

Summer 2015

REFLECTIONS

NEWSLETTER

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REYNAERS
aluminium

TOGETHER
FOR BETTER

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It's never too early to start planning a party...

by Justin Hunter,
Managing Director, Reynaers UK

As was predicted in the January edition of Reynaers Reflections, 2015 is indeed turning out to be a record breaking year in terms of new business and turnover growth at Reynaers. Without doubt Reynaers partners have never been so busy and the pipeline of work at the half year continues at record levels. Thanks to all for your hard work and support!

Behind all commercial success however is an enormous amount of hard work and dedication by the Reynaers Team along with the support and dedication of all of our partners. At a time of such enormous growth the demands on our employees and our partners is clearly visible and it is a great credit to everyone that this growth is being delivered so successfully. As we say, Together for Better!

Along with the hard work and determination of everyone involved we are of course also investing heavily in the people, the skills, the tools, the products and the physical space to allow the business to flourish and grow long into the future. For example we are shortly due to open the new Reynaers Training Centre, a dedicated site for regular structured training on products, services and installation. Then there is the HQ building project which is now moving fast and which will more than double our office and warehouse space to accommodate the growth in demand (see page 10).

Against this background it seems a perfect time to celebrate the 50 year anniversary of the Reynaers Group worldwide. Despite its size Reynaers is very proud to remain a global family business and next year we will also be celebrating the 25 year anniversary of Reynaers here in the UK. It's never too early to start planning a party!

50R

YEARS REYNAERS

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50 years of partnership

50 years on and still 'Together for Better'

2015 marks our 50 year anniversary and our legacy of strong partnerships with customers all around the globe. Back in 1965 the 'space race' was well and truly underway, the Beatles second film, 'Help!' was released and the Post Office Tower (now BT Tower) opened in London.

While much has changed since the 'swinging '60s', Reynaers has continued to expand as a leading specialist in the development of innovative and sustainable aluminium solutions for windows, doors, curtain walling, sliding systems, sun screening and conservatories. Key to our success is our ability to produce tailor made solutions for a range of market sectors. In addition, our philosophy of 'Together for Better' is reflected by our partnerships with architects, fabricators, installers, project developers, consultants, contractors, investors and end users.

We'll be officially celebrating our 50th anniversary in October and this involves several other milestones, including our new test centre in Belgium and our new training facility in the UK, which is set to open this summer. Here's to the next 50 years!

Coming soon - New SL 38 window system

New to our range of window systems, is the SL 38 - a unique design with superior insulation performance and optimised fabrication, find out more in our product focus section on page 10.



Classic SL 38



> Partner Focus

Reynaers has a mutual collaboration with Mace and is currently working with the company on a number of projects, one of which is the redevelopment of Greenwich Square, London's first major carbon neutral development. In this issue we had the opportunity to talk to Phil Sedge, Façade Operations Director at the company. Here he talks about the development of Mace, the establishment of the company's Façade Team crucial to the supply of bid support across the sectors and the importance of working closely with suppliers.

For the benefit of our readers, can you tell us a little bit about Mace?

Mace was formed in 1990 as a construction management team delivering key values to their clients. Today Mace has now developed into a design and build construction company, notably on the Shard and through many other schemes. The company currently employs 4700 personnel across 56 countries. The main works abroad are construction management services with the main focus on construction being in the UK and predominantly in London. Mace's current turnover is circa £1.18 billion with plans to drive this to reach £2 billion by 2020.

And in what sectors does Mace operate?

Mace works across many sectors ranging from their fit out division called Como through aviation, public service works, commercial offices, residential and major projects. We have strived to keep the main focus of the company, which is to deliver quality projects, safely and on time for our clients. Mace looks at providing their personnel with a great company to work for, but also to be first choice for our clients, which is proven through the repetitive work we receive. Mace also has their construction management service, which not only works in the UK, but works through 56 countries internationally.

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

Mace's construction projects vary from fit out schemes to extensive £500 million plus projects, our core values are repeated throughout the business at every level.

What is your geographical area of operation?

Our main construction works focus in the UK and specifically in London, where for the last few months we have headed the construction tables in the capital. We have been successful recently in being awarded the East Village redevelopment works at Stratford, which is a circa £475 million scheme for Qatar Diar Delancey and also a £400 million residential scheme for Stanhope at the BBC Television Centre.

How many people are there in your team?

For the last 18 Months Mace has been developing a Façade Team which now has eight senior members and circa 20 cladding package managers. The team forms part of the Construction Technical Services Team, which provides tendering and technical support across all the construction sectors. The Façade Team provides bid support, technical support, quality control management, strategic supply chain support and training across the group. We have developed training with CWCT to deliver in house training to our Façade Team at our head office. We have also started to offer this training to our supply chain within our head office business school.

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

Over the last year Mace has concentrated on two stage tendering. This brings early involvement at bid stage to schemes to develop, design and offer cost certainty to the client, while involving our supply chain to ensure we secure capacity in the market place while developing buildable solutions.

And your current projects involving Reynaers?

We have recently been working with Reynaers on our Holland Green project with Martifer UK. Holland Green is a high-end residential development for Chelsfield PLC. The façade scope consists of bespoke glazed windows and sliding doors with a curtain walling screen to the new design museum.

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

It is very clear at the moment that the construction industry is in a 'boom' period which in turn involves its own challenges in securing supply chain partners to provide tender support and to deliver high quality construction projects. At present residential schemes seem to be the main area of development, but we have seen an upturn in commercial office developments over recent months. Going forward we are still seeing a steady growth of residential schemes but with commercial offices on an upturn we see a steady mix of both sectors.

We are continuing to work closely with Mace to strengthen the relationship and look forward to collaborating on many more projects in the future.



Architect: Faulkner Browns
Client: NS&I
Contractor: Carillion Building
Fabricator: Hadrian Architectural Glazing Systems Ltd
Reynaers systems: CW 50, CW 50-FP, Vision 50, ES 50



› Project Focus Freemans Reach

Reynaers architectural systems enhance Freemans Reach river regeneration project

Freemans Reach regeneration project in the heart of Durham City Centre is a distinctive development on the River Wear, offering commercial and retail space overlooking the World Heritage Site of Durham Castle and Cathedral.

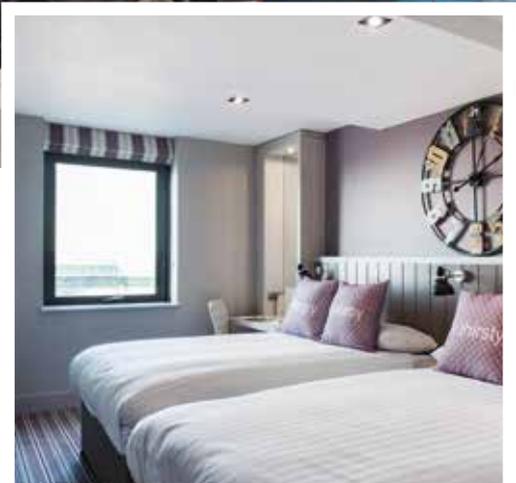
The unique development incorporates an energy centre containing an Archimedes Screw, which will provide approximately 75% of the building's energy needs from this renewable source. Use of a hydro-turbine continues a history of generating energy on the site stretching back more than 800 years and utilising the renewable energy potential of the River Wear into the 21st Century.

Our window and door systems have been installed throughout the project, complementing the contemporary design of the building while still protecting the historic integrity of the site.

Reynaers CW 50 and CW 50-FP offer specified levels of fire-resistance and thermal insulation and a façade and roof system gives unlimited design freedom and maximum transparency allowing an uninterrupted view of the river.

The ES 50 window is a well-insulated system for inward and outward opening windows and doors that combines aesthetic design and energy efficiency. Its limited built-in depth allows its application in many constructions, even with reduced wall thicknesses.

All external doors on the building are Reynaers Vision 50 door systems and are ideal for high traffic areas while still offering a stylish contemporary design.



› Project Focus De Vere Village Hotel

Multi-million pound hotel for De Vere in Edinburgh

When De Vere Group took on the task of turning a redundant office block into a 120 room hotel with health and leisure complex and conference centre worth £20 million, we were their first choice in creating a contemporary look for this new resort.

Incorporating a 20m pool, restaurant, bar and Starbucks, the complex conforms to the 'village urban resorts' concept De Vere has established throughout Britain in the last few years.

Our systems have been used throughout the building to achieve the required light, airy and modern look synonymous with De Vere properties.

These included our ES 50 energy efficient top hung outward opening window system and our BS 100 sunscreen shading, providing the required aesthetic and efficient shading effect.

CW 50 curtain walling enabled creativity and flexibility of installation, while maximising the natural light with excellent thermal insulation and acoustic performance. CS 68 doors were selected to provide thermal insulation and security for this prestigious city centre hotel application.



Architect: 3D Reid
Contractor: Marshall Construction & Vinci Construction
Fabricator: Toppide Group Ltd
Reynaers systems: CW 50, CS 68, ES 50, BS 100





Architect: Paul Brookes Architects & KDS Associates
Client: Kingston Heights
Contractor: United House
Fabricator: London Architectural Glazing Ltd
Reynaers systems: ES 50, CW 50, Vision 50



Project Focus Kingston Heights

Kingston Heights chooses Reynaers for stylish riverside development

Kingston Heights, a landmark south-west London mixed use property, has selected Reynaers solutions for its £70 million development. The project is ecologically providing space and water heating, utilising the River Thames.

Reynaers window and door systems have been used throughout the building which consists of 137 apartments including 81 private sale homes, 56 affordable homes and a four star 142-bedroom hotel.

Reynaers contemporary ES 50 window and door systems were selected to provide energy efficiency with aesthetic design and an inward and outward opening capability for this Thames riverside development.

A CW 50 curtain wall façade delivers broad design capabilities and presents excellent transparency, making the most of the river views across the Thames.

Single and double door configurations make up the external doors, utilising Reynaers Vision 50 systems offering stylish design combined with outstanding performance.



› Project Focus

Bletchley Care Home

Opening the door to dementia care doesn't prove an enigma at Bletchley

A unique development in the historic location of Bletchley Park, Flowers House is a new scheme of 34 specially designed flats that provide assisted living for dementia sufferers.

Our window and door systems are used extensively throughout the development which is designed to stimulate occupants and deliver life-changing support to sufferers of dementia and their families.

Complementing the clean, modern lines of Flowers House, Reynaers ES 50 window and door systems combine aesthetic design with energy efficiency and ease of operation. Highly functional frames with hidden fittings and opening vents facilitate elegant looks.

Large floor to ceiling windows are a feature in communal areas maximising unobstructed light penetration into the heart of the building adding to the bright, light interior design.



All external doors on the building are Reynaers Vision 50 door systems in single and double door configurations. Suitable for high usage in busy areas they offer stylish design combined with excellent performance and low threshold solutions.



Architect: CMYK
(Planning & Design)
Contractor: Bellcross Homes
Fabricator: London
Architectural Glazing Ltd
Reynaers systems: ES 50,
Vision 50

Product Focus

Coming soon, new SL 38 window system



Classic



Cubic



Ferro

We are excited to announce the development of SL 38, the next generation to the existing CS 38-SL system. Offering three unique design options with significantly improved insulation performance. It is the perfect product for both new builds and refurbishments.

Three levels of weather sealing and an increased system depth allow a glass thickness of up to 55 mm thick.

The appearance of the classic variant will be identical to CS 38-SL, retaining its slim lines for steel renovation projects. New design variants have been introduced with flexible profiles, design options and connections, providing increased functionality. New mounting of Georgian bars has also been developed, to help optimise fabrication. The SL 38 will be available to order later this year, watch this space!

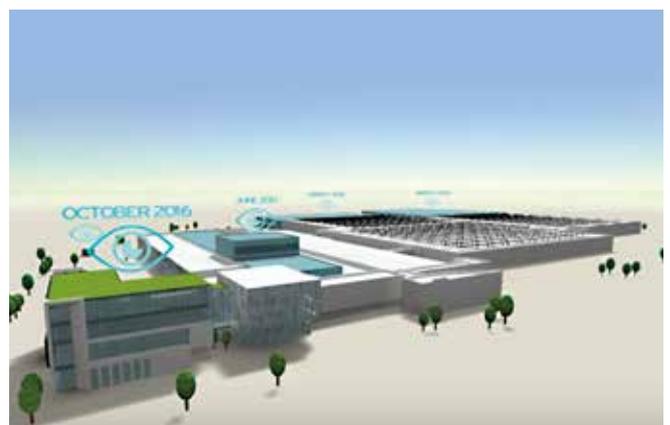
Inner Focus

Reynaers Aluminium invests 25 million Euros in HQ expansion in Duffel

Reynaers Aluminium is paving the way for further sustainable growth over the coming years and has committed to spending more than 25 million Euros in the expansion and renovation of the Head Quarters of Reynaers in Duffel.

One of the showpieces of the centre will be the brand new state-of-the-art testing wall enabling the most advanced air-wind-water testing of multi-storey façades. As well as technology and sustainability playing a key role for the company, the warehouses will be expanded by almost 20,000 m², allowing us to significantly improve our logistics and operations.

The expansion has already commenced with an expected completion of all phases in the summer of 2017.





› Inner Focus

R-Cuisine is back and better than before!

Last year we held our first R-Cuisine event, targeting key decision makers. It proved so popular we've brought it back for 2015, but with a new look and an exciting twist to the experience!

All about promoting the company and our Reynaers product range, the relaxed, informal environment will provide lots of networking opportunities and the chance to discuss potential projects. We're organising six events throughout July - September for specifiers, architects and contractors, all designed to establish collaborations, in order to promote our products and win more business. 'Together for Better'.

For more information about the event go to www.reynaers.co.uk/rcuisine2015



Growing interest in Reynaers at Home



Over the course of the last year, Reynaers at Home has exceeded its sales targets and doubled turnover as a result of our aluminium windows and doors increasing in popularity for home-build projects.

We are still the only systems company to offer an exclusive brand for the domestic market, which has been completely embraced by architects, contractors and specifiers alike.

We now have 14 showrooms established across Britain with customers being exclusively serviced by over 20 Reynaers at Home partners. Further to this success, we are pleased to report a 57% increase in website visitors to the Reynaers at Home website. This increase in website visitors is reflected in our sales, with a 45% increase reported at the end of May compared to last year. An extremely positive result as we enter the 2nd half of the year!

Strategic Marketing

Reynaers has always had an active and productive marketing team supporting our valued customer base, but this year we are moving our marketing on to an entirely new level. At the start of this year we conducted a comprehensive market research study inviting literally hundreds of fabricators, architects, contractors, consultants, installers, builders and retailers to tell us exactly what they want from a systems company such as Reynaers, what they think of us as a company, and what we could do better.

Hugh Moss, Head of Marketing says 'We have asked some interesting questions, we have listened to the honest feedback, and now we are implementing the changes necessary to make Reynaers categorically the best systems company in the country. Our aim is to make Reynaers the only sensible choice for fabricators, specifiers and installers alike and as a business we have the drive and determination to make this happen'.



From left to right: Nisha Kumar, Hugh Moss, Rebecca Cope, Sofia Begum.

Rebecca Cope, Nisha Kumar and Sofia Begum make up the rest of the expert marketing team that is already offering excellent support to our customers. As we continue to build our business around the needs of our customers, we are really excited by the plans we have for the coming months, and look forward to building some even stronger relationships with our customers as a result.



TOGETHER FOR BETTER

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