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BSNews

March 1995

IRISH BUILDING SERVICES NEWS

Tapping into European Opportunities

In January 1995 the ECC launched a new initiative to assist Irish companies to exploit business opportunities across Europe under the directorship of Jonathan McLaughlin.

The European Construction Centre (ECC) has become known within a relatively short space of time as the specialist business information and help centre for all types of firms involved in the building and construction industry offering first time entry or

further expansion in overseas markets.

Its greatest strength is its specialist knowledge and focus on the building and construction sector. The Centre has a wide international network of construction contacts and links, as well as specialist databases and other information sources geared to the needs of the construction user.

The ECC also undertakes a busy programme of business missions/seminars and other

Colour Me Beautiful

This selection of products from the Glenwed cast iron rainwater range illustrates clearly the scope and versatility of this extensive rainwater portfolio which is distributed in Ireland by Pipes, Valves and Fittings Ltd of Baldonnet, Dublin 22.



Satchwell Grant Declaration of Intent



Satchwell Grant – already a major force within the building services sector throughout all of Ireland – just recently embarked on a new expansionary development phase with the opening of a new office/warehouse complex in Clonsilla, Dublin 15. Pictured above is General Manager, Jim Stothers and Managing Director, Niall Grant. See pages 2/3.

events. Inward missions are an important aspect of the Centre's programme. Visitors often include groups of buyers and specifiers, a wide range of specialist consultants and other representatives of local clients. The ECC is frequently involved in hosting part of a visitors programme and in these instances, members are invited to meet the delegates informally.

The outward missions offer delegates an ideal opportunity to learn from others and build up personal contacts with potential agents, distributors and business partners. Often these visits coincide with major international construction exhibitions. The first of these from an Irish viewpoint will be held in May at locations in Dublin and Belfast.

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See 16-page special inside

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In addition, Irish Building Services News 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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Innovative, high-quality water heating equipment from OBF Distributors



BJ Caraher (Distributors) Ltd show of force - Jim Ennis and Ross Crymble pictured at the Berkeley Court earlier this month. See pages 4/5.



De Longhi Ultimate radiators make Irish debut. See pages 6/7.

Satchwell Grant - Quality Tailor-M

Satchwell Grant is a name that needs no introduction to building services professionals in Ireland. Principal Niall Grant has been associated with the Satchwell name for many years, the formation of Satchwell Grant four years ago merely serving to formally consolidate the respective strengths of both parties.

It was also a declaration of intent in that it reflected the beginning of a new phase in the development of the company throughout Ireland. This expectation and anticipation of just a few short years ago has already been fully realised — and endorsed by ISO 9000, BS 5750 accreditation.

Satchwell Grant has now embarked on yet another expansionary phase.

This is perhaps most obvious by the acquisition of its new, purpose-designed, 5000 sq ft headquarters complex in Clonsilla, Dublin 15.

However, it is even more apparent in the commitment of all personnel at Satchwell Grant to providing a dedicated professional, yet friendly, service to its entire customer base.

Ultra-professionalism can often lead to a clinical, stand-off approach where common courtesy is very often lacking. This is not the case with Satchwell Grant. The company provides a service incorporating a unique balance between supreme efficiency and a relaxed trading relationship. It's worth pointing out that, for all its business-like emphasis, trading with Satchwell Grant can also be fun at the appropriate times!

Satchwell Grant is renowned for its expertise in the design, manufacture, installation and commissioning of environmental control systems for heating, ventilating, air conditioning, fuel-emission and energy conservation requirements.

It's all about providing tailor-made solutions for each individual situation. This is achieved by harnessing the technical excellence of products with the vast experience of the highly-qualified personnel. The result is customised management systems incorporating leading-edge technology which are engineered by sister-company

Bemac Grant to the most



Jim Stothers, General Manager

exacting standards and quality control procedures.

A comprehensive maintenance and monitoring service can also be provided, the composition once again being devised to suit the specific needs of each particular project.

Another invaluable strength is that Satchwell Grant is part of a much larger group of companies called The Grant Group (see panel). It enjoys all the obvious benefits that being part of such a diverse and strong group bestows while, at the same time, being free to operate independently.



Sean Dunne and Terry McCarney

Bemac Grant

Bemac Grant are specialist engineers with years of experience in the design, assembly, installation and maintenance of switchboards and motor control centres. Factory-built assemblies are constructed from components of the highest specification.

The finished products involve type-tested steelwork, certified busbar systems within the same steelwork, internationally-available motor control equipment and distribution devices. All are integrated to give aesthetically-pleasing and reliable systems backed by years of system acceptance.

Trade Environmental Control Solutions

Evershed Robotics

Evershed Robotics are specialists in automation engineering and are the sole UK and Irish distributor for Kawasaki and Toshiba Robots.

Evershed have extensive experience in a wide range of applications and industries, whether it's supplying a stand-alone robot or an array of sophisticated turnkey lines involving vision guided robots with special purpose equipment working under the command of a factory host computer.



products to meet almost any need for the effective and efficient control and coordination of urban and rural traffic.

With a wealth of traffic systems experience and a total commitment to customer satisfaction, Traffic Control Systems can more than meet any requirements within the traffic industry.

Susan Casey with Valerie Johnston and Tim Goulding

Traffic Control Systems



Traffic Control Systems offer a comprehensive range of services and

Paul McGoldrick

A Positive Vision of The Future

The Grant Group of companies represents a dynamic force dedicated to providing innovative products and services which result in tailor-made solutions across a wide variety of disciplines.

Each of the four parts are highly experienced in design, installation, manufacturing, assembly and maintenance programmes and with offices located in Dublin, Belfast,

Cork and Telford in the UK.

The Group ethos as personified by Satchwell Grant and which is equally-applicable to the other companies — Traffic Control Systems, Bemac Grant and Evershed Robotics — stems from the dynamic and visionary approach of management. Full ISO 9000/BS 5750 accreditation applies across all companies in the Group.

The combined strengths within the companies — and especially the dedication of the 95 staff — ensure that customers get the very best in state-of-the-art products and quality service.



Left: The Satchwell Grant Team in Dublin who provide a dedicated, professional — yet friendly — service

Who To Contact

Jim Stothers & Paul McGoldrick, Dublin —
Tel: 01 - 820 0163;

Niall Grant, Belfast —
Tel: 080 - 232 323329;

Paul Swarbrick, Cork —
Tel: 021 - 315598.

BJ Caraher

*In past 18 months
BJ Caraher
(Distributors) Ltd
have captured a
significant market
share in the
plumbing sector
within the
Republic of
Ireland*

BJ Caraher (Distributors) Ltd, perhaps Northern Ireland's largest independent distributor, held a gala evening in the sumptuous surroundings of the Berkeley Court Hotel, Dublin, recently. The occasion was its annual "thank you" to customers in the Republic of Ireland, the emphasis on the evening being very



Jim Ennis, Sales, Republic of Ireland, with Ross Crymbie, Director and David Young, Sales, Northern Ireland, BJ Caraher (Distributors) Ltd

atmosphere encouraging a great deal of inter-

BJ Caraher have only been operating seriously within the Republic of Ireland for the past 18 months but in that time they have captured a significant market share in the plumbing sector, especially with names such as Ideal Standard and Royal Venton (part of Ideal Standard) sanitary ware; Flamco Brefco; Trevi showers; Albion hot water cylinders; Matki shower enclosures; and copp tube from Wednesbury. Each had a stand display around the



Jerry Maher, Dublin Providers (centre) with Ross Crymbie (left) and Aidan Vance (right) BJ Caraher (Distributors) Ltd

much social as opposed to business oriented.

Approximately 180 guests attended on the night and they were treated to a full sit-down, five-course meal which was followed by cabaret entertainment. A mixture of wholesalers, merchants, contractors and architects rubbed shoulders with one another, the convivial

communication between the various disciplines which made up the attendance.



Ken Parker, Sales Director, Ideal Standard with Gerry Fitzsimons, Buyer, Chadwicks

Do It In Style!

perimeter of the function room occupied for the evening and guests availed of the opportunity to view the samples from each range and discuss them with representatives from the principals concerned.

Host for the evening was Aidan Vance, Managing Director of BJ Caraher. He was assisted by Jim Ennis, representative in the Republic of Ireland, and other senior BJ Caraher staff members.

Albion – The Cylinder People; Manufacturers of domestic copper cylinders; pre-plumbed units; and commercial calorifiers. Their special strength is in the Superduty range – a cylinder that reduces total running costs and can fill subsequent baths in seven minutes;

Matki – Matki manufacturers of quality shower enclosures. The range includes doors to fit openings from 605mm up to



From the Matki presentation featured at the BJ Caraher (Distributors) Ltd function in the Berkeley Court Hotel, Dublin

1600mm, in a wide variety of styles and finishes;

Wednesbury Tube – Part of Glenwed International, Wednesbury Tube manufactures copper tube for domestic

engineering and the industrial markets. It is produced to all relevant Irish and European standards;

Flamco Brefco – Flamco Brefco are specialists in the sealed and unvented heating markets. They also market all classes of flue pipe;

Royal Venton – Royal Venton is a specialist division of Ideal Standard, one of Europe's largest manufacturers of sanitary ware. Four new suites have just been launched under the Venton banner. These are aimed at the developer who is looking for value for money, balanced with design and quality.



From the Albion presentation featured at the BJ Caraher (Distributors) Ltd function in the Berkeley Court Hotel, Dublin

Who to contact

Sales office, BJ Caraher
(Distributors) Ltd

Tel: 08 0238 511071

TRADE NEWS

Heatmerchants Profit Guarantee

To further reinforce their "profit guarantee" philosophy towards trade customers, Heatmerchants have embarked on a new business development phase which will include putting additional services and facilities at the disposal of all who deal with them. "To that end", says Brian McTernan, "we are currently engaged in a massive overhaul of our Tubs & Tiles showrooms with Dublin, Kilkenny and Waterford already done and Limerick and Sligo next on the agenda.

"In Dublin alone we have spent over £50,000 on the Kylemore Road branch. This is now one of the most professionally-presented bathroom/tiles showrooms in the country with every item displayed in-situ in full working order.

"We have also appointed a new manager for the branch. Robert Meharg — whose experience includes sales manager and director status at Rocca Tiles — is now in charge of Tubs & Tiles in Dublin and he has recruited a new team of professionals to enhance the level of service already provided.

"Additionally, we have dispensed with the franchise arrangement which applied for the last three years and brought the business back in under the total control of Heatmerchants. This is to further reinforce the Heatmerchants profit guarantee contained within our pricing policy which is structured to ensure that our trade customers enjoy a price differential between what they pay and that displayed and charged to the general public.

Euro Gas/H A O'Neils Seminar

Euro Gas and H A O'Neils recently co-hosted a technical seminar in the RDS, Dublin.

Some 40 delegates attended the evening which consisted of a practical demonstration on two Niche direct gas-fired air handling units, each rated at 550kw each, and having a fan capacity of 10.36 M³/C/S of air.

This was followed by a technical seminar with the guest speaker being Paul Edwards, Managing Director of Niche Ltd UK.

The proceedings concluded with further informal discussions over a buffet and refreshments.

Contact: Des Prendergast. Tel: 01 - 286 8244.



Group pictured at the recent technical seminar co-hosted by H A O'Neill and Euro Gas held at the RDS.

Airwell Shouts it from the Rooftops

Airwell, has introduced a new series of roof-top units specially designed for shops, hypermarkets, shopping malls and industrial premises.

There are seven standard models and seven heatpump models with double cooling circuitry. These new appliances are directly installed on the roofs of buildings. They are completely assembled at the factory and are shipped ready to operate.

If required, the needs of additional heating can be filled by an electric or hot water back-up which is also factory fitted.

Contact: Dave Roome, D C Compute Air. Tel: 01 - 839 2366.

Dwyer Pressure Transducer

The Dwyer Model 2400 current or voltage to pressure transducer converts a 4-20 mA analog input signal to a 3-15 PSI variable pneumatic output signal.

Unlike past technologies which employed bleed air to maintain output signal pressures, Model 2400 consumes no air at a steady state. Instead, it utilises a sensitive silicon sensor and miniature electropneumatic valves to achieve this process.

Operating on either 24 VAC or 28 VDC, factory-calibrated units provide a standard 3-15 PSIG output signal which can be easily reversed by simply changing a jumper position. In addition to a pneumatic output, Model 2400 can also provide a 4-20 mA feedback signal if required. Both the output and feedback signals are field adjustable via internally accessible zero and span potentiometers.

An additional feature is the fail bleed mode. On loss of input signal or power, the unit will automatically bleed output pressure to zero.

Contact: Bob Gilbert, Manotherm. Tel: 01 - 452 2355.

De Longhi - The Ultimate Radiator

De Longhi has launched Ultimate, a new range of convector radiators for domestic and commercial use. In a market that seems to be at saturation point this would appear to be a bold move. However, De Longhi is confident that it has

TRADE NEWS

hit upon a recipe for success with a combination of quality and keen prices.

High on the De Longhi list of priorities has been a first-class surface finish. Investment in the latest production plant has removed unsightly rows of spot welds and – harnessing technology from the automotive industry – the company has introduced a zinc/manganese phosphating metal treatment process followed by an electrocoated epoxy powder baked top coat. The resulting smooth, hard-wearing finish resists knocks and abrasions and needs no further decoration, even where the Ultimate radiator is a focal point.

This is a completely "green" finishing process which avoids all of the harmful or noxious chemicals often used for metal

treatment and finishing. This makes the Ultimate radiator an eco-friendly product and one which can eventually be recycled at the end of its useful life.

Corners are rounded for greater user safety and side covers and top grilles, which are optional on the single-panel Type 11, are supplied as standard on the double-panel Type 22.

Concealed wall brackets are standard and floor-mounted brackets for "island" installation – where windows come down to floor level or where the radiator acts as a room divider – are an optional extra.

De Longhi claims Ultimate radiators are suitable for pressurised heating systems. Made from deep pressing steel sheet, every radiator is pressure tested to 10.5 bar during

manufacture, and designed for working pressures of up to 7 bar (100 psi). Produced to meet these exacting standards, Ultimate radiators are guaranteed against faulty workmanship or materials for a period of five years from the date of installation.

Contact: Joe Robertson, De Longhi Radiator Division, Tel: 0044 904 488212.

Why is Mark Better?

"Placing a Mark heater side by side with a competitors product, one can easily see about a dozen sizeable differences that make Mark better", so says Mike O'Donoghue of Mark Éire BV. "Differences he lists include the following:-

Robust housing made to last in countries with temperatures of -50°C;

Electronic controls, only CE approved items used;

Chrome steel heat exchangers as standard, never an optional extra;

3" diameter flue, on balanced flue units, top or rear exit;

High-quality enamel-painted finish. Mark will paint heaters in any standard RA or BS colour;

Full range of control panels, including high/low burner; modulating burner, pulse burner.

Mark products are customised for individual applications while the fact that they are Irish-made means that spares are always ready available.



High Efficiency
Convector Radiators
Change a House
Into a *home*



For more information please contact: Joe Robertson,
DeLonghi Radiator Division, 19 Intake Lane, Dunnington, York YO1 5NX,
England. Tel: 0044 1904 488212; Fax: 0044 1904 488512

TRADE NEWS

There is also a full range of support equipment including gas fittings and flue. Next day deliveries are assured while the accreditations are a guarantee of quality;

Service contracts are available if required.

Contact: Maurice Byrne.
Tel: 01 - 668 0510;
Michael Keane.
Tel: 026 - 45334.

Vaillant Thermocompact

The Vaillant Thermocompact has the right solution for every application, from a small flat to a large family home.

There are nine models available in total, offering a range of heat outputs from 10.5kw (35900 Btu/h) to 28kw (95500 Btu/h). All models are available in natural gas or LPG versions.

The Vaillant Thermocompact range of boilers is available in open, balanced and vertical/horizontal room-sealed fan assisted (RSF) flue models.

Horizontal and vertical RSF flues are available with a range of 90° elbows, 45° bends and extensions. This means that a Vaillant Thermocompact can be installed practically anywhere.

Contact: Pat Gaffney, Taney Distributors. Tel: 01 - 450 8120.

CIBSE on Condensing Boilers

The most recent CIBSE technical evening was held at the Engineers' Club, Clyde Road, Dublin 4 on 2 March last and was jointly sponsored by Eurogas and C&F.

The subjectmatter was condensing boilers and the

evening featured three principal speakers — Mel Stewardson, Commercial Director of Beeston Heating Group Ltd; Ken Croft, Technical Manager of Beeston Heating Ltd; and Hans Tan, Export Manager for Remeha (Holland).

The papers covered the development, application and merits of condensing gas-fired boilers and led to a very active

• continued on page 25



Mel Stewardson, Beeston with John Cuthbert, CIBSE Chairman; Hans Tan, Remeha; and Ken Croft, Beeston.

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Myson's unique new, high output 40mm convector.

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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

<https://arrow.tudublin.ie/bsn/vol34/iss3/1>
DOI: 10.21427/D7BX2C



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.

The updated version of the Heatless Disc will be available shortly. For your free copy please contact our sales office by phone or fax.


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PART OF BLUE CIRCLE

HEATEQUIP – Forever Innovative

Heatequip Ltd is now firmly established as a key player in the hierarchy of Ireland's building services industry. Such is its reputation and high standing that mention of the Heatequip name conjures up images of long-standing, stability and historical presence. Yet Heatequip Ltd was only set up in 1984, just 11 years ago. Paradoxically, a crucial factor in establishing this reputation is the company's innovative and forward-looking philosophy.

Indeed, it was this foresight which led to the establishment of Heatequip Ltd in the first instance. In 1984 — approximately six months before the natural gas bonanza took off — Billy Brannigan of Eurohaul (see panel) clearly identified the unprecedented business opportunity it presented for suppliers of domestic heating products. Forever the entrepreneur, he was not deterred by the fact that he knew nothing about the business. He immediately set about compiling the appropriate portfolio of quality products and the experienced and qualified personnel to manage the business. Thus Heatequip Ltd was born.

If anything, Heatequip

benefited from the fact that it was not bogged down with the historical or traditional baggage which can often impair companies in their development. They know so much about an industry that they very often can't see the wood for the trees. Not so with Heatequip. The management team led by Billy Brannigan's son Noel and his senior colleague Alan Seery brought a fresh and innovative approach to the heating industry.

Heatequip functions as a stand-alone, self-financing profit centre and operates without any interference



Alan Seery, General Manager, Heatequip

from the parent body. However, it can and does avail of all the advantages being part of such an influential group entails.

The fact that they opted for quality products with a proven pedigree from the outset, commencing with Potterton, was an added

advantage. Within a very short space of time Heatequip had applied its management skills and technical support services to the product excellence of Potterton and captured over 75% of the domestic gas boiler market.

However, throughout this quite extraordinary period of growth and expansion in relation to boilers, Heatequip continued to look for new opportunities. Over the last decade a unique portfolio of heating and related products was compiled with quality and inventiveness being the key focal points. All the brands for which Heatequip is now responsible in Ireland are respected market-leaders within each specific market niche served. Additionally, the individual products are complementary right across the entire portfolio, irrespective of brand.

As each new name came on stream, Heatequip nurtured and developed them to the point whereby they all now enjoy

About Eurohaul

Heatequip Ltd is a wholly-owned subsidiary of the Eurohaul Group, one of Ireland's leading national and international warehousing,

distribution and transport groups. It is a privately-owned company with a history dating back to the mid-1950s. Today it employs approximately 40 people in all and operates from a 4-acre site in Dublin which also houses the Heatequip building within a massive head office complex standing on over 55,000 sq ft.

Its prime accounts number virtually all the leading blue-chip companies operating in and out of Ireland, including Calor Gas for which Eurohaul has the sole distribution rights within the greater Dublin region.



Noel Brannigan, Managing Director, Eurohaul Group

Happy Housewarming!



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This 'knight in shining armour' brings all the warmth and character of a real fire with the convenience of gas. 1.7kW heating power.



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Fan-assisted warmth. Available in SX and XX Auto. Fashionable finish options in beige and oak or two tone pastel grey.



BANTAM

The small wall heater with the big performance. Available in two colours - light grey or dark chocolate brown.



COMMODORE

High efficiency wall heater. Clean and compact lines discreetly complement every style of interior.

Robinson Willey wish HEATEQUIP every success in their new showroom.



ROBINSON WILLEY

The Hottest Name In Gas!



Pat Collier, Sales

significant market shares. Market dominance on this scale can very often lead to complacency and stagnation. The opposite is the case with Heatequip. Just recently the company embarked on a whole new development programme. Where boilers are concerned, the emphasis is now on sourcing models that comply with the new CE Regulations, especially those relating to NO_x

emissions which come on stream in January 1996. The intention is to start bringing models which meet the new requirements to the marketplace sooner rather than later.

This philosophy applies to the entire portfolio, the objective being that all appropriate necessary national and international standards be fully complied with.

Another aspect of the latest development phase is the installation of extensive new showrooms. Representative examples from the entire product range are professionally presented in full working order. Apart from facilitating the best display to its own clients, Heatequip encourages them to use the showrooms as a viewing/selling platform for



Fireplaces in beautiful surrounds — 16" Verine Zenith ultra (left) pictured with 16" Strax Eco-Tech fire (centre) and Robinson Willey Superb

their customers.

Complementing the foregoing is extensive ex-stock availability supported by one of the largest, most efficient, trade counters in the business. Added to that is a full technical advisory service.

However, this is only half the story. What sets Heatequip apart is the manner in which these

strengths are successfully combined with its team of highly-qualified personnel. Despite the ultra-professionalism which is immediately apparent on entering the Heatequip complex, there is a relaxed ambiance and friendliness which puts everyone at ease. The human touch has not been sacrificed for the sake of efficiency.

This balance is perhaps best illustrated at the trade counter where staff always have time to ask the personal question, share a joke, discuss sport or whatever while, at the same time, processing customers orders with the minimum of fuss and delay. The same attitude applies to all aspects of Heatequip's business.

Apart from the very obvious practical and commercial benefits Heatequip customers enjoy, they also share in the investment, enthusiasm and and bullish trading philosophy of the company. Trading with Heatequip is very much a partnership arrangement which not only satisfies their immediate needs but, because of the manner in which this is done, also secures their future.

Grundfos

"Intelligent" pumps from Grundfos meet every heating need. A typical example of the innovative features offered by the world-leading name in pumps is the UPE Series 2000 which has been expanded to include proportional pressure, more pump size and an advanced remote control unit.

With the new generation of intelligent circulator pumps, Grundfos makes it much easier to determine both pump size and the correct number of pumps for heating systems. In addition, the expanded UPE Series 2000 offers new options for simple, easy pump management and increased energy savings.

The performance range of the new series is also much more extensive than one would believe with only ten pump sizes. In fact, the pumps' advanced, built-in electronics make the performance range of each pump so wide that the new UPE Series is able to cover every pumping need of up to 100 cubic meters per hour.

UPE Series 2000 pumps use less than half the energy conventional pumps use and can be adjusted to any heating system because they are the first pump in the world to provide both proportional and constant pressure.

Below: Heating installation using three Grundfos UPE 32-120 units from the PMU 2000 range





TUBS & TILES

WHERE QUALITY COSTS LESS



At our new showrooms you can choose from a comprehensive selection of fully fitted bathroom displays that range from timeless traditional to classic contemporary with the emphasis always on quality, choice and of course value! All displays are co-ordinated to the finest detail. This dedication to detail allows you to see exactly how your bathroom will look when completed.

Miles of Tiles Lots of Style

Choose from an amazing 1000 square yards of tiles in fixed and loose displays that come in all shapes, colours, styles and sizes at realistic prices that you can afford!

Heatmerchants Guarantee

All goods sold in Tubs and Tiles are at competitive retail prices. However, **Heatmerchants Guarantee** retail prices which incorporate excellent profit margins for our trade customers.



Tubs & Tiles is a wholly owned subsidiary of Heatmerchants Ltd

**Unit 1, Kylemore Road, Dublin 10.
Tel: 01 - 626 4493**

Watermark



Manufacturers and Distributors
of Heating Appliances

Superior Shower Enclosures and Bath Screens – an expression of style



Recreate the opulent style of the Victorian era with this 'Antique' pivot door that incorporates an etched print design on the glass. The door closes against a full length magnetic strip and is ideal in an alcove position or as shown with the optional side panel

Hamco Enterprises, Cloncollig, Church Road, Tullamore, Co Offaly.
Tel: 0506 - 21302; Fax: 0506 - 51081



Left — Stoves built-in oven and hob set into Be-Modern Lincoln kitchen; Right — Parkinson Cowan Aito oven, hob and grill built in to Be-Modern Cumberland kitchen

Verine

Nothing gives a room such style as a distinctive fireplace and that's why Verine was one of the first to adapt exquisitely-carved mantelpieces from long ago, and reproduce them in modern materials.

They were also the very first to design the fires to suit these magnificent fireplaces. Verine coal-effect fires – fuelled by LPG or natural gas – fit the part handsomely.

Ever since their first collection in the 1950s, Verine has given people the best of both worlds – period charm with high-tech convenience.

There is an extensive choice of mantelpieces presented within a number of key collections, all of which are complemented by equally-innovative, benefit-packed, fires incorporating advanced energy-efficiency and safety features.

The new Ultra Eclipse burner system is a typical example. It is possibly Verine's most important legacy to the 1990's. For a start, there are virtually two fires in one. Twin ribbon burners allow house-room to both primary and secondary aeration. Slide the lever to primary for the shimmering heat of smokeless fuel;

choose secondary to set coal fire flames dancing in the grate.

The Ultra Eclipse is fitted with all the latest safety systems, including an oxygen sensor which automatically shuts off the gas if the flame goes out or if the oxygen in the room diminishes.

As proof of superior safety and quality, the Verine Ultra Eclipse has been awarded the CE mark of approval.

Straxgas Fires

With over 100 years trading experience, Straxgas, a division of Legge Fabheat, boasts a highly-successful range of award-winning, coal-effect gas fires. The range offers over 100 combinations of fire, which is indicative of the Straxgas commitment to design and to fulfilling customers' requirements.

The Ecotech burner is available with a 16" or 18" taper tray for traditional fire openings and has been developed specifically to meet the stringent European standards which take effect from January 1996. After this date it will be a criminal offence to sell gas fires which do not bear the CE mark. Integral to the Ecotech burner are increased combustion and safety specifications which are certified by British Gas for EC use.

Furthermore, the Ecotech burner may operate with natural gas or LPG and may be installed with or without a conventional chimney. Coke and coal-effect is available with natural gas only.

The range of Theme Ecotech convection boxes is suitable for 16", 18" and 22" fire openings. The 16" and 18" can be installed without removing the existing fire back. The 16" Theme Plus is suitable for 7" Class I and gas flue block systems, whilst the Theme 22" 6000 is a free standing inglenook type flared canopy fire.

All convection boxes are available with a selection of brass or black frames which provide a combination of different visual appearance and applications and which can easily be removed for cleaning.

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 covers gas boilers available in the following:-

LPG and natural gas; oil boilers with balanced or conventional fueling 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; Controls – complete range of Potterton Myson controls including electronic timers, room thermostats and timeswitches.



Potterton Myson Prima B boiler



HEAT EQUIP LTD
are sole distributors in
Ireland of Be-Modern
Fire Surrounds and
Occasional Furniture, as
well as being stockists of
our Kitchen, Bedroom
and Bathroom furniture.
We wish them continued
success in the future.



FIRE SURROUNDS

A wide choice of elegant fire surrounds available in traditional and contemporary designs, including the Marblesque collection which reproduces the look and feel of quarried marble. In addition matching mirrors and a range of quality occasional furniture are offered.



KITCHENS

County Kitchens come in a wide variety of styles, sizes and colours. 21 door finishes, 5 exterior carcass colours as standard, 3 heights of wall units, plus one of the most comprehensive ranges of accessories available, offer all round choice, quality and value. This range also carries a 20 year guarantee.



BATHROOMS

Atlanta consists of 2 ranges - Fitted Bathroom Furniture and free standing Vanity Furniture. Both are designed to utilise and create space and are easy to install. A choice of 9 door finishes and 5 work surfaces is available.



BEDROOMS

The Casanova range of bedroom furniture offers a choice of three background colours. A selection of 14 handpainted finishes, including subtle coachlines and delicate ragroll effect, add to the attractiveness of this gentle collection. It can be fitted into almost any shape or size of room.

BE-MODERN LTD
FURNITURE FOR THE HOME

FOR FIRE SURROUNDS
Tel: 0191 455 3571

FOR KITCHENS, BATHROOMS, BEDROOMS
Tel: 0191 428 0444

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.

In line with Group policy of continuous product development, Barlo have updated and improved their range of rolled-top radiators.

These changes have greatly enhanced the overall appearance of the radiator as well as improving performance.

In conjunction with product development, the lengths available have also been revised. The length increments are now in convenient 100mm steps between 500mm and 1400mm, and in 200mm increments thereafter up to 2400mm.

Barlo has of course maintained its range of six heights, 220mm, 320mm, 420mm, 520mm, 620mm and 720mm – which gives the customer the widest choice.

Pensotti

Pensotti boilers are made of cast-iron sections, a material particularly suitable for use at high temperature thanks to its remarkable thermal and mechanical resistance. This is a vital consideration given that the combustion process generates compounds which adhere to section walls and can therefore cause considerable damage.

The Pensotti range is extensive and is suitable for use with natural gas, oil and LPG. The choice of models offered caters for all requirements, the extent of the capacities in each fuel

category being as follows:-

Oil-fired — 70,000 Btu to 2.28 million Btu;

Gas-fired — 70,000 Btu to 916,000 Btu.

Typical examples from the Pensotti portfolio are the T-Line range of gas, oil and blown gas-fired cast-iron boilers; the Cervina floor-standing, cast-iron gas-fired boiler range; and the Aprica high-efficiency, oil and blown gas-fired boilers.

All are fitted with the world-renowned, market-leading Riello burners which are supplied to Heatequip by C&F Quadrant Ltd.

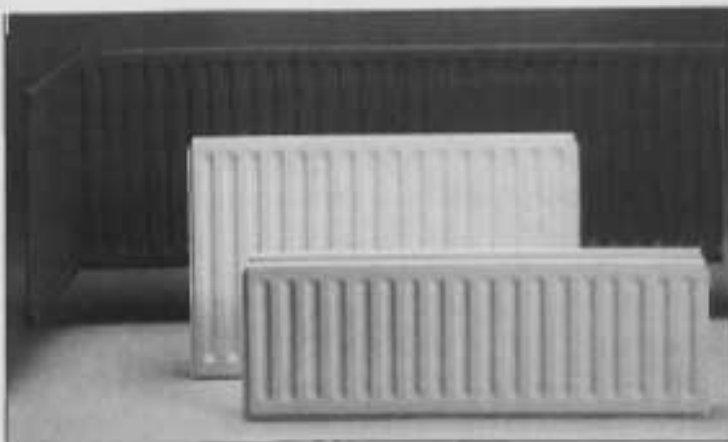
Emerald

Emerald is a specially-commissioned, Irish-made range of boilers made to a design and technology specification devised by Heatequip to fill a particular market niche within its overall portfolio.

A choice of models is offered, including indoor and boilerhouse units, with all boilers fitted with Riello burners as supplied by C&F Quadrant.

Outputs vary from 50,000 BTUs to 120 BTUs

Barlo Heating Limited



- ▶ TURN ON THE STYLE
- ▶ TURN ONTO THE NEW
- ▶ **BARLO RADIATORS**

Unit 2, Broomhill Business Park, Broomhill Road, Dublin 24.
Tel: 01 - 459 6099/459 6115; Fax: 01 - 459 6123.

from **StraxGAS**[®]

MANUFACTURERS OF HIGH QUALITY DECORATIVE GAS COAL EFFECT FIRES

THE ECOTECH BURNER –

For 16" or 18" Traditional Tapered Fire Openings

Available for use with Natural Gas and LPG



The Secret Behind The Glowing Warmth Of Straxgas Fires . . .

Safety & Quality

The Award Winning Ecotech Burner is constructed from stainless steel to ensure durability and is operated by combined gas ignition controls. These include a fully adjustable high to low flame setting option to allow the user to create the desired effect, (not available with LPG version). An important safety feature is the flame failure device and oxygen depletion sensor. This is triggered into operation when there is oxygen depletion, typically caused by a blocked flue or poor ventilation.

This attractive design is further enhanced by a choice of 3 fret options and integral ashpan cover which discreetly disguises the controls.

To increase efficiency of the fire, a range of Convection Boxes is also available. The Strax Turboflue, a fan flued system, may be used where no conventional chimney exists – Please ask for details.

Available now from Heatequip Ltd, Eurohaul Centre, Greenhills Road, Tallaght, Dublin 24.

Sole Importers For Eire. Trade and Retail Showrooms

Tel: 01 - 451 9711 Fax: 01 - 451 9064

Sales listed by



Certified by British Gas Research and Technology for EC use





Strax Balmoral basket fire presented in an attractive raised setting within a natural white marble surround

Be-Modern

Since its formation in 1964, Be-Modern has developed into a major manufacturer of bathroom, fireplace and kitchen furniture.

Since the company began producing timber fire surrounds, it has been the main influence in turning what was once merely a functional fixture into a central piece of furniture. Its position as market leader has been maintained by constantly developing new designs, new materials and new finishes. The choice of fireplaces now available from Be-Modern ranges from traditionally-styled mantels and mirrors to modern designs complete with display cabinets. As an extension to the fire surrounds, a collection of matching occasional furniture is available which includes

drawer chest, video and hi-fi unit, coffee tables and so on. In kitchens, a vast range of styles and finishes to suit most tastes and budgets is offered, from competitively-priced kitchens to fully made-to-order fitted kitchens in high quality oaks, naturally polished or painted by hand. Having detected the development of the bathroom furniture market early, Be-Modern also launched a range of suitable furniture which is now market leader in this field. The wide range of colours and styles can be used in conjunction with standard sanitaryware or the more modern "concealed" cisterns.

The entire range from Be-Modern is comprehensively represented in the new, purpose-designed showrooms at Heatequip.

Sugg Lighting

Sugg Lighting has a history spanning two centuries, from 1807 when Thomas Sugg laid the first gas main for lighting in London's Pall Mall. Since then the name Sugg has become synonymous with quality lighting and, to this day, Sugg remains the foremost quality manufacturer of gas lighting fittings, though the modern-day range also includes electrical lighting.

The same dedication to high-quality and innovative design and styling manifests itself in the current range with the hand-crafted, solid brass fittings epitomising this strength and unique character.

Whether its outdoor or indoor fittings, Sugg has a tailor-made solution, the gas units being especially favoured by restaurants, in particular, to create that intimate soft lighting only possible with gas.

Watermark From Hamco

The Watermark range from Hamco is a collection of finely-engineered shower enclosures and bath screens manufactured to the stringent quality controls of BS5750 in toughened safety glass which is Kitemarked to BS 6206 Class A.

They can be quickly and easily installed and are available in a wide variety of styles, combining unique designs and colour presentations with a choice to suit and complement any decor scheme.

Among the finishes available are polished silver (chrome effect); polished antique gold; and white.

These can be further enhanced with clear glass and printed glass combinations, depending on the collection concerned.

Door openings for showers can be bi-fold, pivot, in-line pivot/bi-fold, pentangle and corner entry, while tray sizes and height options offered are too numerous to mention. Suffice it to say that, with width adjustment also possible, a solution can be provided for virtually every conceivable requirement.

Reflections bath screens come in traditional 1-piece units or fold-away 4/5 panel options. As with the Watermark shower enclosures, a wide choice of decorative styles is offered, varying from the simple to the opulent.

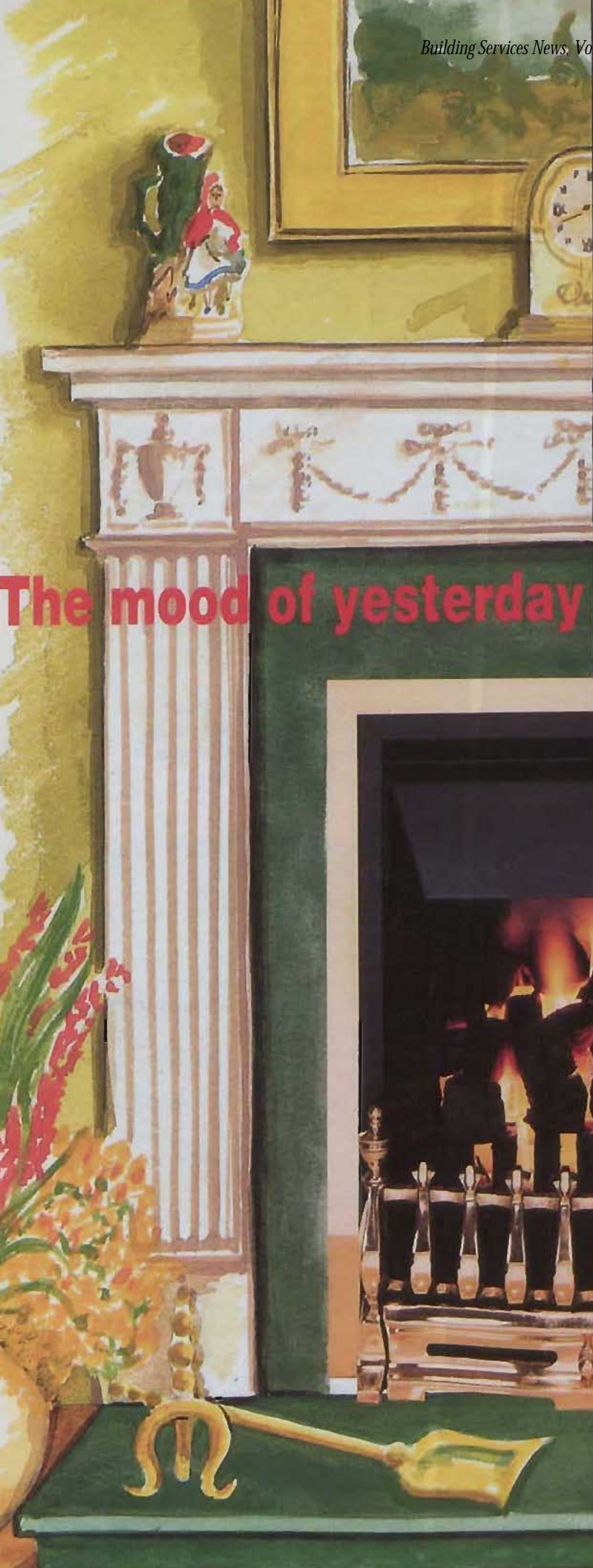
Landis & Gyr

Landis & Gyr's RWB100/200 residential heating timeswitches and programmers cover all standard requirements and comprise seven controllers – daily, 7-day and 5-day/2-day timeswitches and programmers. An important benefit for use with refurbished systems is that all the RWB100/200 controllers fit Landis & Gyr's standard backplate. Motorised valves from Landis & Gyr include three-port valves for mid-position or diverter applications and a two-port valve for use in zone systems.

All valves are high-performance, quality-engineered products, with externally-threaded brass bodies. They are available in 22mm and 28mm sizes, while the 2-port valve is also available in 15mm, 3/4" and 1" BSP sizes.

Features of the valves include wedge-type actuation for tight shut-off and a spring return motor for fast response. There is a manual override lever for testing during installation.

In addition to the RWB100/200 Series, Landis & Gyr also produces the electromechanical RWB30 timeswitch and RWB2 programmer. The range is completed by the RAD1 room thermostat, RAM1 cylinder thermostat, TRV thermostatic radiator valve and control packs to suit most applications.



VERiFIRES

The mood of yesterday ~ the fuel of today

by

VERINE

New World

New World have been leading the world of cooker design for more than a century, with products incorporating supreme quality, style and innovation. There are a multitude of choices in various collections available, be the requirement built-in or free-standing.

A typical example of the quality and innovative styling and benefits offered are contained in the new Option 500 range. This is an outstanding collection of freestanding 500mm wide gas cookers, comprising Style, Apex and Esteem models. There are many combinations and features available.

Perhaps the most advanced development of recent years is Cool Flo® Technology, a means of keeping oven door temperatures down. The

Cool-Flo® door is double glazed, with a heat reflecting pane on the inside which bounces heat back into the oven, and a separate outer pane. The gap between them allows air to circulate, reducing the surface temperature of the oven door and keeping the heat inside the oven.

Robinson Willey

Robinson Willey is a name which needs no introduction to the heating industry in Ireland. By way of its long association with Heatequip stretching back over many years, it has

become a leading market player because of the excellent quality of the products offered and the extent and broad scope of the overall portfolio. It includes everything from compact gas wall heaters such as the Commodore through to coal-effect fires like the Romany and elegant Black Knight which blends traditional black cast iron with subtle, brass-effect highlights in a distinctive, open-fronted design.

There's no denying that the Romany 2 — with its traditional cast iron canopy and brass-effect fender — is one of the key products within the portfolio. This slimline fire produces radiant and convected heat, and controllable warmth from one simple

Parkinson Cowan

Parkinson Cowan cookers represent a significant advance in gas cooker manufacture and design. The current range has evolved from years of research combined with a revolutionary manufacturing process which gives them smooth easy clean contours and superior quality.

Each type of Parkinson Cowan cooker can be identified by its name such as the Lyric, Sonata and Ovation ranges.

The full portfolio comprises high-level grill cookers; slide-in cookers; slide-in automatic cookers; and built-in ovens and hobs.

LANDIS & GYR

TOTAL TIME CONTROL

Timeswitches

Burner and Pump Control

RWB100 – 24 hour

RWB152 – 5 day/2 day

RWB170 – 7 day



RWB252/270

Programmable

Suitable for gravity or pumped systems

RWBXP – 24 hour Mini

RWB200 – 24 hour

RWB252 – 5 day/2 day

RWB270 – 7 day

Other products available:

Thermostats

RADIN Room Stat

RAMI Cylinder Stat

Flow Control

15mm Angle TRV's

MA-V3.. Mid position Valve 22mm

ZA-V2.. Zone Valve 22 & 28mm

Asea Brown Boveri Ltd

Belgard Road, Tallaght, Dublin 24.

Telephone: (01) 4522622; Fax: (01) 4522985

ABB

Leisure Cookers

Leisure cookers cover a wide-range of free-standing and built-in models and are supplied to Heatequip by C&F Quadrant.

The designs are such that there is a model to suit virtually any application while the technologically-advanced features reflect the ever-innovative pedigree of this market-leading brand.

While there are models to suit all market sectors, Leisure is especially strong in the mid to value end of the cooker business.

control, ranging from economy to the full output of 3.26kW on its high

setting. Piezo spark ignition lights the Romany 2 instantly and



Heritage bathroom suite including Roman shower enclosure set within Be-Modern Lisbon bathroom furniture



Trade Counter — Gerry Morgan pictured with John Whelan, Frank Malone and Billy Brannigan Jr

automatically with the fail-safe flame supervision device guaranteeing safety.

One of the latest introductions to the Robinson Willey range is Firedance, one of a new generation of coal-effect fires incorporating burner technology combining a real-fire flame "picture" with the convenience and efficiency of gas. The brass and cast iron case is so slim that it fits both conventional brick chimneys, modern pre-cast flues and any suitable surround without any adaptation. Heat output is controllable from 3.4kW down to less than 1 kW.

HEATEQUIP CUSTOMER SERVICE COMMITMENT

While our customers' day-to-day business objectives may vary somewhat from one to the next, what they all have in common is the desire to make profit and to develop and prosper in the future. Our commitment at Heatequip is to provide the appropriate quality products and related professional support services to ensure that this ultimate goal is realised. Their continued success and prosperity is our guarantee that we too share in that process. Working together, we can all look confidently forward to the future.

Grundfos keeps the heat on

et al: ES News



In commercial buildings, factories, schools and hospitals, nobody keeps the heat on like Grundfos. Our circulator pumps make it easy – and economical – to master central heating requirements for all kinds of applications.

Grundfos pumps are quiet. They're easy to install and maintain. Above all, they're supremely reliable. Our latest circulators feature a new generation of integrated electronic controls that reduce energy consumption and automatically adjust performance.

Which is the reason we account for over half the circulator pumps sold worldwide each year. When it comes to innovation, nobody keeps the heat on like Grundfos.

GRUNDFOS 
Leaders in pump technology

A NATURAL INGREDIENT



Earth, water, air and fire are the four natural elements. From beneath the water and the earth sprang Natural Gas to burn with a pure flame. It's a natural energy source that's part of the way we live now.

Natural Gas is instant clean heat that's ideal for cooking. It burns hot or cold at the turn of a dial. Perfect for any dish that needs sensitive handling.

Natural Gas is a natural ingredient in many homes and the really good news is that it's such an economical fuel to use. So get cooking.

NATURAL GAS

THE WAY WE LIVE NOW.

TRADE NEWS

* continued from page 8
question-and-answer session
later in the evening.

Those interested in the subject
were also advised to get hold of
a copy of CIBSE Application
Manual AM3:1989 which deals

specifically with condensing
boilers and covers everything
from the principles of operation
through to design, construction,
installation, commissioning and
maintenance.

■ The annual general meeting of the CIBSE Republic of Ireland
Branch will be held on Thursday, 4 May 1995, at the IEI, 22 Clyde
Road, Dublin 4. The meeting will commence at 5.30pm.

Under the rules of the institution, all officers and half the committee
are required to resign.

The committee nominate the following officers for the 1995/96 session:

Chairman - Oliver Reddy;

Vice Chairman - Herbert Taylor;

Hon Sec (Correspondence) - Brian Homan;

Records Secretary - James Curley;

Treasurer - Joe Lawlor.

The committee also nominate the following members of last year's
committee: John Cuthbert (ex officio); Sean Ascough; Matt Mohan;
Peter O'Dowd; Francis McNulty; and Paddy Clonan.

The following persons are also proposed for the Committee: Colm
Murphy proposed by Jim Curley, seconded by Brian Homan; Ken
Beattie proposed by Peter O'Dowd, seconded by Herbert Taylor.

Contact: Colm Murphy, CIBSE P.R.O. Tel 01 - 497 5716.

Trianco Super Flo from Heating Distributors

Like all combination boilers, Trianco's Super Flo heats water direct
from the mains. However, unlike other storage combis, it is capable
of providing superior instantaneous hot water flow rates, together
with full central heating for the larger property.

Using a sophisticated water temperature flow rate system to provide
a constant and high rate of hot water, Super Flo is capable of
providing 180 litres (40 gallons) of domestic hot water at a flow
rate of 26 litres/minute (6 gallons/minute). With a controlled
domestic hot water temperature of 55°C, the possibility of scale
build up in hard water areas is also much reduced.

With the Super Flo, installation is simple. There's no need for a
costly and bulky cold water storage tank, no hot water cylinder and
therefore less of the pipework needed for a conventional system.
All of which adds up to considerable savings on space, installation
time, and running costs.

Siting the boiler is made easy by the wide range of flue options
including left, right or rear outlets. Optional flue extensions as well
as vertical flue kits further increase siting versatility.

Contact: Shay Kiernan, Heating Distributors. Tel: 01 - 837 5144.



**WE SEE CUSTOMER
SATISFACTION AS THE ULTIMATE
MEASURE OF QUALITY**

TREND

So do the following companies

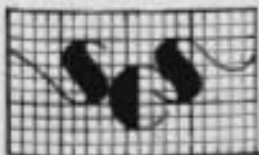
- ◆ Analog Devices
- ◆ Shannon Aerospace

- ◆ St Stephens Green Shopping Centre
- ◆ Allergan Pharmaceuticals

◆ Leo Laboratories

That's why they - like other prestigious commercial and industrial developments - chose Standard
Control Systems to supply and commission a Trend building management system. Through a
trading partnership stretching back more than 10 years, Standard Control Systems has established
Trend as the quality name against which customer satisfaction is judged.

◆ Specify Quality - Specify Standard Control Systems ◆



Standard Control Systems
Specialists in Control and Energy Management Systems

STANDARD HOUSE, MAIN STREET, LEIXLIP, CO. KILDARE.
TEL: (01) 6246100. FAX: (01) 6246105.

Contact: Sean O'Toole for further details

TRADE NEWS

Davies Presentation Ideal

While the pun is very obviously intended, the recent presentation by Davies of Fairview featuring the new Classic boiler from Ideal was indeed an ideal occasion. It was held in the Engineers Club in Clyde Road, Dublin 4, with a capacity attendance filling the lecture theatre to be addressed by a number of speakers.

The format for the entire evening was ultra-professional and informative, yet somehow relaxed and informal at the same time. This is the hallmark of all such events hosted by Davies.

Declan O'Donnell acquitted himself with his usual aplomb but, as always, left it to his colleagues to get on with the main proceedings. In this respect Gerry Tobin gave an excellent presentation, his delivery being perfectly balanced and including an ideal (it's that word again) mix of seriousness and levity.

Apart from the general bonhomie of the evening itself, the principal reason for the function was the introduction of the new Classic boiler from Ideal. This cast-iron domestic central heating boiler is suitable for a wide variety of applications, meets all low NO_x requirements, and is designed for one-man installation.

Types available include room-sealed (RS) and negative-pressure, fan-assisted (NF) units and conventional and sealed system models.

Key benefits are — Fastest-ever to install and service; proven heat exchanger that suits any system; simplest, most-flexible flue system; extremely quiet in operation; and high-efficiency, low NO_x flue emissions.

Contact: Gerry Tobin, Davies of Fairview. Tel: 01 - 837 6076.



Left: Gerry Fox and Fred Reid pictured with Declan O'Donnell.



Right: Albert Carroll, Davies with Tony Mann, Ideal Boilers.



Left: Mick Matthews, Radius Heating with Liam Oonan and Noel McKeon, Davies.

HRP Walker - Technology for Today and Tomorrow



Pictured at the HRP Walker/Prestcold seminar earlier this month were Graham Revil, Director, Anglo Irish Refrigeration; Michael Nolan, Sales Manager, HRP Walker; Pat Jones, Sales Manager, Anglo Irish Refrigeration; and Terry March, Technical Manager, Prestcold



Terry March, Technical Manager, Prestcold delivering his address to the participants in the recent HRP Walker/Prestcold seminar.

APPOINTMENT

Shay Moriarty has been appointed Information Systems Manager at Wavin. He will be responsible for managing the company's Information Systems Network and for developing and implementing its future IS strategy.



Product Reviews - April

- Filters
- Chimneys, Flues and Refractories

HVAC Energy-Saving Through Variable Speed Drives

Independent research has revealed that literally millions of pounds are being wasted annually because of the inefficient use of energy in Ireland each year. This wastage is particularly evident in commercial and industrial buildings where devices like fans and pumps are constantly operating at maximum output when what is actually required of them is to provide variable flow.

JJ Sampson & Son Ltd recently organised a seminar in the Forbairt lecture theatre to highlight this fact. The occasion proved all the more invaluable because of the excellent contribution of Danfoss, the ESB, Proplan and Masterair who co-presented the event. Danfoss in particular have been to the forefront of variable speed drive technology for over 25 years while, in recent years, the ESB has also accumulated a wealth of information on the subject.

The day-long proceedings comprised a panel of expert speakers, each of whom delivered a paper on the subject, relating it at all times to the potential savings possible by the use of variable speed drives (VSDs).

While a complicated issue in many respects, John Sampson of JJ Sampson & Son said that the sensible and appropriate use of VSPs in retrofit and new installations could save industry many millions of pounds and achieve an average payback within the space of two years.

"Installing a variable speed inverter", says John, "output can vary in order to meet the capacity required. This reduces the power consumption dramatically. For instance, if the speed is halved, then power consumption is reduced to one eighth".

To date, few VSD manufacturers have applied themselves to the building services industry, preferring instead to concentrate on industrial process control. JJ Sampson & Son - by virtue of their association with Danfoss - have now redressed this imbalance in approach. Hence the recent seminar which saw over 70 invited delegates from all building services industry sectors participating in a perfectly-structured forum which involved professional presentations with the facility for very active and constructive discussion periods.

Contact: John Sampson, JJ Sampson & Son.
Tel: 01 - 626 8111.



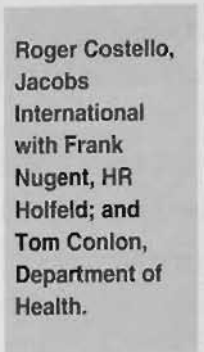
Jim Hargin of Hargin & Associates with Michael Buckley, Buckley & Downie



Martin Lynch, Masterair with Greg Traynor; Brian Maguire, JJ Sampson; Ben Costello, Bolton Street; and Jim Rogers, VMRA.



Speakers - Per Graven-Nielsen, Danfoss Drives Division with John Sampson, JJ Sampson & Son; Micheal Daly and Dave Reynolds, Energy Services Division, ESB; Alan McHale, Proplan; and Johnnie Jensen, Danfoss Drives Division.



Roger Costello, Jacobs International with Frank Nugent, HR Holfeld; and Tom Conlon, Department of Health.



Niall Cleary, Mech-Elec Distribution with Derek Elton, Wilo; Andrew McCracken, Jones Lang; and Kevin Murphy, Irish Estates.

New Styles - Old Values



“They don’t make them like they used to!”

You hear it all too often. And it’s true! But that doesn’t mean quality suffers. Take one of Armitage Shanks’ latest additions to our already huge range. The Leander Armacast bath is manufactured using unique technologically advanced processes and from lightweight super strength materials. Yet it has the strength and solidity of old ... with a 25-year guarantee. Its designed to incorporate extra bathing space, with increased strength for showering. Safety features include anti-slip surface and large handgrips, and it comes with a very affordable price-tag too!

Take the plunge and contact your local Armitage Shanks stockist or return the coupon below. We’ll have the answers you need and the value you want.

Please send me the latest Armitage Shanks brochures

Name _____

Address _____

Return to:-

Armitage Shanks (Ireland) Ltd.

Unit 1, Cookstown Industrial Estate Extension,

Dublin 24. Tel: 01 - 451 0044; Fax: 01 - 452 6886.



HEATRAE SADIA - NEW LEVEL OF SOPHISTICATION IN SHOWERS

Heatrae Sadia has taken showering to a new level of sophistication with the introduction of a new range of high-performance electric shower. A choice of 7.2, 8.5 or 9.5kW power ratings is now offered along with higher specification accessories. The new 8.5kW showers deliver 21% additional

performance over a conventional 7kW shower, while the 9.5kW product boasts 36% additional performance. These improvements mean higher flow rates or increased shower temperatures. To complement these power upgrades new high-performance and multi-mode



Heatrae Sadia Sapphire from OBF. Contact: John Walsh. Tel: 01 - 450 4644.

handsets have been introduced on all 8.5 and 9.5kW models. The design of these new accessories ensures impressive spray pattern at both high and low flow rates.

Furthermore the new handsets are particularly easy to clean and can be disassembled without the use of a tool. All Heatrae Sadia electric showers (except Carnes) are

supplied with a soap dish as standard.

The range is comprehensive with a variety of features and benefits to suit all needs. Heatrae Sadia was the first full-range manufacturer of water heating products to gain BS5750 and has over 70 years experience in the manufacture of quality electric heating products.

UNIDARE ... THE CHOICE OF THE PROFESSIONALS

When it comes to showers, shower booster pumps and flanges, Unidare has an extensive portfolio of top-quality products from some of the world's leading manufacturers.

To begin with, there's Unidare itself. This comprises a range of instant electric showers offering a choice of different models to suit individual needs. All are manufactured to the highest safety and regulatory standards and to an exacting design specification.

A typical example is Unidare Model No: 700. This unit has a single control for start/stop and temperature adjustment; a numbered dial for easy temperature selection; a "power on" indicator; a power selector offering two settings — low and maximum; a power rating of 7kW at 230V AC; and a riser, sprayhead and soap dish.



The Watermill Osprey powered shower from Unidare. Contact: Eddie Green, Unidare. Tel: 01 - 677 1801.

Then there's the Watermill Osprey "intelligent" power shower. This is a powerful, yet controllable, high-performance shower which provides economic running costs, precise temperature control and fast warm up. It is enclosed within a unique "soft look" design and the choice of models will enhance any bathroom setting.

For safety and silence, Osprey operates on low voltage and incorporates an automatic anti-scald system.

Watermill also manufacture low voltage shower booster pumps. Specifications include isolating transformers with speed adjustment in some models; Carbon/ceramic seals; drip-proof construction to IEC 144-IP1; and WRC-approved plastics. All are supplied complete with flexible hoses and filters.

Finally from Unidare within this product category is the Surrey flange. This is designed to provide an independent hot water supply from an "air free" position within the cylinder. It dramatically reduces air surging, noise, and temperature variation.

It also helps to keep the shower water temperature constant at the same time as other hot water outlets are being used throughout the installation.

WATERMARK FROM HAMCO

The Watermark range from Hamco is a collection of finely-engineered shower enclosures and bath screens manufactured to the stringent quality controls of BS5750 in toughened safety glass which is Kitemarked to BS 6206 Class A.

They can be quickly and easily installed and are available in a wide variety of styles, combining unique designs and colour presentations with a choice to suit and complement any decor scheme.

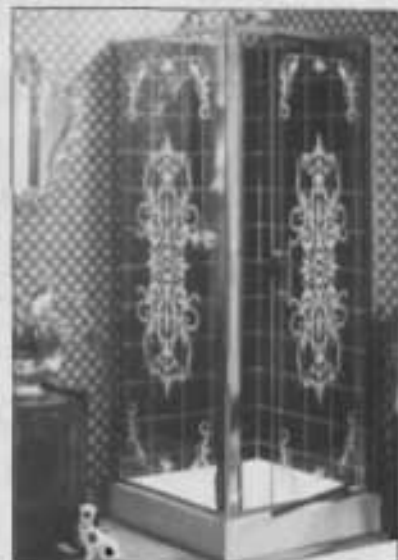
Among the finishes available are polished silver (chrome effect); polished antique gold; and white.

These can be further enhanced with clear glass and printed glass combinations, depending on the collection concerned.

Door openings for showers can be bi-fold, pivot, in-line pivot/bi-fold, pentangle and corner entry, while tray sizes and height

options offered are too numerous to mention. Suffice it to say that, with width adjustment also possible, a solution can be provided for virtually every conceivable requirement.

Reflections bath screens come in traditional 1-piece units or fold-away 4/5 panel options. As with the Watermark shower enclosures, a wide choice of decorative styles is offered, varying from the simple to the opulent.



The Watermark Regency, victorian-style pivot-door shower enclosure which is also available with optional side-panel. Details from Hamco. Contact: Brendan Morgan, Hamco Enterprises. Tel: 0506 - 21302.



Unidare

HEATING & PLASTICS

- * **Unidare** range of instant electric showers
- * **Watermill Osprey** powered shower
- * **Watermill** shower booster pumps
- * **Watermill Surrey** flanges
- * **Unidare** electric heated towel rail
- * **Unidare Terrain** traps and accessories

Unidare Heating & Plastics Ltd

Jamestown Road, Finglas, Dublin 11.
Tel: 01 - 677 1801; Fax: 01 - 834 6419

ARMITAGE SHANKS - NEW STYLE, OLD VALUE

Armitage Shanks is probably the oldest manufacturer of bathroom products in this corner of the globe. Their elegant and versatile designs have been a cornerstone of success for almost 180 years now, and the most recent additions to their enormous range look set to reap even greater successes.

Armitage Shanks unique family of armacast baths now has a new member. The Armacast Leander Bath, while offering all of the existing benefits of this range, including a 25-year guarantee, the Leander incorporates new design features for improved bathing spaces, and a more shower-friendly shape.

Sales of bathroom furniture are definitely on the increase and Armitage Shanks is well pleased to become the branded leader in this sector too with its versatile range of Cavendish Vanity units, cabinets, drawers and cupboards. The Torndale range, finished in luxurious cherry wood is a must to see for anyone considering this option for their bathroom. Its now on view in major showrooms throughout the country.

Armitage Shanks has bathroom suites to suit every pocket and a wide choice too for each price bracket. Yet, not wishing to take success for

granted, new areas of development are always underway and one recent result of this is the introduction of an Italian range from the sister company Ceramicco Dolomite. Beautiful lines and finish - combined with novelties such as semi-pedestals - will ensure increased popularity for this range.

Novelty meets practicality, however, in Armitage Shanks latest range of accessories called Solitaire, it comprises "Corian" and metal finishes, thereby making it a most unusual and unique product. Of course Armitage Shanks still maintains pole position in the commercial end of sanitary ware supply, a strong endorsement from those in the trade that quality, price-competitiveness and service is a sure recipe for success. With much re-design of its product range and a healthy respect for traditional lines, Armitage Shanks can look forward to the next millennium with confidence. Success will be as much a part of this company's future as it has in its past.

Free brochures and further information on all Armitage Shanks products are available on request.

Contact: Peter Herbert, Armitage Shanks.
Tel: 01 - 451 0044.



From the Armitage Shanks bathroom collection.

SALDEBAN - ESSENTIAL BATHROOM ACCESSORIES

Available from Saldeban, Metlex is a well-known trusted name in bathroom accessories in Ireland. Recently, additional designs were added to the portfolio and there is a brochure to accompany this expanded "new look" Metlex, in which the ranges are very clearly presented.

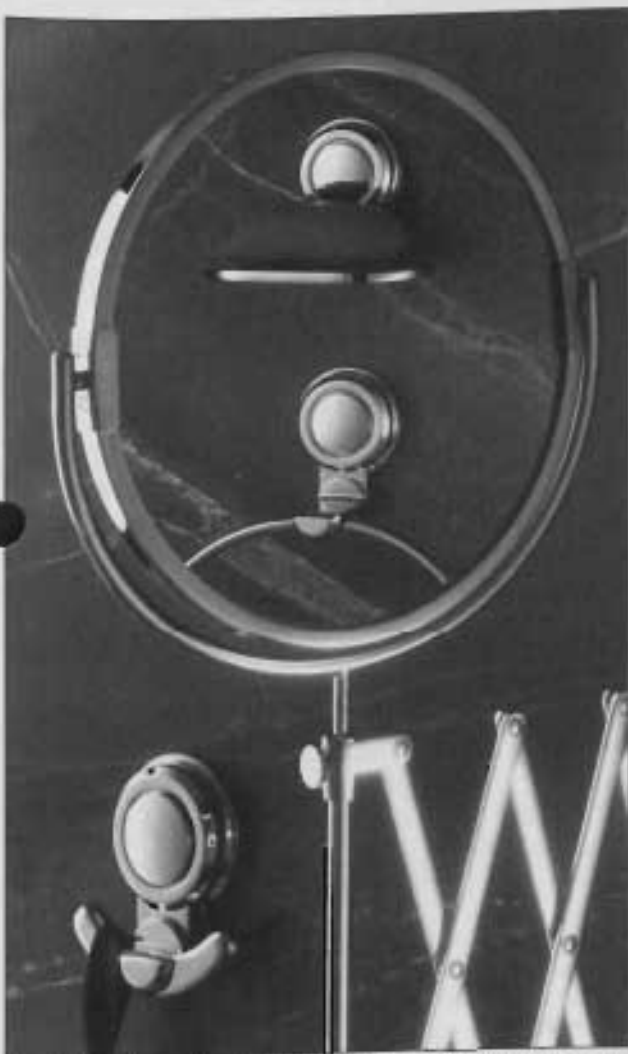
Decotec, a French manufacturer of attractive, sturdy metal tube and cast iron fittings, introduced the Arcade coloured wooden accessories range in 1990, to which the elegant look of solid beech has now been added.

Also from Saldeban are wooden fittings from Berthurst and Pine Design, each having two different price structures and individual design ideas.

Beautiful, Irish-made hand-thrown and painted pottery bathroom accessories by Judy Greene are a new addition to Saldeban's expanding range, which includes virtually unbreakable Ofa toilet seats, made with poly-merised wood. These can be manufactured to colour specification if a reasonable quantity is required.

Complementing the above is Aqualona, an attractive, imaginative and extensive range of shower curtains.

The Saldeban showroom is open Monday to Friday, 10am to 4pm, or by appointment. Contact: Sally O'Kelly, Saldeban. Tel: 01 - 661 9321.



The ultimate in luxury from Metlex - Athens, six dramatically different collections of the finest quality bathroom accessories combining the classic elegance of chrome with the luxury of 22 carat gold.

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Quality, Selection and Service in 1995

Heatrae Sadia – Innovative, High-Quality, Water Heating Equipment

Heatrae Sadia is synonymous with the highest-quality water heating equipment in the world. It has a history and unrivalled reputation stretching back over 75 years, yet is forever innovative and forward-looking. Today, Heatrae Sadia continues to bring to the marketplace products which set new industry standards while, at the same time, catering for the needs of professional installers and specifiers. The recently-introduced Supreme is a typical case in point. This is a highly-sophisticated, yet simple-to-operate, water heater which needs no filling, is fully automatic and has the added advantage of being steam-free.

It has a wide-ranging capacity and is capable of providing as little as one cup of freshly-boiled water or sufficient to fill a flask, a teapot or up to 90 cups at any given time. Its recovery rate is unbeatable and equates with 125 cups per hour. It is the ultimate energy-saving method of providing instant hot water to a maximum of 99 C and, as such, is especially suitable for commercial environments.

Advanced technology makes the Supreme a generation faster, more efficient, safer and more reliable than competitive models while it is also much easier to install, clean and maintain. Use of the latest materials and design methods ensure that Supreme looks and wears as well as it works. It is the first product of its type to obtain BEAB and WRC approval and is manufactured at Heatrae Sadia's BS5750-approved factory. Vigorous quality checks at all stages of manufacture ensure the highest levels of customer satisfaction.

Installation is simple. There is a choice of bottom or rear entry for services with push-fit plumbing fittings supplied. There is a simple electrical connection, dry-start protection and a special hook-on design for ease of mounting.

Scale resistance is achieved by the elimination of smallbore pipework,

Then there's Heatrae Sadia's Hotflo unvented water heating range, which is available in 10 and 15-litre capacities. This is manufactured to the same high specification and quality-control measures as detailed above. It incorporates a well-proven, glass-enamelled steel inner container and is suitable for a wide variety of point-of-use applications.

A full range of accessories is available for use with Hotflo, including a temperature and pressure-relief valve which is likely to be called for on selected installations.

Streamline is another innovative water heater from Heatrae Sadia. This unit offers versatility without complications and is available in two sizes and two power options and can be specified with a choice of 16 different taps, spouts and mixers. The heating element is simply inverted to convert the basic model for undersink use.

For all that, Supreme, Hotflo and Streamline are just key examples from the comprehensive range of water heaters manufactured by Heatrae Sadia and distributed throughout Ireland by OBF

Distributors Ltd. The brand is also one of the market leaders in showers.

A full-colour catalogue detailing the entire Heatrae Sadia range is available free, on request, from OBF. A very detailed price list will also be issued shortly. Apart from the basic information on price, this specially-prepared publication includes all the relevant technical data and related specifications on every individual product item within the entire range. Contact: John Walsh, OBF Distributors. Tel: 01 - 450 4644.



Heatrae Sadia Supreme

the float valve and header tank. The special sump and element configuration also means less frequent descaling which can be carried out with ease because of the ready access to the heating chamber. Silicone rubber seals and hoses prolong life and also assist resistance to scale.

Economy and flexibility are the other key benefits provided by Supreme. With a choice of five capacities there is a model to suit all requirements.

Supreme suits everyone to a tea!

supreme

Or a coffee, a hot chocolate, an instant soup or any instant snack.

Heatrae Sadia introduce two new high capacity Supremes for heavy demand situations. Developed using Heatrae Sadia's extensive experience of the boiling water market the new products have all the market leading features of the existing Supremes. These include:

- Choice of 140, 155, 170, 185 or 215 cups per hour
- 185 and 215 models allow the use of up to three taps
- Up to 90 cups immediate draw-off for peak demands
- Saves energy, highly efficient insulation
- Fully automatic, no manual filling
- User-friendly capacity indicator neons
- Sets new standards in accessibility for servicing and descaling.



30% of users say Supreme improves the taste!
...And the remaining 70% say they can't tell the difference!

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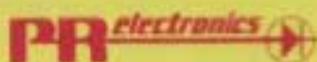
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