

VISION

SOUTHWEST

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Issue 186

THE NATIONAL PUBLICATION WITH A REGIONAL EDGE

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Wipes Clean Up In Hall 1A At Show

Wiping their way into the hearts of many at this year's FIT Show, successful industrial wipes specialist Big Wipes proved to be a visitor favourite with one of the busiest stands at Telford's International Centre.

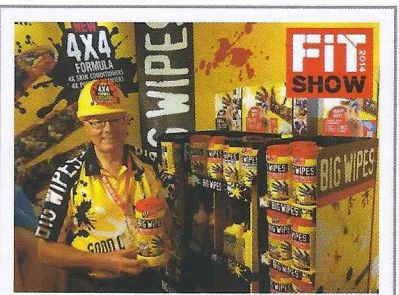
Located in Hall 1A there wasn't a moment when Brand Ambassador David Hawkins and the team were not surrounded by a sea of interested parties keen to get their hands on the latest products from the Sycamore UK Ltd brand. With demonstrations aplenty and friendly faces always on hand to answer any questions that might have been asked, they were by far one of the most popular exhibitors at the fabricator and installer trade show.

Easy to spot thanks to their vibrant stand decked out in yellow and the staff's loud and cheerful attire, a feel-good approach earned them a large amount of quality leads as well as a few fans. The team was constantly demonstrating the company's products providing a powerful lesson about how to make an exhibition stand work, drawing in visitors to the stand and then engaging them and easily gaining their interest in the products. "We really enjoyed ourselves," said David "There wasn't a single moment we weren't busy at this year's show. Hall 1A proved to be the perfect hub for

us, attracting big groups together to demonstrate the wide range of specialist cleaning wipes we stock."

Sycamore UK Ltd is one of the UK market leading industrial wipes specialists. They research, develop, manufacture and distribute a wide range of specialist cleaning wipes worldwide under their hugely successful Big Wipes brand. As part of the Sycamore Group of companies, Sycamore UK Ltd has direct access to the R&D and manufacturing facilities of the Group, which is unique in its ability to produce specialist cleansing wipes across all sectors including trade, industrial, DIY, office, janitorial, automotive, cosmetic and household.

Contact FIT Show T: 0845 0945 215, www.fitshow.co.uk or Sycamore UK T: 0845 680 0884, www.bigwipes.com



David Hawkins, Brand Ambassador

Environmental Product Declaration

EPD

DIN ISO 14025
und EN 15804



EPD® For Insulbar RE

The first thermal insulation profile made of 100% unmixed recycled polyamide that improves the eco balance of buildings, Insulbar RE, has now been on the market for a number of weeks.

What makes it special: The insulation profile, which is used to create a thermal barrier between the inner and outer shell of the metal frames of windows, doors and facades, is

made of 100% unmixed recycled PA66, making this a truly resource-saving option. Plastic specialist Ensinger processes this high-quality material using an upcycling process which renders its properties directly comparable to those of new material.

This means that insulbar RE – just like the classical insulbar product line - provides excellent thermal insulation and helps to save energy and costs for room heating and cooling.

During the manufacturing phase, it generates 85% fewer greenhouse gases, as well as using 89% fewer fossil-based resources. This claim has now been backed by the Institute for Window Technology (ift) in Rosenheim, which has issued an Environmental Product Declaration (EPD) additionally endorsed by an independent expert. "The excellent values documented in the Environmental Product Declaration are

testimony to the outstanding suitability of the product for system manufacturers and processing firms in the field of window and facade construction to address current and future demands, particularly given that sustainability is set to play an ever more vital role", explains Dr. Michael Möller of the Research and Material Development Department. "The EPD also offers planners, architects and property developers a reliable data basis for improving the eco balance of their building project."

It forms the basis for ecological building assessment. In accordance with the international standards EN ISO 14025:2011 and EN 15804:2012, it encompasses all the relevant information about the environmental impact of a product over the entire life cycle - from extraction of the raw materials through to recycling.

This provides a basis for comparison of the data from individual EPDs, which can be collated using a modular system to create a building's eco balance.

ISO Type III declarations are a requirement in many building tender specifications, in particular for public buildings or largescale corporate investment projects, as according to the LEED, BREEAM, BNB and DGNB standards or similar certification systems, the entire building process and the construction materials used are classified in ecological, economical and functional terms on the basis of EPDs.

When manufacturing insulbar RE, Ensinger ensures that the customary high standard of insulbar quality in compliance with DIN ISO 9001:2008 is seamlessly adhered to. Impressive features of the recycled profiles alongside their energy efficiency include their good mechanical properties, the customary parameters for subsequent coating, their long service life and the same longlasting functional reliability users have come to expect from the material PA66. This makes a simple changeover from insulbar to insulbar RE possible at any time.

Contact Ensinger T: 0121 333 4188, www.insulbar-re.de/en

Company Become Latest Premium Installer

Huddersfield-based Gardinia Windows are the latest high profile installation company to become a Premium Installer of Solidor's pioneering composite door range, which is helping re-define the sector through a number of key product features.

With a history in the glazing industry that dates back to 1983, Gardinia have built up an impressive reputation in their hometown of Huddersfield and further beyond in West Yorkshire. There's 15 Solidor composite doors on display in their showroom and given the push for greater security in recent years by West Yorkshire Police, the company now offers a free upgrade to an anti pick, snap and bump high security Yale cylinder.

The combination of an Avantis security cylinder guard and Yale high security cylinder provides for the ultimate high security upgrade. The Yale cylinder boasts a wealth of features including anti bump and anti snap technologies and is drill, pick, force, tamper, torque, and saw resistant. Along with the security enhancements, the company also believe that other key product features have enabled them to stand out from other companies in their area, as they promote the merits of 17 colours inside and out, a "Green Promise" and a solid hardwood core construction among other USP's. The company have been a Solidor customer for over 3 years and have seen sales grow strongly now amounting to an average of 7 installations per week. Further growth is also expected following their

elevation to Premium Installer status, which is listed on the Solidor website.

Dean Foley, Area Sales Manager of Solidor comments: 'Gardinia have proven to be an excellent customer for us, selling the virtues of our unrivalled range of composite doors, whilst offering a free security upgrade. Our Recommended and Premium Installer campaign is really driving the leads for our customers, while the product features are helping to close the sales.'

Michael Foster, company Chairman of Gardinia Windows concludes: 'The decision to introduce Solidor 3 years ago has been an important one for us. It's clearly head and shoulders above any other composite door on the market in the UK and they continue to innovate and support us as customers very well.'

Contact Solidor T: 01782 847 300, www.solidor.co.uk or Gardinia Windows T: 01484 542 912, www.gardiniawindows.co.uk

