aluminium has secured a major contract to help and support the construction of the Bayscape in Cardiff Marina

Dudley's Aluminium has secured a contract, in excess of £1million with BECT Building Contractors, to install a Kawneer curtain walling façade in an eight storey building, at Bayscape in Cardiff Marina as well as state-of-the-art windows and doors across the 115 apartments.

Dudley's has already started work on Phase One. MD Colin Shorney said: "Bayscape is a fantastic project. "We are excited to work with BECT and be part of the construction."

In addition to Bayscape, Dudley's have secured a number of high-profile contracts in Cardiff during the last 24 months, including One Canal Parade and the new BBC Cymru Wales HQ, which began work earlier this year. 



Are you a small business or sole trader, working in the trade industry?

UKTC helps members to;

-  Promote their business
-  Protect their business and,
-  Reduce their overheads.

With full membership you will have access to a number of products, services and discounts. We are offering you £50 off full membership! Please use code "UKTC50" in the Promo Code section of our online application form (<http://uktc.com/membership.htm>) or call 0151 258 6397.

The UK Trades Confederation
Quality Assured

The UK Trades Confederation
14 Castle Street | Liverpool
Merseyside | L2 0NE
T: 0151 258 6397 | E: admin@uktc.org
VAT No: 154534415 | Reg No: 05813946

UK Trades Confederation is a trading name of Confederation Holdings Ltd. Confederation Holdings Ltd is an Approved Appointed Representative of both Annual General Council and Property Services Limited. Annual Corporate Limited and Warranty Services Limited are both authorised and regulated by the Financial Conduct Authority.
Annual Corporate Limited is registered in England No. 0214409. Registered Office: 14 Castle Street, Liverpool L2 0NE, and is part of the United Holdings Group. Warranty Services Limited is registered in Scotland No. SC202797. Registered Office: 6 Forbes Street, Glasgow, G4 0BS, and is part of the United Holdings Group.