

# REFLECTIONS NEWSLETTER

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Justin Hunter

The UK media has a voracious appetite for gloomy news and seems to have almost no desire to report business success or present positive economic data. According to Fleet Street we are all simply helpless victims without the power or creativity to determine a more successful future for ourselves and our companies. Apparently we can only sit and wait for an upturn to come and save us all. Well we beg to differ.

## Minding our own business

By Justin Hunter, Managing Director, Reynaers UK

So here is the news according to Reynaers, refreshingly good news as it happens. Over the past two years sales turnover at Reynaers UK has more than doubled and worldwide the Reynaers Group turnover is higher than at its peak in pre-recession 2008. Investment is up and employee numbers are at an all time high. Reynaers customers are succeeding by

offering innovative and economic solutions to ever more demanding clients. Added to which we actively embrace change.

Companies that want to preserve the status quo and hang onto the past will fail so long as they do not embrace the need for change in a positive and energetic way. We see the new demands from the markets as opportunities and not as obstacles.

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Obviously the national and global economic landscape is what it is and we cannot affect that. However here at Reynaers we are proving that by concentrating on our own business and by seeking out and working with like-minded companies, significant growth and substantial success are eminently possible, despite what the press would have us believe!

## Reynaers Achieve 14001 Accreditation

Reynaers has demonstrated its complete commitment to supporting increasingly environmentally conscious fabricators by achieving the acclaimed ISO 14001 accreditation for its Environmental Management System.

Reynaers environmental and sustainability policy has been in position for a number of years

The British Standards Institution (BSI), the world's most respected standards body, carried out a full and successful assessment of the company's environmental procedures.

Reynaers environmental and sustainability policy has been in position for a number

of years with an effective Environmental Management System (EMS) in order to reduce the environmental impact of the business.

As part of the exhaustive process Reynaers reviewed its in-house and supplier procedures to ensure the company fully complied with the EMS, as stipulated within the ISO 14001 standard.



Reynaers also strives to achieve a paper-less office wherever possible, having recently moved to electronic invoicing.

In addition to the ISO 14001 certification Reynaers continues to maintain its market leading initiative on sustainability with its product range, the Rey-cycle programme - a unique all encompassing site waste management system - and ongoing development of its highly efficient thermally

insulated systems for passive construction. The company has also continued to develop products that can achieve an 'A' rating as prescribed in the Green Guide - which is a widely respected part of BREEAM. This in itself helps set the standard for best practice to achieve a sustainable environment.



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# Co-operative Supermarket



Location - Oakham, Leicestershire  
Architect - KPW Architects  
Fabricator - MB Glass Supplies

Contractor - GF Tomlinson  
Systems - CW50 & CW50 SC Curtain Walling/  
Eco System Windows

## Reynaers help create eco-friendly Co-op

Reynaers systems are used throughout an impressive £4.5 million Co-operative Supermarket development in Oakham, Leicestershire. The aim of the project was to create a new 3,100m<sup>2</sup> store on a two hectare site just outside the town, replacing the original Midlands Co-op premises which was destroyed by fire in July 2008.

The new superstore is one of the most eco-friendly retail buildings in the country, featuring natural ventilation to the sales floor (as opposed to air conditioning) and using maximised natural light throughout the building.

## A BREEAM Rating of 'Very Good' and an Energy Performance Certificate grade 'A'

Reynaers CW50 curtain wall system allowed complete design freedom for KPW Architects, creating an aesthetically pleasing façade, that helps maximise natural light entry.

The structurally clamped curtain walling option (CW50 SC) was also used extensively throughout the new development, providing a seamless façade to the exterior of the building. Reynaers Eco Window system helped to ensure the building's thermal performance and achieved a BREEAM Rating of 'Very Good' and an Energy Performance Certificate grade 'A'.



# Severn Trent Water

## Sustainable Innovation in Coventry with Reynaers

Reynaers Aluminium has played a significant part in the creation of one of the most sustainable office buildings in Europe by providing curtain walling systems, windows and doors for the new Severn Trent headquarters, in Coventry. The products helped the building achieve an 'Excellent' BREEM rating.

### Three chamber window system helps ensure heat retention and thermal efficiency

The seven-storey, 38 metre-high building, built by BAM Construction, with the help of £6.5 million from Advantage West Midlands and support from Coventry City Council, has one of the lowest carbon footprints for any UK office building.

Reynaers CS68 window system was installed throughout the new development by Solaglas Contracting Midlands. The three chamber window system helps ensure heat retention and thermal efficiency. Also installed was Reynaers Vision 50, a robust high traffic door, ideal for ground floor entrances.

Webb Gray Architects specified a bespoke version of Reynaers CW50 curtain walling system to facilitate maximum creative freedom in their original design proposals. This in turn produced eye catching and appealing aesthetics and also provided maximum natural light exposure into the building.



**Location - Coventry**  
**Architect - Webb Gray Architects**  
**Fabricator - Solaglas Contracting Midlands**

**Contractor - BAM Construction**  
**Systems - CS68/Vision 50 doors**  
**/CW50/CS68 Windows**

# Greenwich Peninsula



## Landmark regeneration project specifies Reynaers

The impressive new Greenwich Peninsula building is the first residential building in a 15 year, £5 billion regeneration scheme for Greenwich. Designed by Stock Woolstencroft for Bellway Homes, the 20 storey project comprises a mixture of one, two, three and four bedroom flats, maisonettes and townhouses on the southern part of the Peninsula overlooking the Thames.

### Reynaers CP130 sliding doors were used for their functional thermal performance

Fleetwood Architectural Aluminium Ltd used Reynaers Eco System for windows and doors as an economical option that still gives optimum quality and high thermal performance. CP130 Reynaers sliding doors were also used for their functional thermal performance, whilst providing residents with ideal and secure passage from their cosy residential living to the balconies outside.



**Location - Greenwich**  
**Architect - Stock Woolstencroft**  
**Fabricator - Fleetwood Architectural Aluminium Ltd**  
**Client - Bellway Homes**  
**Systems - CP130 Sliding Doors/Eco Optima Windows/Eco Doors**



Left to right: Michael Bagnall, Geoff Williams, Neil Smith, John Campbell, Alan George.

## Expansion of the Team

The success enjoyed by Reynaers throughout the past two years has allowed a significant expansion of the team so that the company is better prepared to proactively deal with customer enquiries more quickly and efficiently.

Reynaers have made two appointments in the Commercial Sales team, Alan George and Neil Smith.

If you are based in the South of England Alan will be your new contact. Alan will draw on his experience from a distinguished career, which has included spells in extrusion, window systems, aluminium companies and 17 years working for a fabricator. He will know as well as anyone, the challenges faced by you on a daily basis.

Neil, at the age of just 30, becomes the youngest member of the sales team and will be responsible for those of you in the Midlands and the North of England. His new role will see him using his energy and enthusiasm to build contacts and increase Reynaers visibility in this area.

Also having recently joined Reynaers are Consult Design Manager, John Campbell and Estimator Geoff Williams.

John's role is as part of the Consult sales team. He will use his major project experience with the support of Reynaers latest technology to establish contact with new clients and consultants of major projects early in the development stage, promoting both products and the Reynaers brand.

Geoff is working alongside John Matchett in the estimating technical department using his vast experience across a number of areas including glass, window fabrication and security systems.

Another welcome addition to the Reynaers team is Michael Bagnall who has joined as Technical Services Engineer. Operating out of Birmingham, Mike has a nationwide role visiting customers, training fabricators and updating them on Reynaers techniques to maximise their productivity.

## Vision 50 meets 'Secured by Design' Standard

Reynaers Vision 50 system has been tested to PAS 23 & 24, as recognised by the highly acclaimed 'Secured by Design' (SBD) scheme, giving added assurance that the product meets the highest of standards.

Vision 50 refers to Reynaers range of non-thermally insulated profiles, which are designed specifically for ground-floor treatments. The system is designed to be able to cope with high levels of traffic whilst being efficient in manufacture.

With Vision 50 used across many residential and commercial developments nationwide, the recent test certificate provides further confidence to fabricators installing the product and to the end users who live and work with it.

As a natural innovator many of Reynaers products are currently undergoing security testing and new designs are also automatically looking to adhere to SBD standards, whilst anticipating the future reclassification of SBD, expected in January 2012.

## New Commercial Brochure

Reynaers new Commercial Brochure demonstrates the company's capabilities in the commercial market and the extensive range of products which are suitable for business developments, with a particular focus on Reynaers high quality façade solutions.



It provides sample case studies featuring Reynaers products and outlines how the systems are used to create high performing and aesthetically unique building façades.

Fabricators can read about the Reynaers systems and see how they can be successfully applied to their new building designs.

If you would like copies of the brochure for your own interest or to hand out to your clients please call Reynaers on 0121 421 1999 or visit [www.reynaers.co.uk/DOWNLOADS](http://www.reynaers.co.uk/DOWNLOADS) to download an electronic copy.

### Contact Info:

**Head Office, Birmingham**  
**Reynaers Ltd**  
Kettles Wood Drive, Birmingham B32 3DB  
Tel: 0121 421 1999 Fax: 0121 421 9797  
[reynaersltd@reynaers.com](mailto:reynaersltd@reynaers.com)

**Reynaers Consult**  
Suite 1, The Arena, Stockley Park,  
Uxbridge UB11 1AA  
Tel: 0208 899 1741 Fax: 0208 899 1742