

10-1-1993

## BS News

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# BSNews

IRISH BUILDING SERVICES NEWS

## What's In A Field? ... A £23 Million Business Opportunity!

**Y**es, that's the guesstimate of the value of the services content of the Tallaght Hospital Project. Allied to that is the associated and related installation costs.

Taken together, they represent one of the largest ever single-source business opportunities presented to the building services sector in this country. Such an opportunity would be welcome at any time but, in the context of today's trading environment, it is nothing short of a lifeline.

The question is ... will the full

potential be realised by Irish industry? The answer is that it must. It is incumbent on all involved — from the Tallaght Hospital Board through to the professional teams concerned — to ensure that it is.

Equally so, those who wish to be included in the project — be they product suppliers, contractors or whatever — have to ensure that they approach tender and supply procedures in a professional manner.

Apart from the very obvious injection of capital the project

represents, it will also serve to lift the morale and enthusiasm of the services industry. Contrary to what many believe (and what some are reluctant to acknowledge) there are already signs of an upturn. However small at present, they exist.

The National Plan will also help. Whatever your political persuasion and whatever the shortfall in the funding from Brussels, projects other than the Tallaght Hospital will also materialise. It's far too easy to succumb to the pessimistic view ... being positive is far more difficult but it can also turn even the half-chance into something beneficial. As Jefferson Smurfit is quoted as saying ... "Opportunities come to pause, not to pass".

## SC Controls Ltd Dissolved?

As we went to press we were still unable to confirm whether or not SC Controls Ltd had been dissolved or liquidated. Attempts to contact the company proved impossible, giving substance to the opinion that they have in fact ceased trading.

*BSNews* has spoken with a number of aggrieved creditors who expressed concern that up to the time of going to press (Friday, 22 October) no formal creditors meeting of the company had been called.

However, a letter (dated 10 September) on SC Controls Ltd headed notepaper and signed by one of its directors is in circulation within the industry. It reads:-

"Due to the economic climate, a general downturn in business and, in particular, the loss of the exclusive agency for the sale of Staefa Control products by this company, it has now become insolvent and is unable to pay its debts as they fall due.

"Accordingly, it is proposed that the company be dissolved as it has been forced to cease trading. As the company is insolvent, any of the creditors are entitled to appoint a liquidator and, should any Court applications be made to this effect, they will be acceded to by the company".





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The Maintenance, Energy & Environmental  
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circulates to independent building services  
contractors and key executives in industry.  
Government, Semi-State and local authority  
bodies. Essentially, our circulation is virtually  
saturation coverage of all those with an  
interest and/or involvement in the industry.

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### ARCON SUPPLEMENT



While "quality of service" is now regarded as crucial to the success of any  
business venture, Arcon has brought this philosophy to bear on the  
merchant sector within the building services industry for the past decade.  
The result is much more than mere business success ... it is also about  
friendships. Above all else, Arcon is about people.

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### ADVANCE SALES LEADS



The Minister for Finance, Mr Bertie Ahern, TD, performing the official opening  
of the IDHE Biennial Conference at The Point during the Irish H&V Show



## TRADE NEWS

### Pay Pause to Generate Jobs?

A substantial pay pause in the next PESF would help to maximise the numbers of jobs which could be generated from the National Plan. The pause would enable the Government and the private sector to control the cost of construction projects and thus help finance an increased number of the Plan projects. There is a clear choice to be made between employment creation and wage increases under the next PESF, Mirette Corboy President Construction Industry Federation said at the Federation week-end in Limerick recently.

Mrs Corboy pointed out that the ESRI has predicted that the construction industry will be the major generator of new jobs in the six years up to 1996. "We are expected to generate 15,000 jobs compared to 13,000 for the manufacturing sector. Considering the losses suffered by the industry in the last 12 months, this will be a major challenge. It will only be possible if the Government enlists the full support of the private sector in maximising the value for money from the strategic investment of

the Structural and Cohesion Funds towards the protection and generation of sustainable long-term employment.", she said.



Pictured at the recent Annual Federation week-end of the Construction Industry Federation were (from left) Minister for the Environment, Michael Smith, TD; Mirette Corboy, President, CIF; and Liam Kelleher, Director General, CIF.

### Protective Clothing

R & M Uniforms supplies a wide range of workwear — one and 2-piece overalls, bodywarmers, blazers and flannels, anoraks, breathable rainwear, restaurant and catering wear, shirts, polo shirts, sweatshirts, shoes, etc.

Safety clothing is of particular importance, especially now in view of the new Health and Safety Act.

R & M supplies flame retardant

overalls, high-visibility anoraks and jerkins, reflective badges, safety helmets, safety steel-toed shoes, gloves and accessories such as torches and first aid kits. In addition to supplying waterproof clothing, the company can also supply a new product which can be used in a washing machine (or hand wash) to waterproof clothing.

Details from R & M Security Centre Ltd, 23a Greenhills Industrial Estate, Greenhills Road, Walkinstown, Dublin 12.

Tel: 01-501977; Fax: 01-503115.

### Satchwell Grant Intelligent



Pictured above is the group of consultants and end-users who took part in the Satchwell Grant technical site seminar at Dublin Airport earlier this month. The topic was Westinghouse Advantage Control Modules (ACMs) which were used by Satchwell Grant during their complete retrofit of the old boilerhouse at the airport. This is the first installation of the ACMs in Ireland and it involved the replacement of the conventional control panel with the new-technology system.

### Manning & Usher – Liquidation Finalised

As we went to press the final meeting concerning Manning & Usher Ltd (in liquidation) was scheduled to take place in the offices of the liquidator, Thomas Fox of Thomas P Fox & Company.

The penultimate creditors meeting had already taken place on 21 September. The fact that no one turned up indicated the poor expectation of the final outcome. While not officially confirmed, unsecured creditors will receive nothing out of the debacle.

### Tecseal Duct Sealants

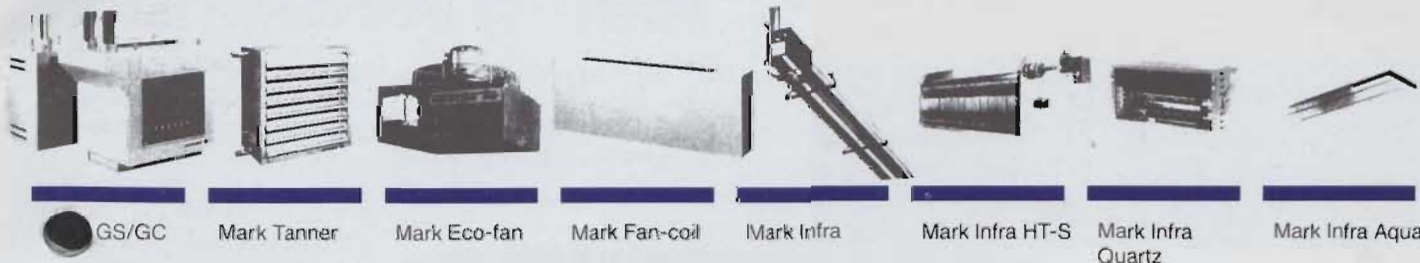


Tecseal duct sealants are now available from Season Control Ltd. Features — suitable for high, medium and low pressure applications; conforms to HVCA specifications for sealants; non-hardening, yet tough and flexible; fire resistant; available in cartridges, cans and tubes.

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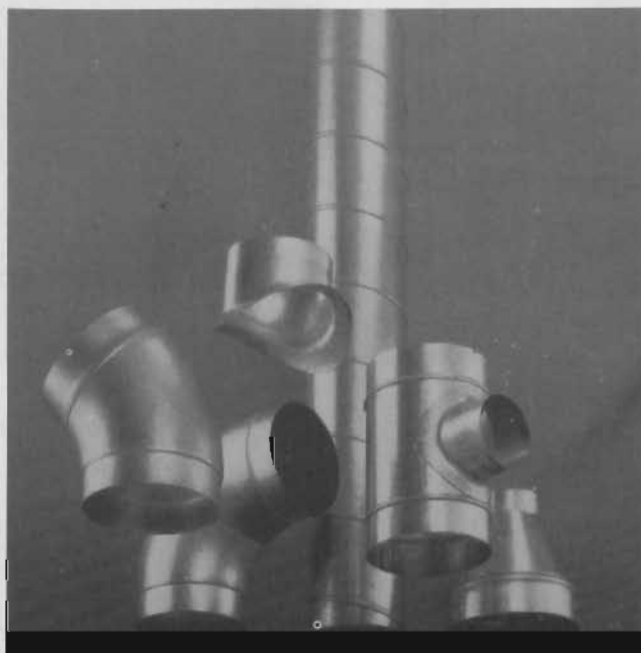
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## TRADE NEWS

### Opportunities in Carlow

O'Callaghan Properties Ltd has commenced work on the 100,000 sq ft, £7 million shopping centre in Carlow Town. One hundred and twenty jobs will be provided during the construction phase and it is expected that the centre will be open in June 1994.

### CIBSE Annual Dinner

There is a venue change for the forthcoming CIBSE Annual Dinner this year, plus a switch from the traditional Friday night.

The new venue is the Burlington Hotel. The date: Saturday, 6 November. Time: 7.30 pm for 8 pm. Dress: Lounge suit.

Tickets and information from Brian Homan. Tel: 01-2805666.

Principal tenant will be Superquinn who will have a 34,000 sq ft supermarket.

Twenty shops units of varying size will also form part of the Centre and agreement in principle has been reached for a triple cineplex to be incorporated in the development.

Considerable attention has been paid to the preservation of the historic aspects of the site. The existing gate house and Governors Building of the old Carlow Jail will be retained and refurbished. Granite from the original jail will be incorporated in the facade of the new complex and the existing main wall of the Jail will be restored to its original condition.

Architects for the project are The Ambrose Kelly Group, Dublin; Quantity Surveyor is John J Casey & Co of Cork; Services Consultants are VMRA - Dublin. The main contractor is Bowen Construction Ltd of Cork.

### Armitage Shanks Cork Outing



Pictured at the Armitage Shanks outing in Cork were overall winner Liam Barry, Dublin Providers (2nd left). He is seen here with John Hallett, Sales Director; John Hunter, Area Representative and Brian Redmond, Managing Director, Armitage Shanks.

### Vacuum Drainage Systems

The CIBSE Public Health Engineering Group is holding a seminar on vacuum drainage systems within buildings on 30 November 1993 at the Building

Services Engineering Centre, Balham, South London.

Vacuum drainage systems have been used extensively in the USA and Europe and now becoming a serious alternative to the more traditional gravity/pumped drainage systems. Vacuum drainage can

• Continued on page 25

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A black and white photograph of three Grohe faucets, each with a different design, set against a dark background. The faucets are arranged in a row, with the first two on the left and the third on the right. The text "The perfect choice for your Bathroom ... Shower ... and Kitchen" is written in a curved path above the faucets. The Grohe logo, consisting of the word "GROHE" above three wavy lines, is positioned to the right of the faucets. Below the logo is the company name and address.

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# 'Join Our Circle of Successful Friends'

**W**hile "quality of service" is now regarded as crucial to the success of any business venture, Arcon has brought this philosophy to bear on the merchant sector within the building services industry for the past decade. The result is much more than mere business success ... it is also about friendships. Above all else, Arcon is about people.

As pioneers of the concept back in 1983, Arcon developed its business around two central factors — quality products from brand-leading names provided by a team of high-calibre, knowledgeable personnel. These complementary strengths laid the foundation for a service-oriented organisation dedicated to customer satisfaction.

That the formula proved successful is self-evident. Arcon has grown in stature since those early days, principally because of its willingness to adapt and change to suit the changing market requirements and, even more so, to satisfy the ever-changing needs of its customer base.

Moreover, rather than wait for the marketplace to dictate the pace of this change, Arcon was always to the forefront in identifying trends early and in implementing strategy changes



Director Tony Callaghan.

***Arcon recognises  
and values the  
contribution of its  
suppliers and loyal  
customer base to  
the success it has  
enjoyed***

which gave its customers an edge over their competitors. That same innovative attitude prevails today and now, 10 years later, Arcon — while celebrating its past achievements — is looking to the future and at securing similar levels of business success to that which it has enjoyed to date.

Arcon recognises and values the contribution of its suppliers and loyal customer base to the success it has enjoyed to date and is intent on ensuring that these mutually-beneficial trading relationships will be cemented and broadened still further in the future. It is also anticipated that new trading partnerships will be developed.

The same can be said to apply to its customer base.

A look at the supplier and customer base of Arcon vindicates the value of this philosophy. For the most part, the core names on both lists remain unaltered and, in many instances, analyses of what



Ken O'Keefe, Sales representative with Joe Cadwell, Heating Manager and John Andrews, Industrial Plumbing Manager.



## SANITAN

Sanitan have the most comprehensive range of period bathroom fittings available in Ireland.

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By using the finest materials and maintaining traditional hand crafting skills, Vernon Tutbury ensure that bathrooms of the highest quality are available to today's discerning individual. Vernon Tutbury believe that every bathroom should be exclusive, reflecting the personality of the individual through a wide choice of design opportunities. Each Vernon Tutbury Collection is inspired by classic styling. The timeless quality of the range can be uniquely interpreted to lend a new elegance to any home.



At Jacuzzi we take design very seriously. In fact, before we introduce a new bath we make sure that the lines are both contemporary and timeless, refined in such a way that each bath design will be as beautiful in the years to come as it is today. When it comes to something as personal as bathing, it's the details that add up to a superb sense of luxury and comfort, details that reflect the care and thought that go into every Jacuzzi design.

**THE INTERNATIONAL DESIGNER COLLECTION**

# ARCON

.....

complementary to one another. Nonetheless, the range is not limited by the choice of brands represented. Arcon takes the view that it is essential to offer choices for the same purpose within the one overall package. The company has successfully overseen distribution changes down through the years and, in each case, the response to change has been brisk and efficient. When changes have been necessary, it has always been the priority of the company to improve the product areas involved.

It product supply and distribution in today's competitive marketplace is far more complex than before. The quality and availability of the products concerned is ultra-important but it is, however, only one aspect of the service offering. Communication, customer care and the level and manner of manpower support is equally important.

Communication is one of the single-most important elements of any service industry. This is especially true in today's trading environment where customers/clients expect instant access by way of 'phone and face-to-face contact. To that end all Arcon personnel are fully trained in customer relations and are immediately accessible at all times. Hence also the willingness to cater for "specials" and to offer advice and technical support free of charge where required.

This is all part of the dedicated customer care philosophy which is now deeply ingrained within Arcon and is evident at all levels of the company. Arcon is first and foremost about people ... about establishing relationships ... and, ultimately, about forging and consolidating trading partnerships for the long-term. While 10 years is a significant milestone in the affairs of any company, 1993 marks not just an important historical landmark for Arcon but rather the first step in its future development.

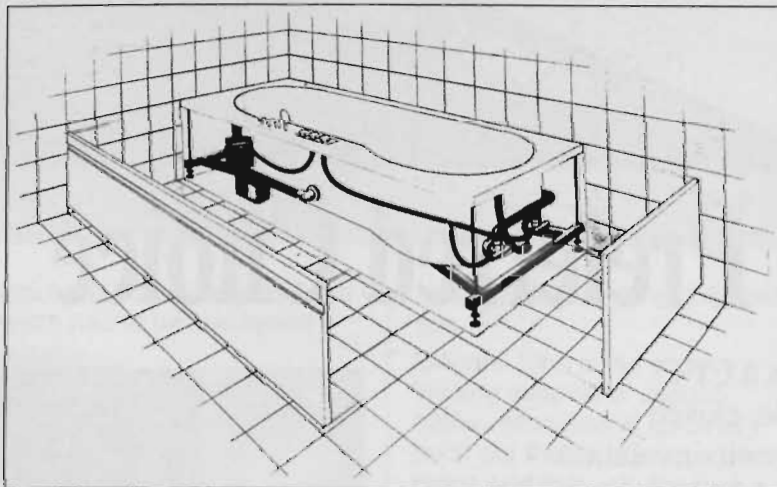
## JACUZZI

Originally founded in the early 1900s, Jacuzzi Inc earned early success from designing and manufacturing airplane propellers and irrigation pumps. In 1968, Roy Jacuzzi, joined the company. He had an innate sense of what the future could hold for the already established firm. Knowing that consumers were moving strongly towards an emphasis on health, fitness and leisure activities, Roy saw an opportunity to anticipate and help lead that trend by creating the very first fully self-contained whirlpool bath.

As the innovator of the whirlpool bath industry, Jacuzzi jets feel more soothing, more therapeutic than other hydromassage jet systems.

Jacuzzi's patented system moves more air and water through bigger jets, mingling them from all directions and therefore creating a broad circular pattern of bubbles. The result is high-power hydrotherapy for the whole body.

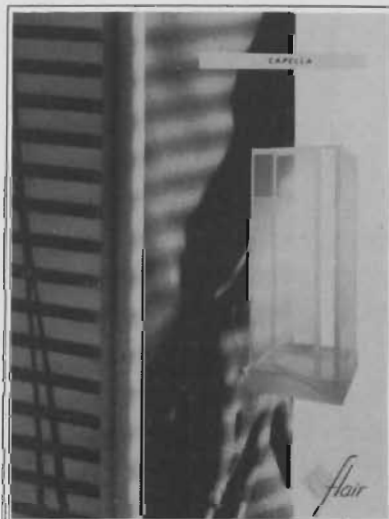
Jacuzzi Inc is the leading whirlpool bath manufacturer in all the world. From North and South America to Europe and Asia, the name is synonymous with forward thinking, innovative design and the latest in technology.



Atlanta 160 & 170 whirlpool bath by Jacuzzi.

## FLAIR

Flair International Ltd is an indigenous Irish manufacturing



company producing highly-specified Irish-made shower enclosures and bathscreens. Being Irish gives Flair a number of key advantages such as proximity to the marketplace. This is also an added-value benefit for customers such as Arcon who have immediate access to design, technical and marketing support.

The recently-launched Flair Capella range of products are simple to assemble and instal. They have an in-built telescopic feature which allows them to be easily adjusted to cater for non-standard tray sizes, tile-related problems and situations where walls are out of plumb. The standard 800mm Capella bi-fold

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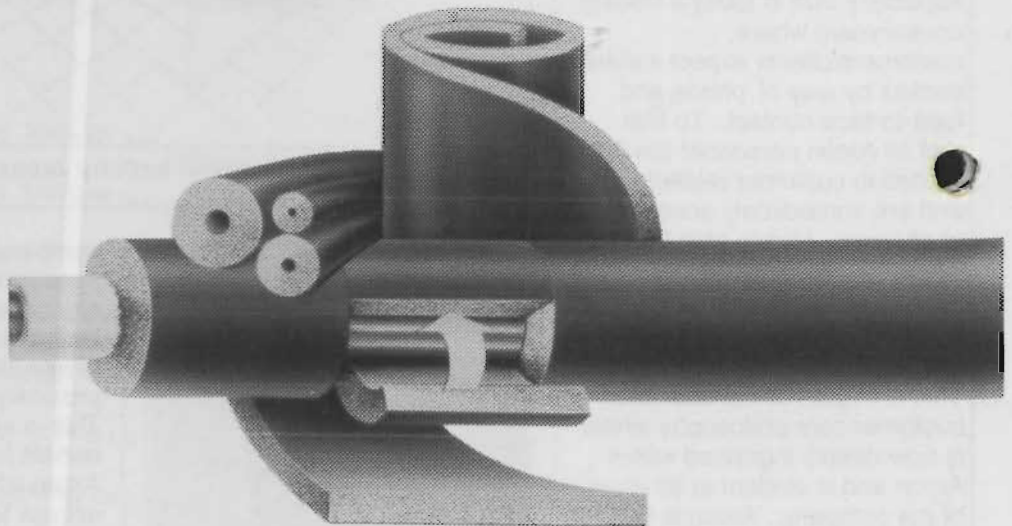
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## ELEGANT JOHN BATHROOMS

# Bathrooms of Elegance to Suit All

Below: Director Eamonn Monahan

**H**aving identified the need for a specialist niche supplier of quality bathrooms, Arcon took the view that a separate company should be established to pursue this objective. Hence the formation of Elegant John Bathrooms, a name that is now widely-known and respected throughout the country for the quality of service it provides (including design/selection advice); the professional displays it presents at its showrooms; and the quality of the merchandise stocked.

Eamonn Monahan and Ronnie O'Connor are the driving force behind Elegant John Bathrooms. Opened by the then Minister for Finance Albert Reynolds in 1988, Elegant John has proved an enormous success.

Up to five years ago, leading brand names such as Vernon



Tutbury, B C Sanitan and Aqua Mason had to be purchased

abroad. Elegant John changed this.

Elegant John is the country's leading supplier of Jacuzzi baths. Monahan is quick to point out that Jacuzzi is a brand name and that only the real thing is supplied at the showroom.

Although they have been around since the turn of the century, Jacuzzis have become popular only in recent years. The Jacuzzi is no longer the sole preserve of health or sports clubs and this change has been reflected in an increased demand for domestic Jacuzzis.

Customers can select from a complete range, the centrepiece of the collection undoubtedly being the Fiore, featuring double water rainbow spouts and an accessory area which conceals a mirrored interior and hand-held shower.

Equally attractive is the Aura, a two-person lounger bath with two contoured backrests and



Director Ronnie O'Connor



## ELEGANT JOHN BATHROOMS



**Collette O'Reilly with Jennifer Smith and Technical Director Ronnie Colvin**

dual control panels. The range also features the Quasar and Pulsar which provide invigorating hydrotherapy benefits and the Thais, with five whirlpool jets.

Steam showering is the latest innovation in the domestic bathroom market. With its attendant therapeutic and health benefits, it is proving extremely popular. Elegant John brings its customers state-of-the-art technology with the Nordic Steam Shower.

One of the newest concepts in showering, the Nordic Steam Shower is adaptable and can be installed in your own shower. It features a shower cubicle which is provided with a seat, a dome or ceiling to keep in the steam, and a special steam generator.

A large number of easy-fitting shower doors, available in gold, chrome or white, are on display at the showroom. Some of the most popular selections among customers have been the Nordic Pivot Door and the Daryl enclosure range.

Another highlight is the large selection of Grohe power showers. Grohe is Europe's market leader in taps, mixers and showers and specialises in top-quality pumped showers.

Among the models is the Mainstream 26, which is regarded as one of the best available on the market. The Mainstream programme includes a fixed-height, dual-action headshower and arm-adjustable side showers for an all-over drench, and a Pulsator handshower. A working model of this shower is on display at the Herberton Road showrooms.

Elegant John has made its name by supplying the leading brands of high-class bathroom

suites. Vernon Tutbury is among the best known makers of exclusive bathrooms and has acquired expertise in designing master bathrooms, dressing rooms, en suites, shower rooms or cloakrooms.

The Cotswold Collection, by Vernon Tutbury, has a romantic influence featuring gently curved porcelain with floral and linear decorations. One example is the Paeony which provides a strongly feminine style, complete with barrel cistern, Cotswold bath and Isis three-tap hole mixer options.

A comeback has been made by Victorian style bathroom suites and a complete range comes from makers B C Sanitan. This range revives traditional and classical styles, as does the Edwardian. A full range can be seen at Elegant John.

A most popular item in this range is the cast-iron, free-standing bath on clawed feet. To complement the traditional baths, a range of classic fittings from Aqua is available. These include semi-inset basin units with dark maple finished modular storage units.

In addition to luxury suites, a host of accessories suitable for all bathroom suites is available at Elegant John, including a complete range of Myson towel warmers.



**Cathy Kelly, reception with with Tony O'Neill, Sales Coordinator and Angie Rogers, Sales, Elegant John**



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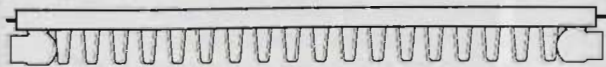
INSPIRATION IN THE BATHROOM



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As well as increasing efficiency, we've increased the range of sizes. More sizes, more choice. Elegant, stylish and with a 5-year warranty, the new Premier HE range has an even higher quality paint finish to a European RAL specification. And improved packaging makes storage and handling easier.



But there's more behind the new Premier HE than just fins. To help your customers, we're offering a free computer program, suitable for any IBM PC or compatible. Easy to use, it will specify the new Premier HE radiators needed for any size of installation.

And the biggest plus of all, the new Premier HE is backed by the full strength of Potterton Myson, one of Europe's largest manufacturers of heating products, by major investments in product development and research, and by a nationwide sales and service organisation designed to help you grow your business.

**POTTERTON MYSON**  
PART OF BLUE CIRCLE

BELGARD ROAD, TALLAGHT, DUBLIN 24. TEL: 01-590870. FAX: 01-5908816

• Continued from page 7

door adjusts between 810mm and 685mm, while the 100mm bi-fold fits between 1023mm and 797mm.

### SANBRA FYFFE

Sanbra Fyffe are established 60 years and employ 100 people in their Santry factory where they have received the ISO 9002 certificate as manufacturers and distributors.

They produce compression couplings to IS 239 1987 and BS 864 for home and export markets, which suit copper, polythene and polypropylene pipes. Also in their range are taps to BS 1010 and gunmetal underground water mains connections.

As well as being manufacturers, Sanbra Fyffe are also agents for Leisure Sinks, Rabco capillary fittings and valves, plus other products complementary to the plumbing and heating trade.

### BARLO MERRIOTT

Barlo Group plc is one of Ireland's leading radiator manufacturers with brand-leading names — Barlo and Merriott — holding substantial market shares in the volume and specification ends of the marketplace, both at home and throughout Europe.

Barlo is perhaps best known in the domestic sector but is fast gaining a reputation in the commercial/industrial sector where the much-improved and extended range is now being increasingly specified.

Meanwhile Merriott continues to grow in stature and is now pressing for pole position in the specification sector.

The combined strength of both ranges is such that, apart from the inherent quality offered, they complement one another to the point of being all things to all men.

This is especially so since the addition of the latest new



**Barlo towel rail**

product types which include towel warmers and towel rails. Supporting this extensive product portfolio is a back-up service which includes ex-stock availability on most lines; computer-aided selection; design advice; and technical support.

### IRISH METAL INDUSTRIES

For plumbing and heating installations, copper tube offers many benefits over other substitute materials. So confident are Irish Metal Industries of the product, that they provide a 25-year guarantee with it. On the

grounds of corrosion resistance alone, it proves outstanding. A further important contributing factor towards copper's superior corrosion resistance is its biocidal properties which recent research has suggested inhibits the growth of biological films.

For the best protection, installers and specifiers should insist that copper tube be to IS: 238 : 1980 and carry the "Standard Mark".

Copper Tube to IS : 238 : 1980 is the "Workhorse" of the plumbing and heating industry because of its versatility and price. It is light, rigid and malleable being suitable for most above ground uses including hot and cold water, gas sanitation and heating



# The Standard Bearers.

Licensed to use the  
Standard mark.

Compression Couplings  
manufactured to  
I.S. 239: 1987.



## IRISH INSTANTOR<sup>®</sup>

Sanbra Fyffe, Santry Ave., Dublin 9. Tel: 842 6255 Fax: 842 6428.

## GIVE YOUR CENTRAL HEATING A GOOD START

WITH **LANDIS & GYR** CONTROLS

### Timeswitches

*Burner and Pump Control*

**RWB100** — 24 hour  
**RWB152** — 5 day/2 day  
**RWB170** — 7 day

### Programmers

*Suitable for gravity or pumped systems*

**RWB102** — 24 hour Mini  
**RWB200** — 24 hour  
**RWB252** — 5 day/2 day  
**RWB270** — 7 day

### Thermostats

**RAD1N** Room Stat  
**RAM1** Cylinder Stat

### Flow Control

10 & 15mm Angle TRV's  
**MA-V3..** Mid position Valve 22mm  
**ZA-V2..** Zone Valve 22 & 28mm

### Control Pack

**FLOWMINDER**  
Mid position Valve 22mm  
Room Stat  
Cylinder Stat

ABB Environmental Control Ltd.  
Belgard Road, Tallaght, Dublin 24.  
Telephone: (01) 522622. Fax: (01) 599939

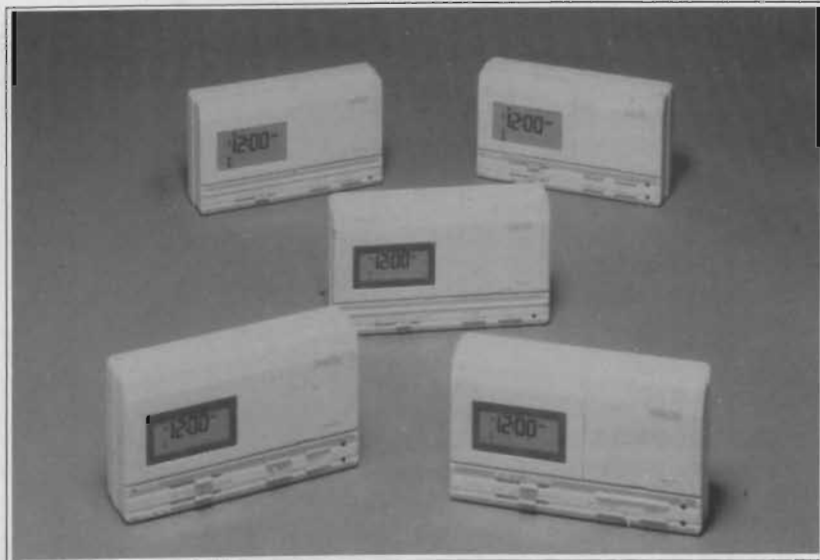
**ABB**  
ASEA BROWN BOVERI

installations, not forgetting many general engineering applications.

## GROHE

Grohe quality is legendary, the result of 50 years experience in world markets. Consumer research, computer-aided design, skilled technical input, life testing and manufacture in the most modern plants in Europe, result in engineering excellence with high-quality finishes to give beauty that is more than skin deep.

Moreover, Grohe has been granted ISO9001 certificate, the



**Landis & Gyr central heating controls for every application**



**Mainstream from Grohe.**

internationally accepted guarantee of Quality Assurance.

The Grohe range covers taps, showers and tap mixers for bathrooms. A typical example is Mainstream. This is a deluxe range of high-performance shower sets, ranging from the simplest to the most luxurious, with an unsurpassed choice of shower heads and colour finishes.

Each set comes complete with a thermostatic shower mixer, a high-performance booster pump, and all the appropriate fittings.

## LANDIS & GYR

Landis & Gyr's RWB100/200 residential heating timeswitches and programmers (supplied to Arcon through ABB Environmental Control Ltd) cover all standard requirements and comprise seven controllers — daily, 7-day and 5-day/2-day timeswitches and programmers and a mini-programmer.

The products are second-generation electronic heating controls with the emphasis on ease of operation. An important benefit for use with refurbished systems is that all the RWB100/200 controllers fit Landis & Gyr's industry standard backplate.

A recent introduction is the Chronogyr REV10



## ARCON

programmable room thermostat. It has the facility for two daily time/temperature programmes and joins the more sophisticated Chronogyr REV20 which has full 7-day programming capability. Both products are ideal for use with combination boilers or with systems that do not require a timed programme for hot water.

### DANFOSS

Danfoss introduce their new thermostatic radiator valve, Type RAS-D, combining good looks with absolute reliability, energy-saving comfort and ease of operation.

The new RAS-D has smooth, clean elegant lines with clear, easy-to-understand markings, making it simple for error-free setting.

The RAS-D are equipped with a snap-lock mounting mechanism, ensuring quick, firm and proper connection to the valve body without the need for tools.

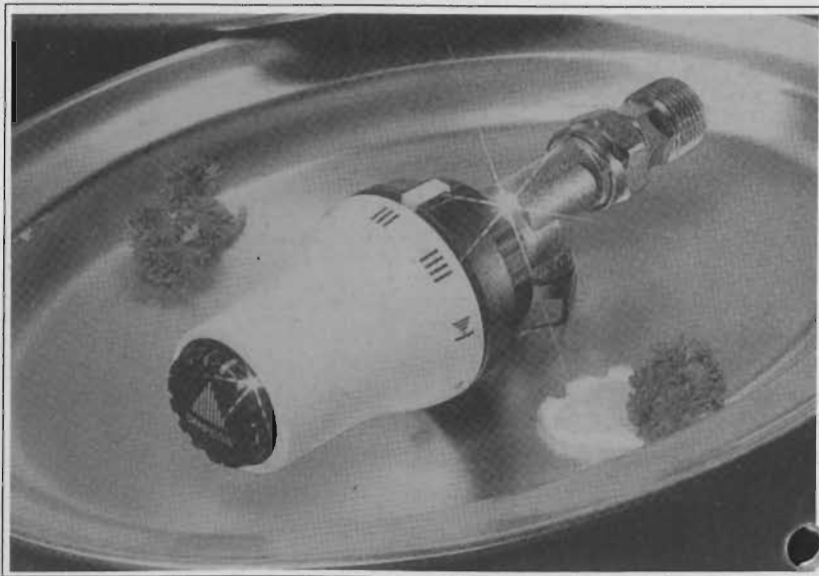
Both built-in and remote sensors are available in the RAS-D range, supplied loose or in combi-packs (angle or straight pattern) with valve sizes 8mm, 10mm or 15mm compression fittings or half inch, three quarter inch and one inch BSP for single or 2-pipe, domestic or commercial applications.

The RAD-S is adjustable between 8 degree C and 28 degrees C, incorporates a frost protection setting and/or positive shut-off position, while the temperature range can be limited or locked as required.

### HEVAC

Hevac Ltd, the "master" merchants, need no introduction to the building services industry in Ireland.

They have a long-established company pedigree stretching back over many years and are renowned as the "A to Z" suppliers of heating and plumbing requirements, from



**Danfoss RAS-D ... the shape of things to come**

half inch fittings right through to a million BTU boiler.

Names represented are restricted to market-leading brands.

Hevac supplies Arcon with a wide range of products including

## HEVAC



SPECIALISTS IN  
HEATING AND  
PLUMBING  
SUPPLIES

- INDUSTRIAL
- COMMERCIAL
- RESIDENTIAL

**Make of point of talking to Hevac**

Some oil and gas boilers; Triflow capillary fittings; Fernox cleansing products; and Gun-barrell pipe fittings and valves.

### VERNON TUTBURY

Vernon Tutbury is part of the Spring Ram Corporation plc, a massive organisation with worldwide interests in

bathrooms, tiles, kitchens and gas appliances.

Included within the group are Spring Bathrooms plc, Fordham Bathrooms plc, Ram Bathrooms plc, Balterley Bathrooms plc and Vernon Tutbury plc for which Elegant John are the Irish distributors.

Vernon Tutbury produces luxury bathroom suites within the upper market sector which is marketed only through specialist outlets such as Elegant John.

Latest innovation from the company is the introduction of the Natura suite. Designed around the natural curving lines and incorporating colours which extensive market research shows has the widest appeal, the launch of the range was supported by a unique brochure built around images of warmth, caring and softness. Copies are available from Elegant John.

### POTTERTON MYSON

Potterton Myson Ireland has a vast product portfolio covering all sectors of the building services industry from boilers through to radiators, valves, gas fires, back boilers and fan convectors.

The range is extensive and covers gas boilers available in



*As the Biggest Producer  
of Top Quality Rolled Top  
Radiators in Ireland, we wish Arcon the  
Best of Luck on their 10th Anniversary.*

THE MURROUGH, WICKLOW, IRELAND.  
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## THE TYRRELL ARMOURY

The Largest Range - A Better Choice

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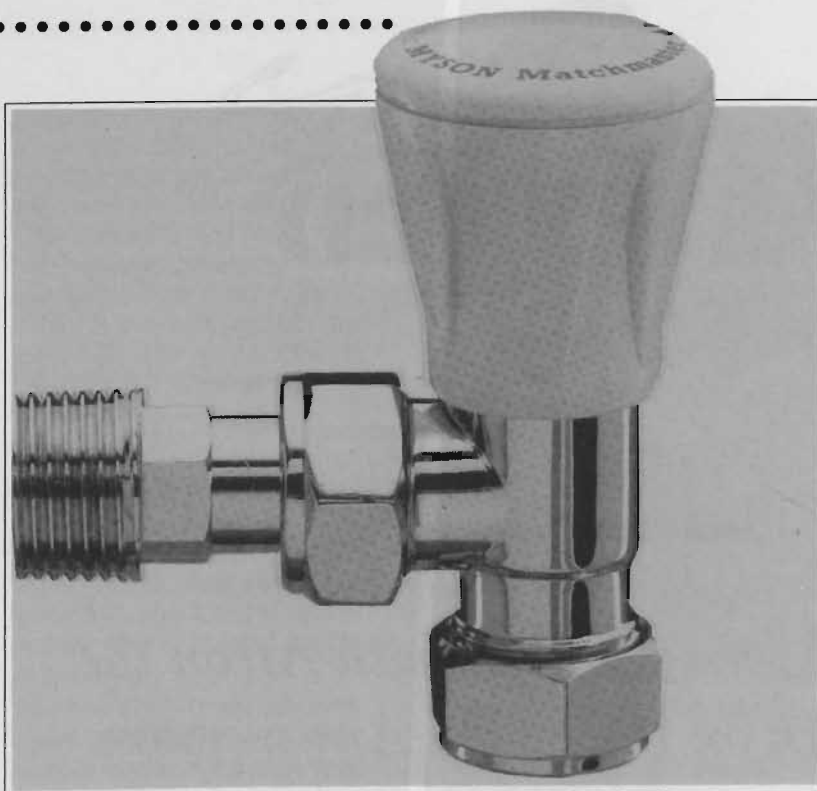
**Think Tank ... Think Tyrrell  
Strongly Recommended**



Agreement  
Certificate  
No90/2533



## ARCON



**Potterton Myson Matchmaster radiator valve**

LPG and natural gas; Oil boilers with balanced or conventional flueing options; Gas fires and back boilers to reflect all tastes; Radiators incorporating LST, Premier HE and Supaline ranges; Valves — Thermostatic, Matchmate, Matchmaster and Fullflow ranges; and the complete range of Potterton Myson controls including electronic timers, room thermostats and timeswitches.

Latest introduction is the new Myson Hi-Line fan convector range which comprises four models with outputs from 4,000 to 20,000 BTU/H. Features include three fan speeds — low medium and boost; new shape and stylish finish; summer switch for circulation of cooling air; and two regulating isolating valves included.

### ARMITAGE SHANKS

Founded as long ago as 1817, Armitage Shanks has grown to be number one by being first with new colours, styles and the latest technology. The range provides flexibility so that bathrooms, ensuites, shower

tailored to suit practical needs and individual decor style preferences.

All Armitage Shanks' products are manufactured to the highest standards and, where applicable, conform to the relevant Standards and Byelaws.

### MFP

MFP is a leading producer of quality plastic building products for the construction industry,

public utilities and local authorities. Established in 1967, the company is part of the Grafton Group plc which employs over 8000 people in the Irish building materials and DIY sectors.

Resources for the ongoing development of the company have been generated through consistently strong performance with the encouragement, support and confidence of Grafton. Future plans include expansion and development of key markets, both at home and abroad.

Located at Lucan on the outskirts of Dublin, MFP utilise the most up-to-date technology and equipment and employs a dedicated and skilled workforce and management team.

In addition to manufacturing a comprehensive range of drainage products, MFP distributes selected ranges from other manufacturers.

### TYRRELL TANKS

Tyrrell Tanks Ltd of Portadown, Co Antrim are the largest rotational moulders of plastic tanks in Europe.

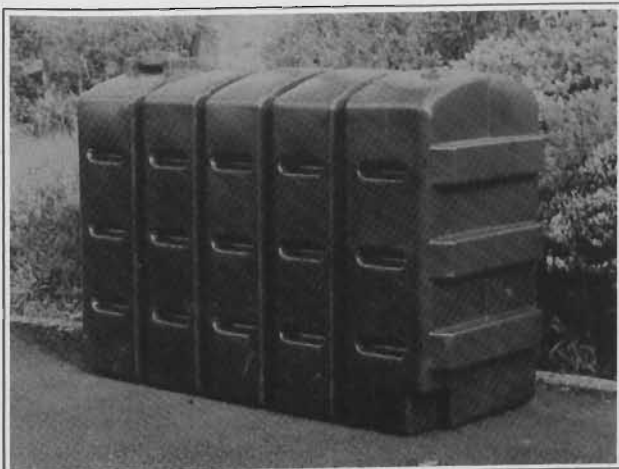
The range produced is extensive and covers all requirements, oil tank capacities going from 220 gallons to 1000 gallons. Everything is



**Silver Cloud from Armitage Shanks**

A R C O N

.....



**Plastic rectangular oil tank from Tyrrell Tanks**

Manufactured to BS5750.

The company employs 170 people and operates out of an 80,000 sq ft plant. Investment to date is of the order of £2 million. Principal markets are Ireland and the UK.

### **KINGSPAN VEHA**

Kingspan Veba Ltd, the Wicklow-based radiator manufacturer, has forged ahead with its expansion plans and continues to make market share gains on the export market. However, its sales and marketing thrust has continued unabated on the home front, helping to secure the company's leading market share position.

Kingspan Veba's product portfolio is all-embracing, covering the domestic and commercial/industrial sectors. All conceivable requirements and variations are catered for, a particular advantage being the company's ability to produce tailor-made, customised radiators at very short notice.

Equally important is the quality procedures employed throughout the entire production process, from the initial intake of the raw material right through to painting and packaging for despatch.

The fundamental design of the Kingspan-Veba radiator has been dramatically improved in recent years, innovations such as the automatic welded vent on the back of the radiator helping to make it far more efficient and cost-effective in operation. The introduction of bubble-wrapping for all radiators has also made a significant difference.

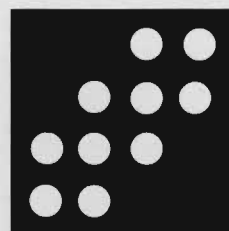
### **ARMSTRONG**

Armstrong World Industries Ltd's Insulation Products Division is the preferred choice of Arcon Heating & Plumbing Supplies Ltd for their requirements of CFC-free, closed-cell, flexible Class O and A/F Armaflex insulation which is available in tube and sheet forms.

Also available in domestic heating and plumbing is Accotube polythylene pipe insulation.

# **Quality Copper tube comes with a 25 year guarantee.**

Suppliers of Copper Tube to the building industry. All our Copper Tube carries a unique 25 year guarantee and is manufactured to IS238: 1980.



**IRISH METAL  
INDUSTRIES**

Unit 25, Stillorgan Industrial Park, Blackrock,  
County Dublin. Telephone: 295 2344/295 2137  
Fax: 295 2163





## BIG CHIEF DRINKING WATER.

NATIONAL STANDARDS  
AUTHORITY OF IRELAND  
ISO 9000 (ISO 300 Part 2 1987)  
CERTIFICATE NO M.122  
Approved for use with  
Irish Copper IS: 238 Size 15-54mm

Water Byelaws, now in force, ban the use of fittings with lead solder in potable water systems. This has brought Triflow Potable (TP) fittings into their own.

All are clearly marked **TPΔ** to provide instant proof that they are nominally lead free. Your customers will find this highly reassuring. And the Water Authority's inspector will know, at a glance, that you're not speaking with forked tongue when you say the job's been done according to regulations!

Quite obviously, TP fittings are perfect for systems which supply water to baths, basins, sinks, standpipes, etc. But since they're as simple to use as regular solder-ring joints, and cost pretty much the same, there's no reason why you shouldn't standardise on them for every job – and save yourself time and trouble in the process.

When it comes to joints for potable water systems, TP is destined to be the big chief. (Dare we say that nothing else is apache on them?).

 **TRIFLOW POTABLE**



**Hevac Limited**

Industrial, Commercial & Domestic Heating 24

70/72 Lower Dorset Street, Dublin 1. Tel: 301211, Fax: 301990.

**CONEX**

<https://arrow.tudublin.ie/bsn/vol32/iss9/1>  
DOI: 10.21427/D7VH85



• Continued from page 4  
be cost effective when compared to conventional systems and will provide a quick, low-maintenance but highly-efficient method of removing foul, waste and in some instances, rainwater from buildings.

The systems are particularly adaptable where buildings are being refurbished and where there is limited availability of flexibility within existing drainage and duct/ceiling provisions. Another advantage is water conservation — the standard flush of a lavatory on a vacuum drainage system uses 1.2 litres of water compared to 9.5 litres with a traditional lavatory.

## Glen Dimplex Enter Irish Gas Heating Market

Glen Dimplex unveiled their new Microturbo gas central heating boiler to the Irish market on the

Bord Gais stand at Plan Expo in the Point Depot recently. Glen are the world's largest player in



Joe Noone, Chief Executive, Heating World with Brian Butterfield, Chief Executive, Bitech (Glen-Dimplex company).

electrical appliances and are now becoming involved in the gas industry.

The Microturbo 40 is the smallest 40,000 BTUs output boiler available, with dimensions of height: 460 mm; width: 300 mm and depth: 215 mm. The technology involved means that the Microturbo 40 takes up half the space of the equivalent conventional boiler. This saving in size has many advantages but, the most innovative fact is that it can be installed inside a standard 600 mm high kitchen wall.

Most gas heating appliances must be positioned against an outside wall where flue products can be directly vented to outside. The Microturbo 40 is different.

Thanks to the special room-sealed flueing system assisted by a quiet but powerful fan, it can be installed up to 9 metres (nearly 30 ft) from an outside wall unit. The Microturbo 40 uses a twin flueing system in which the pipes are only 45 mm (1.75 inches) in diameter, each pipe projecting only 25 mm (1 inch) from the outside wall.

The Microturbo gives an efficiency of 81% — its design incorporates the latest premix burner which mixes gas and air together in exactly the right proportions before combustion. Its compact size, design and light weight (15.5 kg) all contribute to a boiler which is easy to install. Its easy access from the front makes it simple to service. The reliable pedigree of Glen Dimplex can be added to all of the advantages of the Microturbo.

The Microturbo is distributed in Ireland through Joe Noone's Heating World Tel: 01-4750186.

## BTW at the Castle

**Sponsors — Liberty Industries**

Winner — Brendan Sheehan (Elm Park) 12, 38 pts.

Class 1 (0-12) — 1st: Michael Melligan (Clontarf) 12-2, 37 pts; 2nd: Jim Smith (Delgany) 11, 37 pts; 3rd: John Hunter (Killiney) 12, 34 pts.

Class 2 (13-16) — 1st: Gerry Phelan (Old Conna) 14, 36 pts; 2nd: John Lawlor (Blainroe) 15-3, 34 pts; 3rd: John Littlefield (Delgany) 16, 34 pts.

Class 3 (17-28) — 1st: Bob Daly (Trim) 19-1, 32 pts; 2nd: Terry Maher (Baltray) 21, 32 pts; 3rd: Noel McKeown (Newlands) 18-3, 30 pts.

Back 9 — 1st: Tim O'Flaherty (Knockanally) 20, 19 pts; 2nd: Tom Scott (Baltinglass) 20, 19 pts.

Front 9 — 1st: Niall Power (Elm Park) 11, 22 pts; 2nd: John White (Slade Valley) 16, 19 pts.

Visitors — 1st: Tony Macken (Skerries) 15, 33 pts; 2nd: Brian Casserley (Killiney) 12, 32 pts.

Matchplay Final — Brendan Sheehan beat John Lawlor 3 & 2.

Plate — Winner: Michael Melligan.



Plate Winner Michael Melligan with president Liam Stenson.



Castle Outing — Overall winner Brendan Sheehan. Brendan also won the Matchplay, beating John Lawlor.



Class 3 Winner Bob Daly with President Laim Stenson and sponsor Tim O'Flaherty, Liberty.

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## TRADE NEWS

### Installer Feedback Behind New Myson Company

Innovation at Potterson Myson pumps continues with the launch of the Myson Compact range of domestic pumps — claimed to be “the smallest, lightest and the easiest to install domestic pump available.”

The Myson Compact range has been re-designed from the shaft outwards, retaining several features which have received acclaim from installers familiar with its forerunners the SD range. The larger, easy-to-wire-up terminals and the ever-helpful “tommy bar” hole remain.

New for the Myson Compact range is a light, ergonomically re-designed casing which offers easy handling, especially in re-fit situations. Added to this is a re-designed motor for greater reliability and power to overcome troublesome system debris.

The Compact range features a series of motors, each offering enhanced torque characteristics — especially on the critical start-up operation — to overcome any problems the installer may face with stray debris.

The new Myson Compact range comes in a choice of standard head (5-metre) or high head (6-metre) models, with either single or three speed control operation making them fully compatible with any system configuration.

### Spiral Ducting & Accessories

Season Control Ltd now offer a wide range of spiral ducting and accessories. Most standard sizes are carried in stock; non-standard sizes are available on request on very short delivery.

The range includes cowls; butterfly valves; tee pieces; joiners; blank ends; reducers; 90 and 45 deg bends; split rings; and a complete range of sizes in spiral tubing up to 1600 mm dia.

The spiral duct and spiral accessories are manufactured to hi-tech specifications and offer the following benefits:-

All spiral welding seams are airtight. During hot galvanization the tubing and form pieces are completely dipped in smelted zinc;

High corrosion-resistance because of thickness of zinc

coating;

No weak points on the welding seams;

All spiral tubing and form pieces are also available in stainless steel and aluminium if required;

Complete range of pre-sealed fittings and tubing also available;

Conforms to DW143 standard;

Available to complement the range of spiral ducting are silencers to suit all applications.

Details from Season Control Ltd, 51-52 Cork Street, Dublin 8. Tel: 532668; Fax: 537290.

### IDHE Bienial Convention at Point Depot

The IDHE biennial convention was held at The Point in Dublin recently during the successful Irish H&V Show. An impressive speaker line-up presented a total of seven papers throughout the day, dealing with such diverse topics as the gas pipeline interconnector to Scotland and the code of practice covering the treatment of water in domestic hot water central heating systems.

Despite this wide-ranging content, all were complementary in that they related directly to the overall Convention theme which was “In Europe — Facing the Challenge”.

The Convention proved a tremendous success with over

140 delegates participating. This attendance, coupled with the calibre and generosity of the sponsors, endorsed the IDHE's standing within the industry.

Bord Gais Eireann was the principal sponsor, its fellow-sponsors being Manotherm, Wolo, Unidare, Statoil, J J Sampson, Sanbra Fyffe, Runtalrad, OLM, Hevac, Heatequip, Heatmerchants, Heatovent, Grundfos, Grace Dearborn, Gas & Oil Parts, General Building Supplies, Fenton Fires, Flogas, Expo Exhibitions (organisers of the Irish H&V Show), Euro Heat, ESB, Calor, CIF, Campbell & Cooke, Chadwicks, C&F Quadrant, Bord Na Mona, Barlo, BSS and ABB.

Other IDHE news concerns the Bolton Street course which this year sees 26 students enrolled for the first-year term. Details of the programme for the full year will be available shortly.



IDHE Convention organiser Bill Penrice with Jimmy Farrell, Bord Gais; Bertie Ahern, TD, Minister for Finance; and Gerry Murphy, Expo Exhibitions, organisers of the Irish H&V Show which ran for a 3-day period at The Point at the time of the Convention.

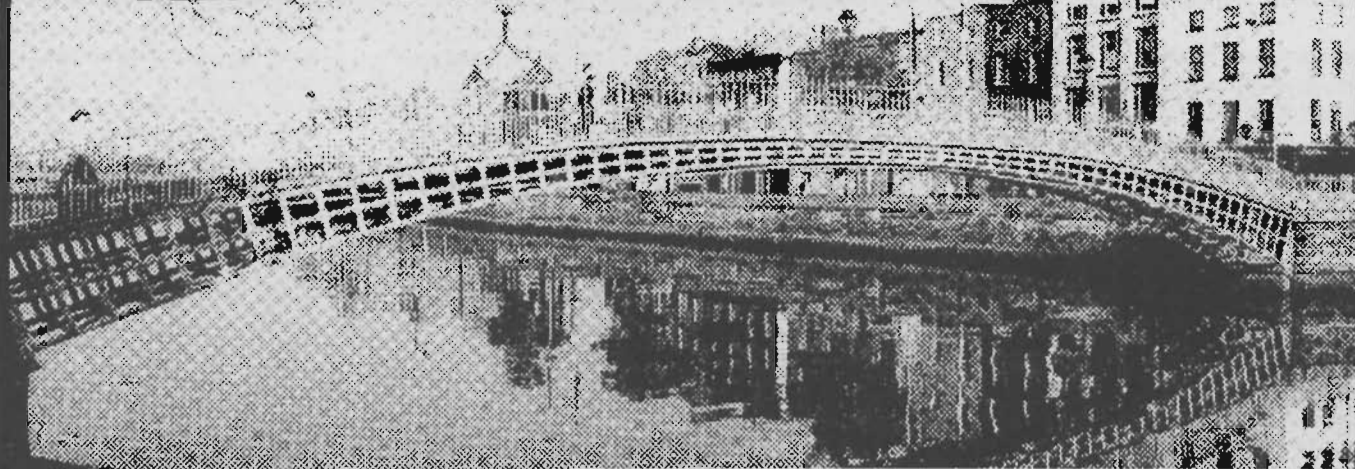
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# KEY POSITION IN THE CITY



## CITY ARCHITECT DUBLIN CORPORATION

Dublin Corporation is by far the biggest local authority in the country and has responsibility for running the Capital City's many and varied services. It covers an area of 28,400 acres and has a population of 480,000.

The City Architect's role is an increasingly complex and demanding one. The challenges facing the city, as it is developed to meet the needs of the community, are immense and it is going to take a special kind of professional to influence and lead the architectural input into this development.

Managing a 100 strong department, the essence of the role is to

- *secure the provision of high quality, cost effective Architectural Services to the Corporation*
- *manage the Architectural Division efficiently and effectively*
- *provide Architectural advice to the Corporation, its Committees and to Senior Officers.*

There is also a need to foster, at a time of great pressure and change, a strong sense of confidence amongst those who will rely upon the quality of your advice and that of your fellow professionals.

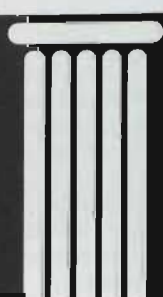
**Essential:** Degree or equivalent in Architecture; nine years experience including 6 years experience of architectural work in a responsible position.

**Tenure:** The position is wholetime.

**Salary:** £36,618 - £40,086.

**Closing Date:** 25 November 1993

*Application forms and details from: The Secretary, Local Appointments Commission,  
1 Lower Grand Canal Street, Dublin 2 or telephone (01) 6615611.*



## LOCAL APPOINTMENTS COMMISSION

*The Local Appointments Commissioners are an independent statutory body with a remit for open competition and a commitment to a policy of equal opportunity.*



# ADVANCE SALES LEADS

Newmarket Information, the Dun Laoghaire-based construction information company, provides advance information on new construction projects nationwide — all potential leads for contractors, sub-contractors and suppliers. The company publishes information in the weekly CIS report which provides full project details, contact names, addresses and telephone numbers, design team details and tendering and construction schedules. The following listing is provided by CIS Report and gives a brief description of the types of projects covered. To obtain information on the service phone 01-2809476/2809557.

## Dublin:

Catering disposable manufacturers, Russell Will Ltd, have sought planning permission for the construction of a new **430 sq m warehouse** extension at Unit 41, Baldoyle Industrial Estate, Grange Road, Dublin 13.

The company has also sought planning permission for the construction of a 182 sq m two-storey office extension.

Work on the **redevelopment and fit out** of the former Seagate Technology plant at Clonsaugh Industrial Estate, Coolock, Dublin 15 for the Gateway 2000 Corporation of North Sioux City, South Dakota, is well underway and the sub-contract team has been appointed. Involving investment by the company, with Government support, of £13 million, the plant was built within the last 12 years and was designed by the Sam Stephenson architectural practice. The Clonsaugh plant is sited on ten acres and has plenty of room for future expansion. It includes 3,500 sq m of office space.

According to Gateway's project architects, Traynor O'Toole Partnership, the modifications will be mainly of a "retro-fit out" nature and no main building or civil engineering firm will be appointed. The electrical contract is being carried out by O'Kane Engineering while the mechanical works are being handled by Mercury Engineering.

## Kildare:

According to CIS Report, Donnelley Documentation, one of the world's largest computer manual and general printing companies will shortly appoint a building contractor to develop a major new £5 million, 10,000 sq m plant in Kildare town. Some of the country's top building firms are bidding for the work.

The project could be developed on a design and construct basis. Donnelley Documentation already operates a major printing plant in Coolock, Dublin and at the Kildare Enterprise Centre in Kildare town.

**Intel Corporation**, the world's largest computer micro chip manufacturer, is to decide in the first

half of next year whether to establish a new test and assembly facility in Ireland. The company operates a 60,000 sq m wafer fabrication plant and has already invested \$750 million in the operation.

The IDA has approved £86 million in grant aid for Intel with only £24 million being drawn down to date.

## Westmeath:

Building contractors, E P Nolan Contractors (Longford) Ltd has been awarded the building contract for the construction of a **new warehouse** at the Blyry Industrial Estate, Cornamaddy, Athlone, Co Westmeath for drink distributors, Dwans and Lennons. Work, costing between £200,000 and £300,000, will start shortly and will take two months to complete.

## Limerick:

Surgical bone implant manufacturers, Howmedica International Incorporated have been granted planning permission for the construction of an extension to the existing factory at the Raheen Industrial Estate, Co Limerick. The single-storey **324 sq m extension** will be built on a 15-acre site. Building contractor, Thomas Hayes Ltd of Clare started work recently. It will cost between £100,000 and £200,000 and take three or four months to complete.

Chicken processors, Castlemahon Food Products Ltd, have been granted planning permission by Limerick County Council for the construction of a **1,267 sq m mill** for the manufacture of animal feeds at Ballinvullin, Castlemahon, Co Limerick. The building will cost between £2 and £2.5 million to construct. This decision is currently under third-party appeal to An Bord Pleanála.

Pharmaceutical packagers, Bowater Ireland, have been granted planning permission for the construction of an industrial pharmaceutical packaging facility at the Raheen Industrial Estate, Raheen, Co Limerick. The **2,621 sq m industrial type unit** will include packaging space and offices. Developers, Michael McNamara & Company will carry out the building

work. Construction on the £1 million is to start shortly.

## Galway:

Fruit and vegetable wholesalers, Fyffes Group (Ireland) Ltd have sought planning permission for the construction of an extension to the existing warehouse, new offices, a canteen and loading docks and a canopy at Ballybane Road, Galway. The **589 sq m building** will incorporate warehousing and offices while the first floor will comprise offices and the canteen.

An American electronics company, American Power Conversion Corporation, is **establishing a £13 million** high-technology facility at the Ballybrit Industrial Estate in part of the former Digital plant in Galway. American Power Conversion Corporation will use two thirds of the facility while Digital will retain a third. Queries should be forwarded to the IDA office in Galway.

## Meath:

Work is currently being carried out on the construction of an extension to the existing factory, an additional carpark and a revised vehicular entrance at Kilbride, Mulhuddart, Co Meath for manufacturers of road signs and vehicle markings, Rennicks Manufacturing Ltd. The work will involve the construction of a **new single-storey warehouse** and a single-storey extension to the existing warehouse building. The buildings, measuring 1,208 sq m in total, will cost between £100,000 and £200,000.

NEC Semiconductors Ireland Ltd has sought planning permission for the construction of a **new 478 sq m workshop** extension to the existing factory building at Ballivor, Co Meath. NEC Semiconductors Ireland currently employ 330 people in the manufacture of integrated circuits.

## Antrim:

The Valance Corporation of San Jose, California which was to have set up a major new manufacturing operation at Bishopstown in Cork, has decided to set up in Northern Ireland providing 660 new jobs at Mullusk, just north of Belfast. The company only recently decided against setting up at the former Concurrent Computers plant on a 12-acre site at Ross Avenue/Melbourn Road, Bishopstown, in the western suburbs of Cork city. The company, which manufactures high-technology rechargeable batteries for portable telephones will invest between **£70 million and £100 million** in the new Belfast project.

The company will occupy an existing plant which will be modified. The modifications will be carried out on a design and construct basis.

## Monaghan:

Duck processors, Silverhill Foods Ltd, have been issued a decision to grant planning permission for the construction of a new duck hatchery, to provide sewage facilities and make alterations to the existing access land at the junction with the public road at Drumferrer, Bragan, Co Monaghan. The **800 sq m building** will cost around £200,000 to construct.

Organic fertiliser manufacturers, Terralift Ireland Ltd, have been granted planning permission for the **construction of a 1,800 sq m** agricultural organic waste processing facility at Tullnahaltina, Co Monaghan. Construction work, costing between £200,000 and £300,000, will start in early-November.

## Cork:

Construction is to commence later this year on the first phase of a two-phase development involving the construction of an extension to existing warehouse at Ballintaggart, Ringaskiddy, Co Cork for chemical manufacturers, Pfizer Pharmaceuticals Production Corporation.

Phase I will involve the excavation and the construction of a concrete retaining wall while Phase II will involve the construction of a warehouse extension **covering 1,037 sq m** to be construction on the company's 140-acre site.

Building contractors, P J Hegarty and Sons Ltd started work in July on the construction of an extension to the manufacturing facility, offices and ancillary facilities at the Springfield Industrial Estate, Youghal, Co Cork for Tytex Ireland Ltd. The company is to invest **£3.2 million** in the expansion. Sub-contractors have been appointed for the mechanical, electrical and work. Work, costing between £1 million and £1 million, will be completed in January.

## Wexford:

Enniscorthy in Co Wexford is to get a new **£330,000 fire station**. Wexford County Council has been granted planning permission for the construction of a new two-bay fire station at Parnell Road/Hospital Lane. The 336 sq m station will include a drill year, drill tower and muster bay.

## Kilkenny:

Meat processors, Henry Denny and Sons (Ireland) Ltd are to go ahead with the refurbishment of an existing building and the change of use from a workshop to a chilled food distribution depot at Kilmacow, Co Kilkenny. The **725 sq m building** will be construction on a 0.37 hectare site.



# OUR RECORD FOR LISTENING et al.: BS News ENSURES THAT THE NEW MYSON 'COMPACT' WILL BE A BIG HIT



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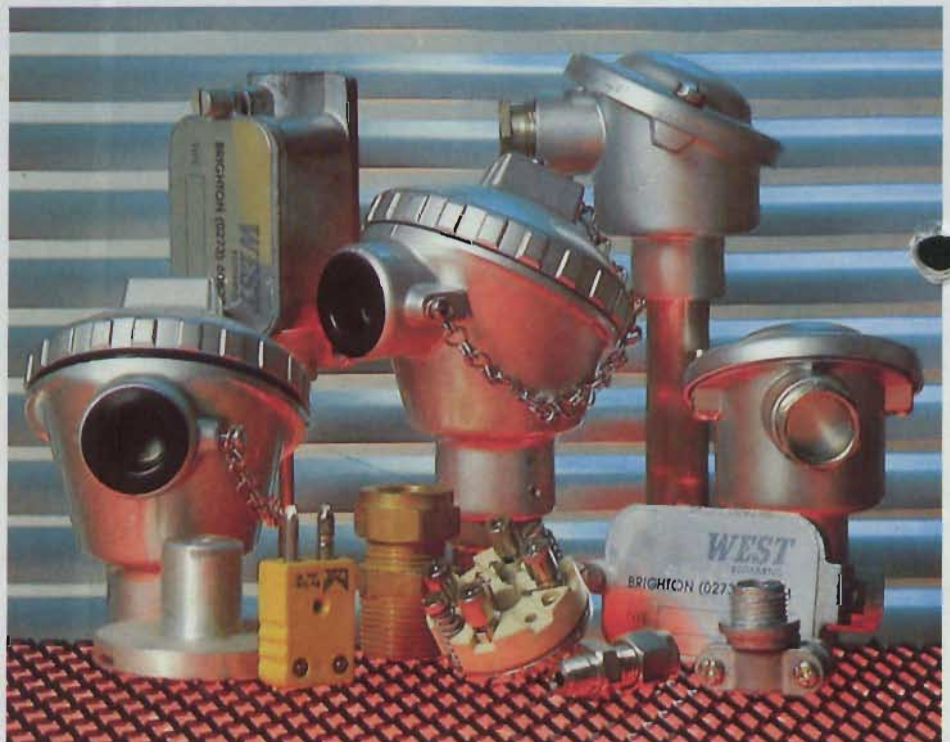
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