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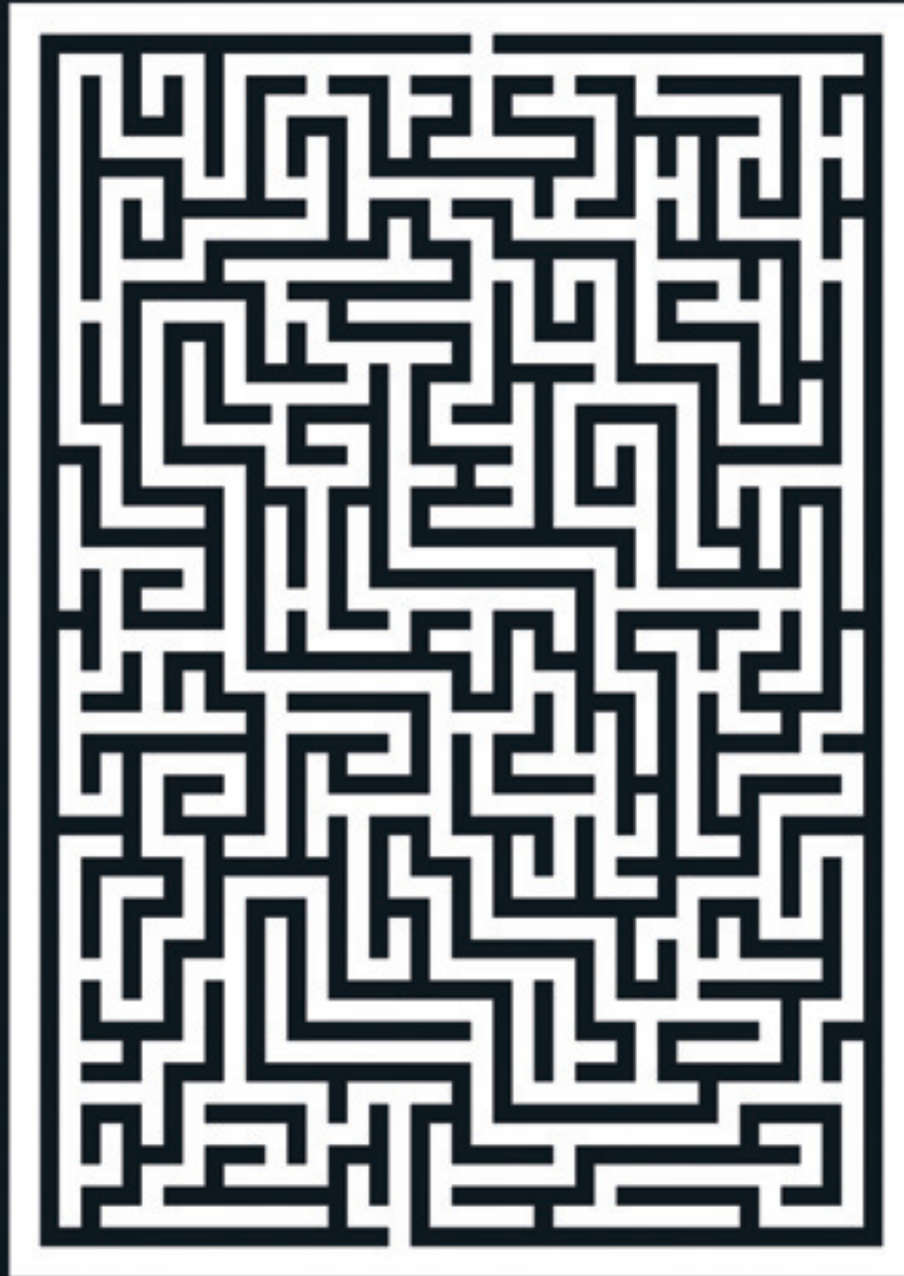
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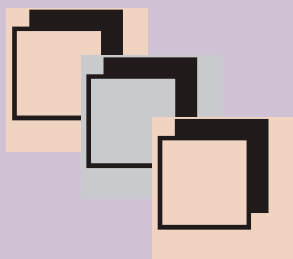
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# THE FABRICATOR

## Comment

So the general election happened, the sleazebags are gone, we have, apparently, an honest prime minister. Things can only get better.

Unfortunately we are talking about politicians, not, for my money, the brightest race on earth.

The honest prime minister felt it best to treat the electorate like intelligent adults. Not really a good idea at the best of times. Many of us knew how bad things are. But to most people the state of the country's finances are just unimaginably large numbers tied up in jargon – borrowing as a proportion of GDP, national debt also as a proportion of GDP, GDP. None of which means much to people in the real world. People trying to pay the mortgage and feed the kids. As long as they can do that, and some people are struggling, the country being a couple of squillion quid in the red means nothing. But our prime minister felt we should understand, take responsibility for, the last government's incompetence. (Oh yes they were!)

And that's where it all started to go wrong.

People, believing that we have no money, stopped spending it. The growth that the PM is looking for is likely to come, in the first instance, from consumer spending. Ideally growth will come from productivity but that means people working which, it seems, almost no one actually wants to do. We can't even bring in people from the EU, as we did before Brexit, to do the work while we spend the money. As someone once remarked: "Migrants aren't stealing our jobs, they are doing our jobs."

So, we have an honest prime minister.

But there is another problem. The Labour party has never been good at public relations. They seem to think that their message is so logical, so pure, that all they need to do is tell people and everyone will flock to them. They won't. Blair got it, Corbyn never did. I don't think the present incumbents do either. The Tories, along with Tony Blair, live by PR.

Which is why Sir Keir's new glasses have caused such a stir.

Now maybe I should declare an interest here. I have been a journalist for a long time. Over the years I have been wined, dined and lunched, I have been flown, often club class but only once first class, to events across the world. On the other hand nobody has ever bought me a suit, more's the pity. So it doesn't bother me much if someone bought Sir Keir a pair of glasses for £700. (Must have gone to my optician.) Or his wife a new frock. This is minor league stuff compared to what the Conservatives were up to but they should have thought it through and been prepared for the attack. The Tory PR machine will have been on the case from the day before the election. It is already (through Jeremy Hunt) feeding us the line that the Conservatives left Labour a cash surplus not a £2bn 'black hole'. Meanwhile Labour ministers have been appearing on the daily news round apparently without a brief. The story that Keir Starmer's chief of staff, Sue Grey, earns more than he does may have been an inside job but it wasn't handled well, even though it is a non-story if ever I read one. So-much-so that the BBC journalist who broke the story – political editor Chris Mason – followed up the next day with what I read as an apology on why it is an important story. It isn't, and the government's PR department should have been all over it.

So here's how I think the new government should get to grips with things: employ a few special advisors and put them between you and the media. Don't talk to anyone without them and, especially, don't talk to anyone without them!

And above all prime minister, for heaven's sake, stop telling us the truth.

*John Roper*

The Fabricator 2024



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# Visionary leader

**M**artin McVicar, Combilift's co-founder and CEO, received the Industry Leader Award at the UK Engineering and Manufacturing Awards 2024. The award is sponsored by Menzies. This accolade honours McVicar's 'visionary leadership and unwavering commitment to innovation which have played a pivotal role in transforming Combilift from a small Irish manufacturer into a global leader in the material handling sector'.

Since co-founding the company, McVicar has overseen its rapid growth, transforming it into one of Ireland's top exporters, with a projected turnover of €500m this year. His approach to leadership combines technical expertise with a hands-on, inclusive management style. Known for his engineering skills, McVicar has a background as Chief engineer at Moffett.

Combilift has achieved dual recognition at this year's awards also winning the Design Team of the Year award. This was presented to Combilift's heavy equipment team for its work on the 12-Wheel Combi-LC Blade. This has been engineered to handle offshore



**Martin McVicar**

wind turbine blades, which can reach up to 115 metres in length and weigh as much as 70 tonnes. The design significantly enhances the ability to transport these large, non-uniform loads safely and efficiently from manufacturing sites to storage and deployment locations. □

# Third year

**R**eynaers Aluminium UK has been confirmed as the headline sponsor for the Façade Design and Engineering Awards for the third year in a row.

Following directly after the Zak World of Facades London conference, which will host up to 1,000 façade specialists from across the world, the Façade, Design and Engineering Awards will take place on 6th November 2024 at Old Billingsgate, London.

These awards, organised by the Society of Façade Engineering (SFE) and the Chartered Institution of Building Services Engineering (CIBSE), recognise excellence in façade engineering.

Reynaers plays a significant role in this industry sector as a leading global manufacturer and supplier of innovative aluminium façade systems. The company's portfolio includes structural glazed facades, unitised systems, and advanced façade solutions designed for high performance and sustainability-led projects.

John McComb, technical director at



**John McComb**

Reynaers Aluminium UK, says: "As a company that strives to support architects and construction professionals in achieving the most innovative and sustainable designs, we are delighted to once again take on the role of headline sponsor for such an important awards initiative in the sector.

"As well as design excellence, this year's awards will again reward sustainability in façade, engineering, which Reynaers continues to work hard to support through constantly enhancing the capabilities of its curtain walling system and by seeking lower carbon aluminium solutions." □

# Welcoming Richards

**W**indow Ware has appointed Sam Richards as head of customer operations. Previously Richards has held positions at companies such as Glazerite, UK Door and Window Group, Evolution, Aluco, and Everest.

In his new role Richards will be responsible for leading Window Ware's service to customers by managing the sales office and purchasing teams. His focus will be on fostering stronger collaboration within the customer operations team, increasing customer engagement and satisfaction, and elevating service standards.

Sam Nuckey, managing director of Window Ware, says: "I am thrilled to welcome Sam to the Window Ware senior leadership team. His extensive industry knowledge and passion for customer centric thinking and service make him an ideal fit for us. With our continued growth and recent changes at Window Ware, we know we have to create more senior level relationships with our customers and brand partners to ensure that we can continue to support and serve their businesses in the right way."



**Sam Richards**

Sam Richards says: "I am incredibly excited to join Window Ware and contribute to the company's continued success. I am eager to build on the strong foundation already in place and further the incredible work of our sales office and purchasing teams whilst fostering strong relationships with our customers." □



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# It's not what you know

**Alex Tremlett, commercial director at Insight Data, highlights the importance of using reliable marketing data in today's competitive landscape**

One of the principal reasons that companies choose to work with marketing agencies is for access to 'contacts'. As we know, the lifeblood of any business is reaching potential customers, and very often it is a case of 'who you know', as opposed to 'what you know', in terms of securing new leads.

The job of a marketing agency is to know potential customers, and who best to target its client's products or services at. The question is, does the marketing agency you employ explore every nook and cranny of your industry in a bid to find new leads? And if you employ a marketing agency, does it have access to the very latest, up-to-the-minute information?

If the answer to either questions is 'No', then it is well worth considering an investment in marketing data, which serves as the foundation for informed decision-making and effective campaigns. By capturing accurate, up-to-date information about potential customers, businesses can tailor their messaging, optimise their outreach and ultimately achieve higher conversion rates. This is where the expertise of companies like Insight Data becomes invaluable.

“Such a role is not a job for an amateur”

When it comes to marketing data, precision is everything. In times past, marketers, both in-house and agency, often employed a scattergun policy towards the generation of leads – a bit of advertising here, a mailshot or two there, and a lot of hope that some of this would stick. Sometimes it worked, sometimes it didn't – either way, it is fair to say that there was very little science behind the whole operation.

Today is a different story. The sheer volume of information out there, along with the need to keep abreast of rapid changes, for example, firms setting up, others going bust, staff leaving, new starters and so on, equates to a full-time job for someone overseeing such data management. And even then, such a role is not a job for an amateur. Deep knowledge of data management systems is required, plus the tenacity to chase leads.

Maintaining data quality is crucial for effective marketing campaigns. Access to relevant and reliable data will significantly improve the effectiveness of your marketing efforts, and reduce wasted resources on invalid or outdated information, allowing you to focus more on strategy development, creative executing and campaign optimisation.

At Insight Data we provide access to meticulously curated data enabling clients to target their potential customers with a high degree of accuracy. This allows for highly focused campaigns that resonate with the intended



Alex Tremlett

audience, resulting in improved engagement and ROI.

Helping with all of the above, our CRM, Salestracker, is a sales prospecting tool designed specifically for the construction and fenestration industries. It combines real time data updates, advanced search and filtering capabilities, performance tracking and reporting features, and integration with marketing tools.

Buying marketing data provides a strategic advantage that can transform the effectiveness of marketing campaigns and drive substantial results for clients. In an increasingly competitive landscape, the insights and capabilities provided by quality marketing data can be the difference between a good campaign and an exceptional one. □





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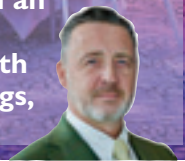


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# Design and deliver

With the publication of the Grenfell Tower Inquiry Phase two report, we have witnessed an industry checkpoint, with the events of 14th June 2017 and subsequent findings rightly having a massive impact on not only how we design and deliver facades now, but also with the important governance and legislation changes that will follow to deliver safe buildings, writes Nigel Headford



Our thoughts are with the family and friends of all those caught up in this disaster that tragically took 72 lives. A lot of discussions are also taking place around the Building Safety Act 2022, which itself means more accountability and regulation. We all agree that changes are required, and I promise you that CAB will endeavour to be at the spearhead of these changes, ensuring that our members are informed and more importantly can interact via the technical committee. As a member, if you are not already a regular attendee of the technical committee meetings, please contact Justin Furness, CAB's senior consultant, for details on how you can attend and be a part of our commitment to give you a voice during legislative changes.

CAB is seeing firsthand the impact this is having on main contractors. We are now actively working with Bouygues to train its managers and supervisors via our CSCS curtain walling course to ensure they can challenge any proposed change of specification, detailing and working practices on its projects.

This all ties into the theme for the autumn forum at Cardiff's Principality Stadium on 3rd October: *The Design & Delivery of Contemporary Facades*. First off Rio Architects on the evolution of Cardiff through the years. Starting with its heyday in 1905, with bustling docks servicing the world with coal, to its decline in the 60's and now its resurgence, with a new business district in the centre of the city creating a demand for more high-rise contemporary glass and aluminium facades. This was followed by a presentation on Detail design and the impact of the Building Safety Act on project delivery and the role of the façade consultant by Total Façade Solutions.

Following the presentations a panel discussion explores the challenges of delivering a complex façade and how our members can add more value during the specification, design and implementation stages. Members of the panel include a housing delivery specialist looking at things from the client's side, Bouygues' quality manager for a main contractor's perspective, Steve Bramhill from UL regarding testing and also Rio Architects.

I believe the members conference sets a new standard for CAB and one I wish to pursue further in 2025 helping our members gain more traction in the windows and facade industry across the UK & Ireland.

This month we offer an update on on where we are on aluminium's recyclability. What is key is the ability for aluminium now to be recycled within aluminium grades meaning that a architectural extrusion grade aluminium can be recycled back into new extrusions without loss of quality, as discussed at our last members' conference.

There are currently eight series of grades used to identify the different types of aluminium alloy available. An alloy is created by mixing other types of materials into the pure aluminium to offer desirable features such as greater strength or a higher melting temperature. Grades are identified using four-digit numbers with the first number denoting the series or grade which also indicates the primary alloying elements. This grading system is known as the *International Alloy Designation System*. Extrusion grade aluminium used in fenestration is normally a 6061 or 6063 grade of alloy both of which use magnesium and silicon as the alloying elements to create magnesium silicide. Quickly identifying the alloy enables a closed loop recycling opportunity where there is no loss of quality through cross contamination with other alloys. This has been something that CAB has been pioneering for some time with its own closed loop recycling scheme where members report their recycling amounts within the scheme.

At no cost to specifiers and main contractors adopting the CAB closed loop recycling scheme for all projects where aluminium is being removed from an existing building is a choice that helps reduce our carbon footprint.

I believe it is important to recognise that an association belongs to its members and the more influence that members can bring into the association, the further it will grow. The CAB board of directors is committed to grow the association and continue to increase value for membership. □

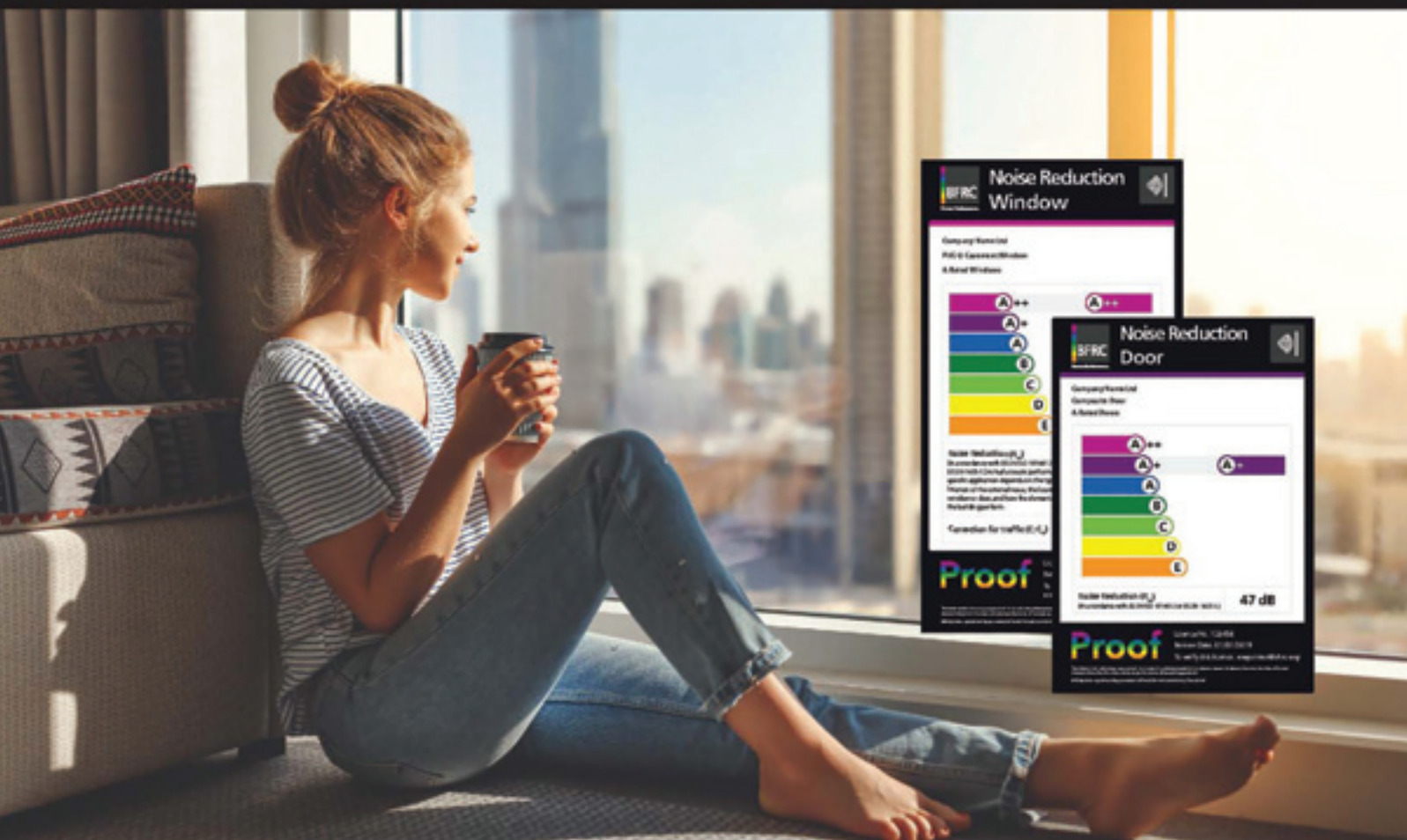
It is my pleasure to welcome our new members Mormet Aluminium Ltd, Midori Aluminium Ltd, Furh, ProGlide Aluminium Ltd, Alubend, Glazpart and Total Façade Solutions into membership of the association. We look forward meeting up with members of their respective companies at our Future events.



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# The simplest solution

**Making significant capital investments in a challenging and unpredictable economic environment can fill, even for the most hardened of business owners, with fear and trepidation. In an industry of stagnant sales, the ever present risk of participating in the race to the bottom, and the growing stress on profit margins, means you are forever chasing the tail of the price-quality cycle.**

**This is why Jade Consulting – the problem solving department of Jade Engineering – is proving to be a go-to resource for fabricators. *The Fabricator's* special correspondent Ed Humphreys talked to Jade co-owners Adam Jones and Sean Mackey**

The company occupies a position between the systems houses and the fabricators. This gives it probably the most thorough knowledge and understanding of the fabrication landscape in the UK. It can often come up with solutions which are so simple and low cost that you wonder why it was never thought of before.

And therein lies the conundrum for many fabricators – how can you ask for something that you do not know even exists? There is a comfort in the familiarity of every day, which means that sometimes you do not see the wood for the trees. Maintaining existing systems when large scale investment is not practical can narrow your vision and keep you focused on spinning plates rather than analysing those day-to-day operations.

It was this mindset that led Jade to bringing out the simplest and lowest cost of time savers – one that is already seeing a growing list of fabricators adding their names to the waitlist for delivery – the Jade JBC2 reverse butt welder cleaner.

This small piece of kit has a small footprint, which means it can sit in even the most restricted of factory spaces. It mechanises what has always been a manual technique carried out by a skilled operative with a moon knife. Consequently, this £7,000 piece of kit can significantly improve the speed, efficiency and quality consistency, eradicating the potential for damaged frames and consequent remakes.

“Sometimes the simplest of solutions is hiding in plain sight,” said Adam Jones, co-owner of Jade alongside his co-founder Sean Mackey. “Creating efficiencies and improving quality – changes that often seem to be expensive and time consuming – can often be achieved by taking a step back and gaining a new perspective. This is exactly the path we followed when we came up with the



Sean Mackey (L) and Adam Jones (R)



design for the JBC2.

“This type of weld has always been carried out by hand, despite the popularity of this type of window. A number of our customers asked if we could do anything that could improve the process from the point of view of efficiency and quality, so we put the problem into the melting pot that drives Jade Consult. And whilst this division increasingly designs and fulfils full production lines, we love a challenge.”

Jones and Mackey both believe that the industry has evolved to such a degree that radical overhauls of production lines are increasingly unnecessary, particularly in view of increasing demands on profit margins. While investment for scalability remains important, often the simplest of tweaks in processes can yield the biggest of gains. Jade Consulting is shaping up to be a key resource for fabricators who want to explore more creative and intelligent ways to improve manufacturing efficiencies, over and above the more high profile five and six figures investments in new machinery. The JBC2 is a prime illustration of this – small, affordable, and sits within an existing factory with minimal disruption to existing operations. □

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# Cleaning, made quick

**P**V-C-U and aluminium fabricator Hart & Co has recently upgraded its production line with the purchase of a Kombimatec EV470 CNC corner and transom cleaner and a new DGS450/500 electronic double mitre saw.

Hart & Co specialises in fire windows and automatic opening vents (AOVs) for high rise buildings for new-build window installers.

The EV470 has been programmed to clean the Rehau Total 70 PVC window and door system. It is powered by a Mitsubishi servo control system and comes with a new large colour touch screen interface. Built in usb and ethernet ports enable simple backup and download of cleaning programs. A profile identification system comprising of two measuring devices and three photo electric laser sensors is designed to make the machine run smoothly.

Director Chris Hart says: “Kombimatec is competitively priced and offers good turnaround times. From past experience we know the machines are built to a very high standard.” □

[kombimatec.com](http://kombimatec.com)



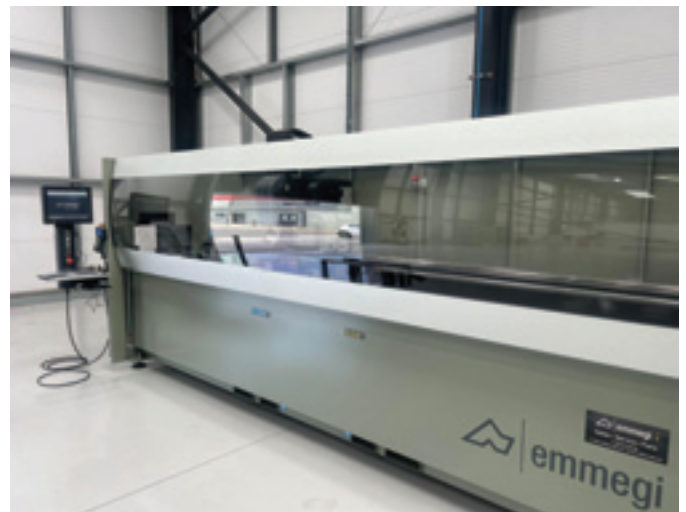
# Ready for business

**E**mmegi (UK) has equipped Framexpress in Telford with a full package of machinery for its new aluminium factory.

The fabricator has manufactured PVC-U products for more than 26 years, but has now opened its first venture in aluminium responding to demand from existing trade customers.

The new facility is a 12,000sq ft purpose designed unit situated alongside an existing Framexpress composite door facility. The Emmegi (UK) team visited during the planning stage and recommended a full aluminium machinery start up package. This includes a Classic Magic saw, Phantomatic X4 CNC, Solution crimper, bead saw and Lilliput end miller, as well as Acca XL work benches, Spin 4 gasket trolley, Stack and Taglio cut piece trollies and WT450 finished frame racks. They also provided advice on layout, operation and training.

Ian Latimer, Emmegi (UK)’s managing director, says: “This is our classic package, ideal for companies like Framexpress who want to guarantee optimum efficiency as well as precision quality. With a crimper, bead saw and end miller included alongside the saw and CNC, Framexpress has everything it needs to start



manufacturing aluminium products.”

Jonny Green, principal product manager at Framexpress says: “Emmegi machines were recommended to us on the basis of quality and durability and that they can do everything we need right now and grow with us as we expand in the future.” □

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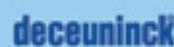
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# Did we mention...?

In the current skills shortage, the fenestration industry should leverage its environmental credentials to attract new entrants, writes Ian Ward, sales and purchasing director at PVC-U window recycling specialist CNC Recycling. CNC is collaborating with Building Our Skills in its Making Fenestration, Glass and Glazing a Career of Choice campaign. Ward writes that his company has already begun to make inroads into this area

There are many potential new employees for the fenestration industry who want their career choice to do something positive for the environment. In particular, this applies to the younger generation. We took an active role in the Building Our Skills' industry-bespoke careers festivals earlier in the year, and were blown away by the level of interest we received from youngsters telling us exactly this. They simply didn't know that landfill has been replaced by recycling, and that the main players in the PVC-U window industry take minimising its environmental impact so seriously. With approximately 84% of all new windows fitted in the UK being PVC-U they could see that this is very important. By the end of their visits, youngsters and teachers alike had gained a clearer insight into this aspect of the industry, and went away with a far more positive view of it from an environmental perspective.

I'm not saying that new recruits would necessarily want to work in the recycling sector, simply that they are far more likely to pick the fenestration industry for employment if they do not have negative or incorrect preconceptions about its environmental credentials. We will be continuing this work at next year's BOS careers festivals too and I hope that industry employers get on board with promoting fenestration as a good move for anyone wanting a career in an industry doing its best for the environment.

Speaking to our colleague Mark Handley who is partnerships manager of Building Our Skills he agrees:

"When youngsters are asked to list the issue that they are most motivated by, they usually talk about the environment. For example, the schools' initiative called the Pupils' Parliament, bears this out. So, we are completely in agreement with CNC Recycling when it comes to making this topic a tool for attracting

newcomers into the fenestration industry. Let's really make some noise about this aspect of it. The work that CNC Recycling and others do provides a very helpful backdrop to this whole topic."

CNC Recycling is a Middlesborough-based organisation, which operates on a nationwide basis. We collect thousands of tonnes of old PVC-U windows and doors from installers and fabricators across the UK every year. This enables recycled materials to be fed back into the supply chain as a valuable secondary raw material to produce new windows and doors. The company collects over one million windows each year, and over the last 18 months we have collected from 1,289 window companies nationally. It has been proved that PVC-U, due to its thermoplastic nature, can be recycled nine times without any significant loss of performance (Source: EPPA\*).

Over the past 12 months CNC Recycling has invested approximately £2m in state-of-the-art equipment in order to further improve the process efficiency of its closed-loop system. Closed loop refers to the no-wastage aspect of the process, which enables all parts of old PVC-U windows and doors, including metal and rubber parts, to be re-used. The new sorting and separating equipment recovers clean white and 'jazz' (coloured) post-industrial and post-consumer PVC-U. This recovered PVC-U is now ready for further processing within the fenestration industry and reintroduced into the core of new profile. □

*\*EPPA is the European trade association for PVC-U window system suppliers with its seat in Brussels. It represents the PVC-U Profile industry across Europe.*

[www.buildingourskills.co.uk](http://www.buildingourskills.co.uk)



# Take our word for it

**'It does exactly what it says on the tin.' You can't get a blunter claim than the phrase originally coined by the famous Ronseal advertising campaign. And in many circumstances, this candour is precisely what a customer needs to make a buying decision. They have a problem. This solves it. End of.**

**But not all slogans are equal, writes Apeer's Asa McGillian and it is important to read the small print to find out whether what you are buying actually meets your expectations**

You may have read in the press recently about our concerns regarding the false claims of thermal performance made by a number of different door brands. These claims stated that some door products had a certain level of thermal performance. But we had our doubts. The construction of the door products could in no way fulfil those claims. It was impossible for a hollow monocoque



residential door to meet the same stringent standards on equal footing as our own Apeer 70mm range – yet these were the comparisons allegedly being made.

To prove that our concerns were not just driven by market rivalry but by genuine concern for the reputation of the market as a whole, we invested in the independent testing of a number of different door slab samples, sending them to the TUV Institute Rheinland. There, an impartial team undertook full thermal resistance testing to an approved ISO standard and methodology.

The results that we received back confirmed our suspicions – that there are a number of false claims being made by seemingly reputable door manufacturers that their products met the Irish and British building regulations of a minimum 1.4 W/m<sup>2</sup>K for replacement doors and 1.0 W/m<sup>2</sup>K for new build doors.

The question is, why would a company want to deliberately lead their customers down a false path? What do they gain by it?

## Follow the money

I believe that it comes down to a lack of forward planning and the desire to cash in on a consumer market where there is increasing pressure on homeowners to comply with net zero demands. With governments determined to stick to the pathway towards net zero by 2050, it falls on those of us working within the construction and home improvement sectors to produce solutions that are focused on this goal. If your current products are not up to standard, catching up with building regulation compliance will require significant investment.



Asa McGillian

## Building distrust

If we don't fix this chain of misinformation, there is going to be increasing distrust across the sector. The installers that have unwittingly fitted a non-compliant product in a customer's home. The homeowner who believes their property has been future proofed against statutory requirements. Once they realise that they have been mis-sold, both the homeowner and the installer will turn back to the manufacturer, who, by its very actions, will have tarnished the industry as a whole.

Apeer takes third party accreditation extremely seriously. Having already invested significantly in testing and standards across our range and not just the top performing products, we are committed to ensuring this damaging trail of misinformation is highlighted across the supply chain. □

[www.appeer.co.uk](http://www.appeer.co.uk)

# Doors, only doors

**We manufacture doors – only doors. For the front of a house, for the back of a house or for an extension, said Haydon Statham, the sales director for Universal Composite Doors when he spoke to *The Fabricator* special correspondent Ed Humpreys**

Universal Composite Doors – or UCD for short – has become a major player in the replacement composite door market with customers in both the new build sector and the refurbishment market. The company has a reputation for delivering quality products that are fully certified for security and thermal efficiency.

UCD has a consumer facing website and a state-of-the-art online door designer. As a result it attracts a lot of leads which are then passed on to companies local to where the enquiry has been made.

## UCD collection

When it comes to front doors (and most of what UCD manufacturers will go on the front of a property), the company breaks its portfolio down into traditional doors, contemporary doors, twin doors – and doors with a hinged side panel.

It also now offers stable doors. Its main target here is homeowners who want a new back door or want to suite their new front door with a back door.

“And it is not unreasonable to expect to find buyers who want a stable door on the front of their homes,” says Statham. There are still villages in the UK where homes have traditionally had a stable door to the front and of course, if a customer has a beautiful front garden and loves a bit of fresh air, a stable door could work for them.

“I do of course feel the biggest market will be for back doors – or doors onto a side extension, annex or utility room. We know there is a lot of demand to ‘let the outside in’ which has driven the sale of garden doors and bi-folds. Stable doors are great for customers who haven’t got that expanse at the back of their homes (or planners don’t like the suggestion of such a modification) yet still want light and fresh air to come into a kitchen for example.”

UCD offers both inward and outward opening stable doors. There are two basic styles – Farmhouse (traditional) and Flush Fit (contemporary).

“Like all UCD doors all stable doors are available on a ten-day lead time,” says Statham.

## Build

UCD offers two versions of the stable door. Foam based doors feature a high-density polyurethane core and ultra thick GRP skins. Timber core doors feature a three-layered inner core of cross-laminated engineered hardwood. Both variants offer U-values that meet current and are likely to meet future building regulations. Both variants also offer excellent acoustic properties.

The door finish is sprayed not foiled. This provides almost endless choice and a more desirable and durable finish.

## Security

Statham says: “Our reputation is built on the security

offered by our doors. However there isn’t a PAS standard available for stable doors. Nonetheless we have gone to huge lengths to make sure the stable doors perform well from a security point of view and our entire range is covered by Secured by Design.”

A new interlocking mechanism means the top and bottom leaves of the door are connected internally. Statham says: “This makes our doors neater to look at as there is no need for an external bolt to hold the two leaves together.”

## Yale

UCD is fitting the composite Lockmaster 21 stable door lock from Yale a combination of Yale’s Lockmaster 21 and Lockmaster KeyTurn multipoint door locks. Its security credentials are aided by the signature Lockmaster hook and anti-lift pin on both the top and bottom leaf and it features an easy-to-use push-in snib mechanism to prevent accidental lock-outs.

Dean Human, the technical manager at UCD says: “It is a great lock. Its built-in shootbolts provide powerful reinforcement, making the doors much harder to force open, while its radius allows it to engage seamlessly with the door frame, maximising security. It’s the best stable door lock we have ever seen.”

Statham says: “We only make residential composite doors and we partner with top brands like Yale. We claim to be ‘the best’ at what we do and that includes our stable door and all of our customer service offering.” □





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**The party, it seems, is over. Companies, which were encouraging home working during lockdown, are continuing to order staff back to work. The latest, Amazon, has seen CEO Andy Jassy send a memo ordering people back at their desks, five days a week, from January. Andrew Syms, business development manager at Hoppe (UK) says it's time to check your building and make sure damaged hardware – especially on fire doors – doesn't present a risk to staff**

**I**n an emergency, it is essential that everyone can open doors with ease so that they can leave safely. Door hardware plays a huge part in achieving this.

For an office refurbishment, you are likely to need emergency exit hardware, the type that is used when building users are familiar with exit routes and the building is not accessible to the general public.

device – such as an electromagnetic hold open device or a free swing device – must be used. It should never be manually propped open, as this will prevent the door from closing in the event of a fire. [It may be worth noting that one of the problems with Grenfell tower was that a contractor had disconnected some door closers to give ease of access.]

### Improvement timescales

If you're short on time, think about changes that can quickly make a big impact.

Damaged door handles are one of the most common problems when it comes to architectural ironmongery. Repairing them can be a costly and time-consuming process.

The Hoppe Quick-FitPlus lever on rose handles comes with extra-large square or round roses at 53mm and 55mm, making them ideal for renovation work as they may completely cover any signs of the old fittings. They take around eight seconds to install and don't require a carpenter, if the door has been drilled out to accept a standard lock and handle, as it is fitted using an allen key or screwdriver.

What's more, Quick-FitPlus roses are much thinner than standard roses, at only 2mm compared with between 6-8mm, providing a sleek, discreet handle to complement the wider office design.

In the battle to retain employees, taking the time to focus on the finer details including fixtures and fittings can make all the difference.

[www.hoppe.co.uk](http://www.hoppe.co.uk)



Devices for emergency exits could be a simple push pad-type device or a lever handle that operates a mortice escape lock or nightlatch.

Any new fire door hardware must be equal to or better than the fire/mechanical performance of the door. To tell if a product is 'like for like', look at the tested elements and the certification for the products. Check what type of door the ironmongery is tested for use on. A product that has been fire tested for use on a FD30 is not suitable for use on a FD60 for example. Most importantly, any replacement product supplied needs to be in line with the doors fire certification.

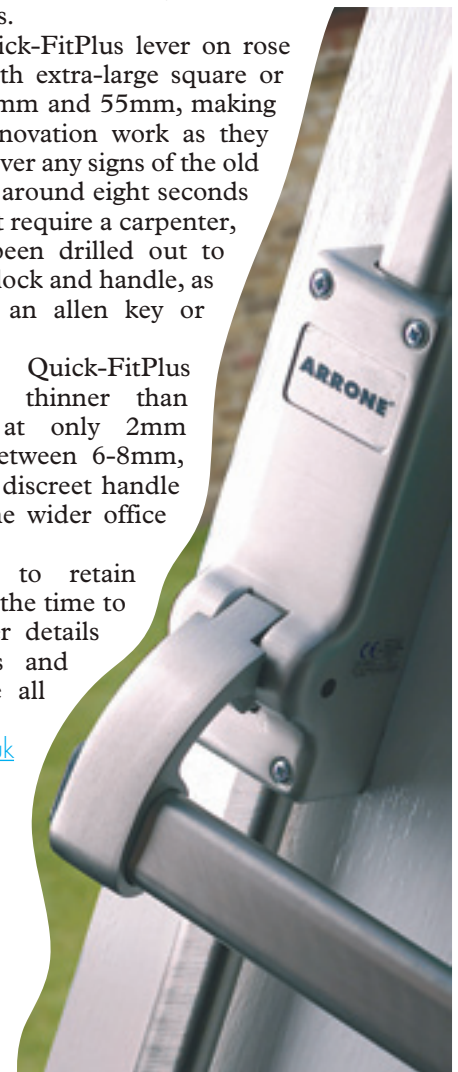
Remedial work should not include removal of intumescent materials from the door, unless damaged. Any replacement of hardware intumescent kits should be the exact same material, size and thickness and in line with the door's fire certification.

### Accessibility requirements

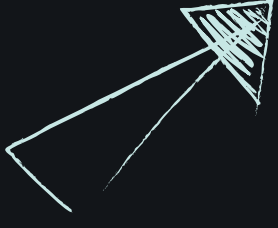
Fire doors can be difficult for people to use, especially if they are not paired with the right door closer. As a piece of hardware that plays such a key role in balancing safety and accessibility, it is crucial that the right closer is specified, properly installed and maintained. They need to be powerful enough to ensure they close firmly in the latch but are still easy for everyone to open.

The Hoppe Cam-Action closer is a high efficiency door closer which offers lower resistance in opening forces, making it easier for those less physically able to open the door while still maintaining the correct closing power to ensure the door closes correctly in the event of a fire.

If the door must be held open, a compliant hold open







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# Here's how it looks

**G**lazpart is to launch a Glazpartners' annual brochure, just a year since the company launched its scheme. The brochure will feature all the companies that have joined the scheme along with articles outlining the programme's success and the plans for 2025.

Glazpart says that this year it has welcomed ten companies to the Glazpartners' programme. The latest to join are A&B Glass, Fenster Karsal and media company Fenestra Build.

Shaun Croft, sales manager of A&B Glass says: "We are pleased to be Glazpartners. Having strong relationships with Glazpart and other suppliers has been key to our success."

Karsal's (Fenster) long-standing business relationship with Glazpart has helped it achieve product excellence according to production manager Matt Searl: "Becoming Glazpartners was an easy choice. For some time, we've used the Glazpart slimline vent range but are moving to the Link-Ve ntopion. With the Link-Ve ntrange Glazpart has developed a well-designed product that's not just versatile but has thousands of options for colours and finishes to meet consumers' needs."

Dean Bradley, Glazpart sales director says: "In addition to the promotional benefits we offer Glazpartners, our collaboration with our customers and particularly Glazpartners is now more important than ever as we work



**Dean Bradley**

in challenging markets where availability and new products are critical for growth." □

[www.glazpart.co.uk](http://www.glazpart.co.uk)

**DoorCo, has published a 48-page customer guide designed to give its customers a comprehensive insight into what they can expect from working with DoorCo, the team that supports them and the products they can procure.**

**Head of technology and marketing, Ben Aspinall, says: "The recent launch of BRiTDOR has elevated DoorCo to be the only composite door supplier that can deliver the four types of door – foam-filled, hybrid, solid-timber and fire – from its own product portfolio, along with a glazing cassette system and a bespoke glass and colour collection. From our humble roots, we have become a far more complex beast. Transparency is at the heart of what we do, so to help our customers to understand how we work, what we offer and who will be supporting them, we have put together a comprehensive customer guide.**

**"The guide, which is available in digital format so it always remains current, can be accessed via the web to print portal. It outlines our offering as a one stop composite door supplier. It features key information such as our service proposition, our values, photos and names of the team, each one of our doors along with the key designs and styles they can achieve, and details of our other components like FLiP, PAiNT and GLAZING. We have also detailed our supply chain, and our specialist technology and marketing support services. □**



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# An in-depth insight

Keystone Market Research has published, what it claims, is the first comprehensive UK PVC-U fenestration market report since 2017. According to Keystone the study marks a significant milestone for the industry, filling the gap left by the cessation of annual market reports from Palmer Market Research and D&G Consulting.

Charlotte Hawkes, the director of Keystone Market Research says: “The report covers the full spectrum of the UK fenestration market, it offers in-depth analysis of market trends by material, end-market, and product styles. For the first time, the study accurately quantifies the volume changes in the PVC market during the pandemic years and provides a complete overview of the impact on the industry. Drawing from extensive collaboration with companies across the sector and cross-referenced, reliable third-party data sources, the report also includes market forecasts up to 2026, allowing businesses to develop well-informed strategies for the future.

“The report highlights key trends shaping the UK fenestration industry, such as shifts in preferences toward decorative and sustainable products, evolving product ranges, and the competitive landscape across different materials. The detailed forecasts for market volumes and values from 2024 to 2026 provide a strategic outlook for industry leaders to navigate the challenges and opportunities ahead.



**Charlotte Hawkes**

“I want to thank all of the participating companies, with special appreciation to David Amos for his invaluable insights and support.”

The 2024 edition of the *UK uPVC Fenestration Market Statistics Report & Forecast* is now available for purchase on the Keystone Market Research website. □

[www.keystonemr.co.uk](http://www.keystonemr.co.uk)

## Simple is style

Schüco says its new AWS 80 SC window system delivers simplified fabrication without sacrificing the quality associated with the brand.

Designed specifically for the UK market, the window was developed in close collaboration with Schüco fabricator partners to create a product ideal for their needs. The introduction of the new window system closely follows the recent launch of the new ASE 51 PD Schüco panoramic sliding door.

Duncan Grover, head of product management: says: “The AWS 80 SC window system is engineered for simplicity, using as few elements as possible for easier manufacture. Screw ports to connect mullion and transom allow the outer frame to be constructed first with inner sections added afterwards, speeding up the fabrication process.

“Despite its simple construction, the window doesn’t compromise on aesthetics, offering narrow sightlines of 46mm for fixed lights and 74mm for opening units. Its flush design enables multiple configurations while negating the need for numerous different components or a dummy vent.



“Improved thermal performance means the AWS 80 SC surpasses current standards required by Part L and is anticipated to comply with the upcoming Future Homes Standard.

Security is also ensured as the AWS 80 SC launches with PAS 24 certification for the whole system, having been tested with every configuration and add-on profile in every possible combination.” □

[www.schueco.com/uk/](http://www.schueco.com/uk/)

# Things are looking up



**E**urocell says that it has achieved its highest-ever sales volume in one month for its range of Cavalok cavity closers. Martin Benn, head of new build at Eurocell, says that Eurocell views this as potentially indicating that the housebuilding market is in the early stages of a strong recovery.

He says: “Eurocell sold 364,000 metres of Cavalok, equating to a 96,000 frames, in July. It’s the highest volume the system’s house has sold in 23 years of trading the product.

“The demand for Cavalok from the industry underscores a renewed confidence in the sector that an uplift in the rate of new homes being built could well be underway – following a series of positive announcements that will likely have an impact on house building.

“July was an incredible month for Cavalok sales – in 23 years we haven’t seen as much demand in such a short period of time. It is a likely implication that we are in the early stages of a recovery.

“Many economic and policy factors have come together to fuel optimism, and that optimism is reflected in the outlooks published by some of the industry’s leading housebuilders including Taylor Wimpey, who are anticipating growth in 2025.

“I think many in the industry believe the second half will show signs of moderate recovery, setting up for a strong 2025. The last few years have been challenging and I think everyone is ready to step up to get building again.” □

[www.eurocell.co.uk](http://www.eurocell.co.uk)

## Reaching the “ww”

**B**M Group company The Consultancy has created the first stand-alone website for WarmCore, Kömmerling’s aluminium hybrid window and door system.

The website has many of the same design references as the forthcoming Kömmerling UK site, also designed and developed by The Consultancy, but this is a .com site intended to have global reach and appeal.

Iain McInnes from We Build Brands, who worked with The Consultancy on the site commented: “The new website underpins all of Kömmerling’s plans for WarmCore – from building the fabricator base in the UK to winning new export business in places as far away as Chile, Iceland and Australia.

“It has to work hard in terms of creative impact and user experience and The Consultancy have used all their knowledge and experience to ensure that it does just that.”

Peter Lancaster, senior creative at The Consultancy says: “Kömmerling’s extensive and diverse customer base required a bespoke website design to effectively engage



each distinct audience. The website was tailored to enhance user experiences and optimise performance, leading to higher engagement rates and increased conversions. Technically and creatively, we’ve given WarmCore something which will work well beyond the immediate short term.” □

[www.warmcoresystems.com](http://www.warmcoresystems.com)



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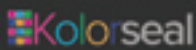
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**Aluminium Bending Specialists Ltd**  
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**Acorn Aluminium**  
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**Alimatic Architectural Aluminium Systems**  
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**Glazing Products**  
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### **GEZE UK**

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[www.lpwindowcontrols.co.uk](http://www.lpwindowcontrols.co.uk)

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### **Sobinco**

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[www.sobinco.com](http://www.sobinco.com)

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## Installers

### **Safeguard Glazing Supplies**

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## Machinery Suppliers

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## Software Design & Supply

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01684 856920

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### **ALUMIL Systems UK**

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[www.alumil.com/uk](http://www.alumil.com/uk)

## Systems Design & Supply

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[www.exlabesa.co.uk](http://www.exlabesa.co.uk)

### **iKON Aluminium Systems**

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[www.ikonaluminium.com](http://www.ikonaluminium.com)

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### **Kawneer UK**

01928 502500

[www.kawneer.com](http://www.kawneer.com)

### **Kestrel Aluminium Systems**

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[www.kestrelaluminium.co.uk](http://www.kestrelaluminium.co.uk)

### **Metal Technology**

028 9448 7777

[www.metalsystems.com](http://www.metalsystems.com)

### **Origin Frames**

01494 686868

[www.origin-global.com](http://www.origin-global.com)

### **RAICO UK**

01329 848175

[www.raico.eu](http://www.raico.eu)

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### **Schueco UK**

01908 282111

[www.schueco.co.uk](http://www.schueco.co.uk)

### **Senior Architectural Systems**

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[www.seniorarchitectural.co.uk](http://www.seniorarchitectural.co.uk)

### **Smart Architectural Aluminium**

01934 876100

[www.smartsystems.co.uk](http://www.smartsystems.co.uk)

### **Technal by Hydro**

01684 853500

[www.hydroextrusions.com](http://www.hydroextrusions.com)

## Testing & Certification

### **BSI Assurance UK**

0345 086 9001

[www.bsigroup.com](http://www.bsigroup.com)

### **Element**

01902 722122

[www.element.com](http://www.element.com)

### **UL Solutions**

01952 586580

[www.ul.com](http://www.ul.com)

### **VINCI Technology Centre UK**

01525 859050

[www.technology-centre.co.uk](http://www.technology-centre.co.uk)

## Thermal Barrier Products

### **Ensinger Ltd**

01443 678400

[www.insulbar.com](http://www.insulbar.com)

### **Siderise Insulation**

01656 812181

[www.siderise.com](http://www.siderise.com)

### **Technoform Insulation Solutions UK**

01789 761323

[www.technoform.com](http://www.technoform.com)

## Thermal Barrier Products

### **Watkiss Thermalbreak**

01335 344450

[www.watkissthermalbreak.co.uk](http://www.watkissthermalbreak.co.uk)

## Weatherproofing

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01698 802250

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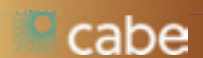
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