

Winter 2014/2015

REFLECTIONS

NEWSLETTER

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aluminium

TOGETHER
FOR BETTER

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installation for Paynes & Borthwick**

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Another very successful year for Reynaers...

by Justin Hunter,
Managing Director, Reynaers UK

I am delighted to report that 2014 was another very successful year for Reynaers with good sales growth coming from all sectors. Most Reynaers fabricators have enjoyed healthy growth with a number reporting record results. More importantly though, almost without exception, our customers' order banks and project pipelines are extremely healthy going into 2015, so the outlook for the medium term future is very positive indeed.

In this Newsletter we feature just a small sample of the projects that have helped to deliver the growth in 2014, along with some very positive news announcing new personnel and the launch of some stunning new Hi-Finity products. Not to mention a very exciting and richly deserved win for the Reynaers team at the prestigious G14 Awards.

Looking ahead, 2015 will be a landmark year for the Reynaers Group as we will celebrate our 50th Birthday! There will be more news on this later. Here in the UK during 2015, we expect to announce the instruction to build a brand new facility that will more than double our current capacity. So there is a lot to look forward to for us and our partners.



From left: Stephen Redding - Technical Advisor, Ian Clayton - Finance & Operations Director, Justin Hunter - MD, Paul Duffy - Sales Director.

Reynaers scoops win at prestigious G14 Awards

We are very pleased to have won the 'Promotional Campaign of the Year - Trade' award at the prestigious G14 Awards for a provocative advertising campaign aimed at architects.

Our Reynaers at Home division proudly received the award for its 'Energy Efficiency Doesn't Matter' campaign, which was launched earlier this year. More than 560 people from leading companies across the glass and glazing industry attended the G14 Awards Presentation and Gala Dinner on November 21 at the London Hilton on Park Lane, hosted by Kevin Bridges.

The controversial adverts captured the imagination of architects with their attention-grabbing messaging, and focused on Reynaers at Home's range of excellent energy-saving products including sliding patio doors, panoramic windows and bifold doors. Energy Efficiency Doesn't Matter refers to architects not having to be constrained by concerns about energy efficiency when it comes to designing innovative homes.

We were also nominated for two awards at the Construction Marketing Awards as well as a nomination for best 'limited budget campaign' at the B2B Marketing Awards.



Hi-Finity now available to fabricate

We are delighted to announce that Hi-Finity is now available as a complete system for fabrication giving you control over the manufacturing process. For full details see our product focus sections on page 10.



> Partner Focus

Reynaers and ISG entered in to a SUPPLY CHAIN AGREEMENT some years ago, which has proven to be a very important and successful decision for both companies. For this issue, we had the opportunity to talk to Kieren Curry, Envelope Category Manager at ISG Plc.

What is the company's background?

We are an international construction services company delivering fit out, construction, engineering services and specialist solutions, operating in 28 countries worldwide. The company works with owners, developers and occupiers in the public and private sector for an extensive range of industries. ISG Plc was established in 1989 and has been quoted on AIM since 1998. Today, the company has a turnover of around £1.5 billion.

Are there any particular specialisations?

Yes, in the UK we are the largest commercial office fit out contractor as well as the UK's largest retail contractor. The company specialises in complex data center and engineering solution projects. Our UK Construction business operates across multiple sectors, with core specialisms in the Education, Office, Leisure, Technology and Industry sectors.

Can you give us an idea of the size and nature of construction projects handled?

Projects range in size from £500K to £120 million - including new build, retrofit, refurbishment, extension, fit out and technically complex engineering schemes. We are increasingly focussing on larger scale, more complex (and fulfilling) projects and our success rate within the jobs we target is impressive.

At what stage of a project do you like to involve preferred suppliers?

For envelope, we seek to get system manufacturers involved in "rough cut" value engineering right at the outset. We then look to understand the best sub-contractors for each individual project based on financial stability, workload and experience etc as soon as possible after that. We arrive at the suggested list by working with each individual system manufacturer based on the circumstance of each sub-contract partner at the time.

Have you worked with Reynaers previously?

I have worked very successfully with Reynaers for a number of years both for ISG and for other major contractors. They are certainly one of the mainstays of my glazing strategy.

How important is sustainability when it comes to materials used on a project?

Our sustainability vision sets out a commitment to base all decisions around the employment of all resources based upon environmental, financial and social considerations. I personally believe that any organisation should no longer view sustainability as a "USP" but as a key part of business as usual and subject it to the same rigorous review as we would a project's finances. If we do the right things in the right way we will breed natural good behaviours and that has to be good for everyone. This view fits perfectly with ISG's 2020 Sustainability Vision and it is great to be a part of it.

How do you view the year ahead for the construction industry and your company?

There is a strong feeling of optimism around the industry that the market is recovering across the UK. This is breeding new opportunities around growth and also offers the opportunity to develop partnerships between organisations that are based around growth that the market this year hopefully offers. I believe the year ahead offers the opportunity for companies that recognise that sustainable growth is driven by relationships that allow jobs to be won and delivered with benefit to all parties. My strategy is geared around developing that environment.

At ISG we sit across a number of markets i.e. refurbishment and new build and we continue to target high-quality opportunities in those sectors where we offer real specialisation, expertise and detailed insight. For ISG, frameworks remain a key focus for the business and we are seeking to further enhance the number of negotiated and two-stage projects, where we can add real value at the pre-construction stage. This means our strategy is geared around early involvement and developing relationships with our supply chain partners.



› Project Focus Paynes & Borthwick

Ensuring a creative and flexible installation for Paynes & Borthwick

With its mix of new build and refurbishment requirements, the Paynes & Borthwick development in Greenwich features an extensive range of our systems. It was particularly important to work within the parameters of a grade II listed building in terms of both aesthetic appearance and performance.

The former marine boiler factory comprises five blocks and a tower with frontage onto the River Thames. It features 257 one, two and three bedroomed apartments, as well as 14,000 sq ft of commercial office and retail space.

Systems installed include our CW 50 curtain walling, which allows the maximum amount of light into the building, and our CS 77 and CS 38-SL windows with their three chamber systems provide safety and comfort for occupants. Installed on the high tower, CS 77 features fibreglass reinforced polyamide strips ensuring high thermal insulation levels are maintained.

The slender exterior contours of the CS 38-SL are an ideal solution for the replacement of original steel framed windows and this made them particularly suitable for the Paynes & Borthwick



Architect: KDS Associates, Blackfriars Foundry office originally conceived by Assael Architects
Client: Paynes & Borthwick
Contractor: Ardmore Construction Ltd
Fabricator: Fleetwood Architectural Aluminium
Reynaers systems: CW 50, CS 77, CS 38-SL, CP 130, Vision 50

project where they were installed on the listed brick façade section.

CP 130 sliding doors have been installed in the tower to enable balcony access from the apartments to maximise the outstanding views available. Our Vision 50 system was used to provide ground floor entrance doors for the retail units.





› Project Focus Enfield Central

Architect: BPTW (executive)
Brimelow McSweeney (design)
Client: Bellway Homes
Contractor: Ardmore
Construction
Fabricator: Denva
Reynaers systems: CW 50, ES
50, CS 68 & Vision 50

Creating rooms with a view for Enfield Central

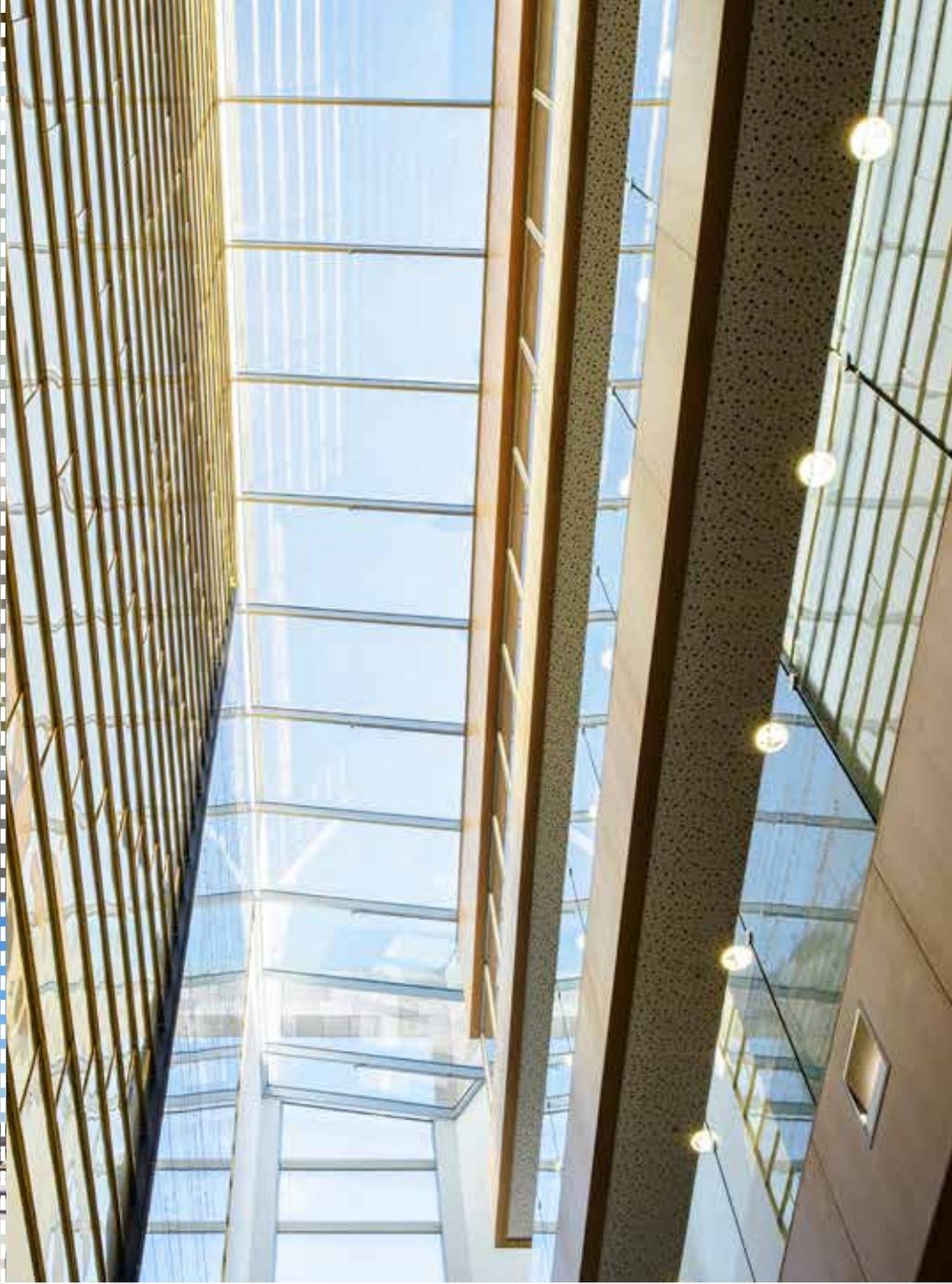
An iconic 13 storey residential and commercial development in Enfield town centre has benefited from a wide range of our innovative and flexible systems as part of a complete renovation project.

Enfield Central features 191 new one and two bedroom starter apartments with secure parking. Situated close to Enfield railway station, the scheme has involved the conversion and extension of an existing office building and the addition of two new residential blocks.

Our CW 50 curtain walling with ES 50 opening vents and CS 68 doors to enable balcony access for the residents, feature on the façade. Vision 50 doors have also been installed to provide the shop entrances on the ground floor of the building.

The prestigious project was shortlisted for Best Housing scheme in the 2013 Architects' Journal Retrofit Awards.

Architect: Austin-Smith: Lord
Client: Liverpool Central Library
Contractor: Shepherd Construction
Reynaers systems: CW 50, Vision 50 & CW 50-FP



› Project Focus Liverpool Library

Bringing new life to Liverpool Central Library

The historic Liverpool Central Library, a grade II listed building, has undergone a £50m restoration and redevelopment. Our curtain walling and architectural aluminium systems have played a significant role in this high profile, prestigious project, once again proving the scope and adaptability of our extensive range.

While retaining its historic façade and period grandeur, the new extension has a floor to ceiling atrium, which along with vertical runs of curtain walling, provides a naturally bright environment. The expansive curtain wall uses our CW 50 thermally improved system, giving clean unhindered views and opens up the interior to the historic areas of the library bringing them into renewed public use.

The library includes a new five storey facility housing the reading and information floors, café, meeting rooms, atrium and roof terrace. It also features a purpose built, climate-controlled repository that houses Liverpool Record Office.

The library is also a UNESCO World Heritage site and has attained a BREEAM 'Very Good' rating.



Architect: Maber
Client: South Staffordshire College
Contractor: GF Tomlinson
Fabricator: MB Glass Supplies
Reynaers systems: CS 24-SL, CS 77-FP, CW 50, CW 50-SC, Vision 50

› Project Focus

South Staffordshire College

A smart new look for South Staffordshire College

When South Staffordshire College's Cannock Campus undertook a major £4.2m refurbishment and upgrade, they turned to us to create a smart and modern new look for their premises.

The three storey building at 'The Green' is one of two college sites in Cannock where new classrooms have been created along with an impressive glazed main entrance.

Our systems have been used throughout the building to achieve the required light, airy and modern look, while also providing a practical and effective solution. These included our CS 24-SL, thermally insulated window system, ideal for steel replacement and our CS 77-FP fire-resistant range, which meets relevant European testing and classification standards.

Our CW 50 and CW 50-SC enabled creativity and flexibility of installation, while maximising the natural light with excellent thermal insulation and acoustic performance. Vision 50 doors were selected for their aesthetic appearance and robust operation to meet the rigorous requirements demanded from a busy college application.





Architect:
Davis Maguire & Whitby
Client:
1 Aldermanbury Square
Contractor:
Skanska
Fabricator:
AWS Turner Fain
Reynaers systems:
CW 50



› Project Focus

1 Aldermanbury Square

Prestigious refurbishment in central London

When a prestigious £28m nine storey building refurbishment was undertaken in central London, we were called upon to provide the new design-led curtain wall installation for the project.

One Aldermanbury Square is the former HQ of the Standard Chartered Bank and is situated close to the Guildhall, St Paul's Cathedral and many other iconic London landmarks. The renovation was initiated to create a new 67,000 sq ft office building and involved the creation of a new reception and a complete reconfiguration of the central core area. The project involved the demolition and reconstruction of a new top floor office.

Our CW 50 with smart black anodised finish has been installed to give the building a completely new, sleek and modern appearance.



Product Focus
Hi-Finity

Hi-Finity sliding door with the new integrated glass barrier

Hi-Finity already offers a whole raft of benefits including an elegant ultra-slim profile, ease of use and optimum performance. In response to customer feedback and increased demand for this system, we have now introduced a number of additional solutions and options:

Opening corner solution

The opening corner solution makes it possible to open up Hi-Finity without any fixed corner element, allowing for free passage and access. Ideal for use in high traffic public areas, such as restaurant terraces.

Glass corner solution

In a situation where no opening corner is required, a glazed corner creates an elegant and open appearance without any angled profile. This solution creates fully glazed façades allowing for unobstructed views throughout.

Integrated glass barrier

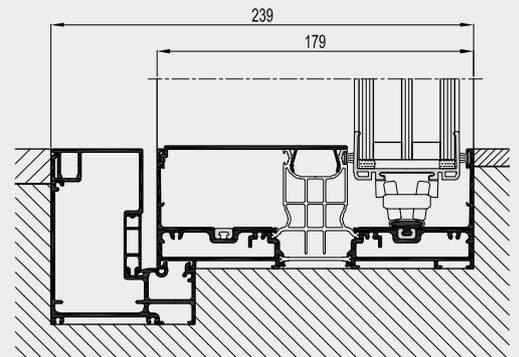
Specifically designed for use in high rise buildings such as hotels and apartment buildings, we have developed a bespoke solution by integrating a glass balustrade. There are two variants available. In situations where there are two vents, the glass plate is fixed to the external side of the outer frame by means of additional profiles, offering the advantage of providing safety while all vents can still be opened. In the case of a fixed and an opening vent, the balustrade is integrated behind the opening vent, thereby providing a full safe solution.

The Hi-Finity sliding system with triple glazing has also achieved the Minergie® energy efficiency rating.

Fabrication manual & CD

The fabrication manual and CD with CAD details are available to order. If you require a hard copy manual and CD, please contact nisha.kumar@reynaers.com.

Please note: To be able to manufacture Hi-Finity systems, with its unique bonding method, our fabricator partners will need to attend one of our specialist training courses, please call the office for details.



Hi-Finity cill detail with gutter



Opening corner solution

› Inner Focus

New additions to Team Reynaers

Team Reynaers continues to go from strength to strength as we welcome a number of new key appointments.

Heading up our consult team is Senior Consult Project Manager Richard Jekiel, who is joined by two new Consult Project Managers in the form of Andrew Vickery, who will be covering the Midlands and the South West, with Liam Blears looking after the North.

Neil Garner also joins and strengthens the consult team in London working on selected major facades. Neil brings a wealth of experience gained in bespoke and unitised construction.

We also welcome on board three new Commercial Sales Managers. Shaun Martinson will be complimenting Alan George in London and the South East, Paul Roberts will be looking after business in the North and Steven Kendrick takes the helm in the Midlands.

This expansion to the sales team further strengthens our commitment to you - our fabricator partner and our specifiers alike - Together for Better.



Reynaers National Sales Team



New Starters

Left to right: Shaun Martinson, Andrew Vickery, Paul Roberts & Liam Blears

› Inner Focus

R-Cuisine



Cooking up a storm with closer industry partnerships

We held our first R-Cuisine networking event, which has proved to be a resounding success.

Held at Aveqia in London, we brought together 20 building professionals to prepare and cook their own food while collaborating in groups. The challenge may have seemed daunting, but professional help was at hand in the form of celebrity chef James Martin.

"It's been really good to meet and work with other people in our industry I wouldn't normally get to meet in such a different situation. Yes, it has been very good." Kieren Curry, Envelope Category Manager, ISG.

"I really didn't think at the beginning of this a group of people who are in the building industry were going to produce food like they did," said James Martin, "an amazing job!"

R-Cuisine is about collaboration and partnerships, providing our customers with the opportunity to network and build lasting associations in line with our ethos, 'Together for Better'.



TOGETHER FOR BETTER

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