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Cream

KÖMNERLING®

SPRING/SUMMER 2015

# Kömmerling News

## Patio Doors and Document Q - We're Ready!

Building Regulations are again set to change with the introduction of the new approved Document Q (Security – Dwellings), which comes into force on 1st October 2015. The approved document sets out reasonable standards for doors and windows to resist physical attack by a casual or opportunist burglar, by being both sufficiently robust and fitted with appropriate hardware.

This important new regulation is applicable to new dwellings only and states that doors and windows must carry either PAS 24:2012 or Secured by Design status. We're already in the final stages of launching a number of technical enhancements to our PremiLine patio door, so that our customers will be able to offer one that carries Secured by Design for all new build and residential applications.

These latest developments to our PremiLine patio door are all part of a family of solutions for large openings. Much of the componentry for our PremiLine patio door is also used in the latest Tri-Slider, triple track patio door, which offers an alternative means to satisfy large openings. Like its name suggests, this is a patio door solution with 3 or even 6 moving sashes and is the perfect means to open up

any property to the world outside, helping to maximise the glass area.

While bi-folding doors may seem to dominate the media at present, the underlying desire from consumers is for more light and space within our homes. In fact a large span lift and slide PremiDoor offers far more light than a typical bi-folding door, something that consumers and building specifiers are increasingly adopting.

Our PremiDoor systems are enjoying growth with customers such as CWG Choices, Flair Plastic Products and Plasti-King thriving thanks to the impressive scale and finish of these systems. Both are capable of six metre spans with just two sashes and there's even the option



PremiDoor 88, sets the standard for patio doors.

of an external AluClip cladding for PremiDoor 88, along with the exciting and pioneering proCoverTec surface finish that is available in 22 through colours.

Our product engineering in patio doors is unsurpassed and with the developments of our PremiLine patio door near completion to meet the demands of the new Document Q standard, we've got every configurable patio door design covered.

## Editorial

Welcome to our Spring/Summer edition of Kömmerling News, which includes details of our upgraded PremiLine patio door that will meet the needs of the forthcoming Document Q, while our area sales manager Dave Reay shares his thoughts on the WERs on page 2.



Stefan Seidel.

We've got a relatively long list of new products in the pipeline, which commences with a new 50mm Georgian bar. Few could argue with the overwhelming impact Solidor have made in the composite door sector and we interview their new managing director, Joe Martoccia on page 3, while the latest investment from Flair shares the same page.

The back page is once again devoted to Profile Systems in Ireland with a customer case study and overview of their new fabrication facility for all things patio door related.

I hope you enjoy the issue.

*S. Seidel*

Managing Director, profine (UK) Ltd.

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# So What's Next for the WERs?

Area sales manager Dave Reay looks at the implications of any possible changes to the Window Energy Ratings. With a background in glass, through Saint Gobain, he's perfect placed to add expert opinion.



Dave Reay, area sales manager for KÖMMERLING.

The Window Energy Ratings scheme (WERs) was introduced by the British Fenestration Ratings Council (BFR) in 2004 and a year later was taken over by the Glass and Glazing Federation. At the time the industry was awash with advertising, PR and seminars from the spacer bar manufacturers and large European glass manufacturers, while our parent company profine Group looked on from Germany with keen interest.

Without question the idea of rating a window in a similar vein to consumer goods is a great idea, it's a concept they've wholeheartedly bought into. Yet I along with many believe

the calculations are flawed and add considerable red tape to what I believe should be a more simplistic approach.

Germany is far ahead of the UK when it comes to energy efficiency, particularly in glazed products and the very concept of Passivhaus is German. There everything is measured in u-values, which is a measure of heat loss and so comparison between all building materials is easy to consider. Indeed, in the UK construction sector all insulation materials are measured solely in u-values, while architects and those involved in building management have always adopted their use as a common standard.

Yet the WERs take into consideration g-values, which measure solar heat gain through translucent and transparent materials and for the purposes of this argument, glass. For example an 'A' rated window installed in a north facing elevation could have a relatively poor u-value, but benefits from a great g-value, despite the lack of sun, when insulation is the most overriding factor. At the same time a south facing elevation with the same windows would bring in excessive heat (solar gain) and then let it out again due to the poor u-value and hence my argument that the WERs doesn't make rationale sense.



**Moving a washing machine won't affect its performance in the kitchen but put the same window in several different elevations in a property, then the results are somewhat disparate to say the least.**

There's now rumbling's from Europe about a pan-European energy rating system, but this may compound the issue further, given the extremes in climate from Southern Spain to the Nordic countries. The issue is further illustrated when we consider that KÖMMERLING products are installed in Gibraltar which still runs under UK Building Regs and there g-values are a real issue.

I for one want common sense to prevail as it's in our interest and perhaps more importantly those of the consumer, who want our product to perform as we have promised them in our respective sales pitches, so let's keep the WERs simple.

## A 50 mm Georgian Bar

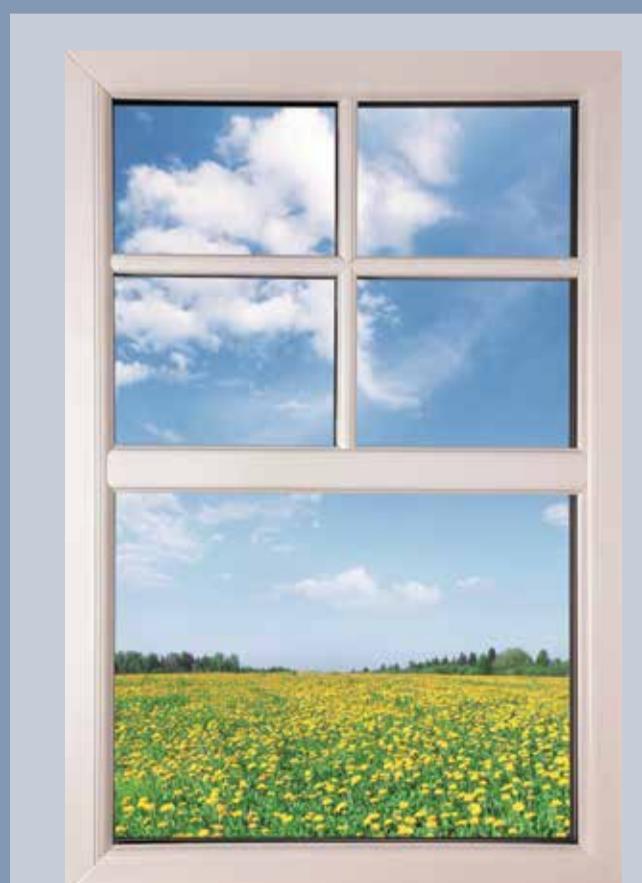
With the great success of our other Georgian bars in recent years, we've now added a new 50mm midrail bar to our range which benefits from the same production processes and finishing, yet offers what we believe is a game changing product.

Up till now to achieve a 'cottage look,' a transom needed to be welded into the frame, thereby creating the need for two separate IGU's, adding both time and cost to the finished window. The new 50mm Georgian bar has a patented clip on system that underpins this new product, acting as a false transom, thereby necessitating just a single glass unit. It can also be used as a dummy midrail for a residential door installation and is available in white along with eight foiled finishes.

The new 50mm midrail bar can also be used with both a

25mm or 21mm bar as the example opposite shows and the uptake from customers has been impressive, with CWG Choices the first to tweet a completed installation.

Jason Wilder, co-director of CWG Choices commented: "This new 50mm Georgian bar is an important development for us and one that we have adopted for our C70 and O70 Gold® product offering, in ten colours in total. The power of the KÖMMERLING brand is important for us and for our customers too, who respect the product engineering pedigree."



New 50mm Georgian Bar adds further design options.



**Joe Martoccia, new managing director of Solidor Group.**

# In The Chair

## Joe Martoccia – Solidor Group

In the second of a regular series of Q&A's with key customers, we interview Joe Martoccia, the new managing director of Solidor Group, about the issues facing the composite door sector and the latest developments in their dynamic business.

### **Q Do you believe that the composite door market will ever fall away like the conservatory market did in the last decade?**

No, fundamentally these are two very different markets with significantly different dynamics. Firstly the size and scale of the UK door market is much greater than that of the conservatory market, so there's much more opportunity. Replacing a front door is a much shorter cycle of activity to delivery, with fewer considerations for the homeowner.

I also think that consumer appeal is much broader in the purchase of a composite door, colour and style trends can drive demand, but a major difference is that there is a natural element of built-in obsolescence in traditional doors. This makes composites not only a great replacement option, but also the door of choice for discerning new builds.

### **Q Product is certainly a key differentiator for Solidor, but how will you stay ahead of the chasing pack?**

True, Solidor has been the sector innovator, first to market with a number of new colours, styles and add-ons such as security and unique glazing options, all clear points of differentiation. However, over the last 18 months, the focus has been on coping with the unprecedented demand

for our product, but with recent major investments in our plant, processes and people, we can once again kick-on and rejuvenate our new product development plan.

Already our NPD team has identified and is working on a range of exciting new products and options. Our supply partners will play a major role in our plans and we look forward to working with Kömmerling on a range of exciting new developments over the coming months.

### **Q What does the future for Solidor hold?**

To be honest, it's quite simple, just more of the same of what made this company one of the greatest industry success stories of modern times - excellent products, the broadest range, some exciting innovations and the delivery of major revenue streams for all of our stakeholders.

But the overarching goal is the pursuit of excellence in everything we do, it's a journey which started recently with the investment in a number of talented people to complement and strengthen the great existing team. But importantly, it's a journey on which we want our suppliers to join us and ultimately one that our customers and their customers can also benefit from.

## **Q How have the first months at Solidor been for you?**

It's been a voyage of discovery and learning for me. Fundamentally, I am familiar with the channels to market and how the home improvement sector works, but my learning has very much centred around how we differentiate from our competitors and of course what makes our product so unique.

There are so many single components that go into the making of a Solidor, but when they are presented together in one of our doors, the overall door set becomes very unique. We are proud to have worked together with Kömmerling for many years, our slab and the Kömmerling frame fit perfectly together and more importantly, work in harmony to deliver years of trouble free use.

We have a great team at Solidor, which doesn't just extend to our colleagues in Stoke-on-Trent, but includes a range of quality suppliers and stakeholders. Together, I believe that we represent the best composite door partner anyone in the industry could wish for.

## **Investment with Flair**

Flair Plastic Products have recently invested in an additional Stuga ZX4 – MK2 cutting and machining centre which will further increase capacity at the Kömmerling fabricator to help cope with demand from their thriving customers.

In the last few years Flair have grown significantly and this latest investment is all part of a longer-term strategic plan, with Kömmerling chosen as their preferred long-term profile partner. Flair not only manufacture the renowned C70 and O70 Gold® systems, but also their PremiLine patio door and impressive lift and slide PremiDoor.

The new Stuga ZX4-Mk2 cutting and machining centre at Flair can produce all required saw cuts and preps profile by profile and operation by operation. Preps can be placed anywhere within 360 degrees and this is controlled by the software, while the graphic interface makes adjustment of the position accurate and simple. The new cutting and machining centre measures each length of profile and

instantly re-optimizes the batch if random offcuts are added meaning that offcuts are always tightly controlled. For Flair this means that they can operate more efficiently and across a large number of profile variations and colours.

The fact that Flair carries a wide range of foiled options in stock has proven to be a real catalyst for their sales success. In addition to the latest Chartwell Green and Irish Oak options, they can also offer products in Golden Oak, Rosewood, cream, white foil, grey and black in all of the Kömmerling systems.

Adrian Keegan, sales manager of Flair Plastic Products commented: "This latest investment will help us boost our



**David Bick (Flair), John England (Kömmerling),  
Adrian Keegan (Flair).**

production capabilities and makes us more operationally efficient. Our enhanced installer package and impressive showroom is really helping us to stand out in the marketplace and we've bold expectations for the year ahead."

Installers looking to switch to Flair are promised first class products, excellent customer service and a free showroom support package. For further information contact Flair on 0121 624 5001 or e-mail sales@flairwindows.com

# A Little Irish Cream

Ireland's new build market is now more buoyant than it has been in recent years, with a growing trend towards different foiled windows as our Irish partner Profile Systems and their manufacturing customers have experienced.

Wright Window Systems have been involved in a project with Cosgrave Developments at the former Dún Laoghaire golf course in Dublin, providing 'A' rated windows for a number of new property styles, using the Kömmerling C70 Gold® system with a cream foil. The development also graced the Irish Times on Thursday 18th March, 2015.

Paul McCarthy, Sales Director of Profile Systems commented: "It's great to see our customers and products being preferred in the premium new house build sector, especially considering the existing range of standard foils and guarantees we can offer. Wright Window Systems and all our manufacturing clients understand the need for premium products that offer the best energy efficiency in the home."

While experts suggest a more cautious approach to the housing market in Dublin, elsewhere some people are

suggesting a 20% growth in the market as the rest of the country tries to catch up with the capital.

For further information on Wright Window Systems call (+353) 44 922 4600 or log on to [www.wrightwindows.ie](http://www.wrightwindows.ie).



Kömmerling C70 Gold® in cream. Installed by Wright Window Systems.

## Patio Manufacturing at Profile Systems

In response to customer demand Profile Systems opened up a new fabrication facility in 2014 in Naas, Co Kildare, Ireland, initially to supply fully manufactured PremiLine patio doors, with existing customers eager to focus on the manufacture of the C70 and O70 Gold® systems.

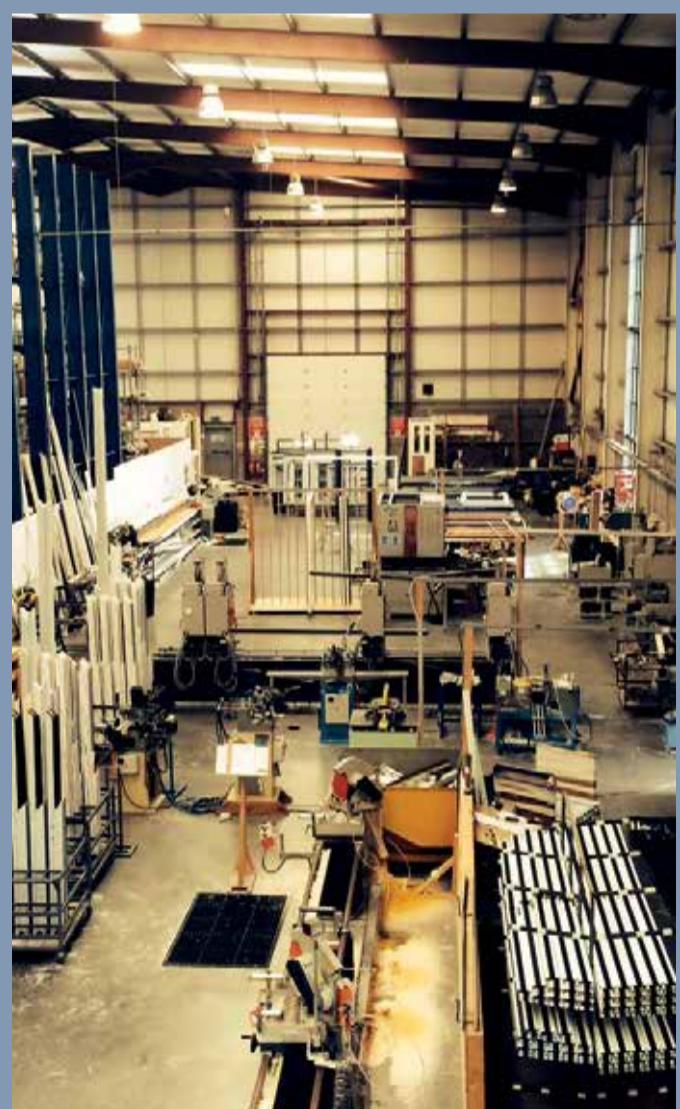
With expert guidance and investment in capital equipment, this facility has quickly made Profile Systems Ireland's largest manufacturer of patio doors, a staggering achievement in such a short space of time. With customers looking for a genuine alternative to a bi-folding door the company have now added the Tri-Slider, triple track patio door and the lift and slide PremiDoor to the product range.

This new facility is rapidly growing, with sales of the Tri-Slider now overtaking those of the bi-folding door and the company has recently expanded the trained workforce to cope with the increase in demand. Given the resources of Profile Systems, they have been able to invest in a wide

range of foiled options from stock, with the grey and black foils proving particularly popular.

Paul McCarthy, sales and business director of Profile Systems commented: "This is an important investment for us as a business as we look to support our customers for the growing demand in all types of patio door. The foiled colours, Tri-Slider and the lift and slide PremiDoor give our customers a real edge in the Irish market."

For further information on these patio door solutions, log on to [www.profilesystems.ie](http://www.profilesystems.ie) or call the sales office on (+353) 1890 454501.



The new patio manufacturing facility at Profile Systems.