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# BSN News

MECHANICAL & ELECTRICAL BUILDING SERVICES



## The Energy Show 98

### ALSO

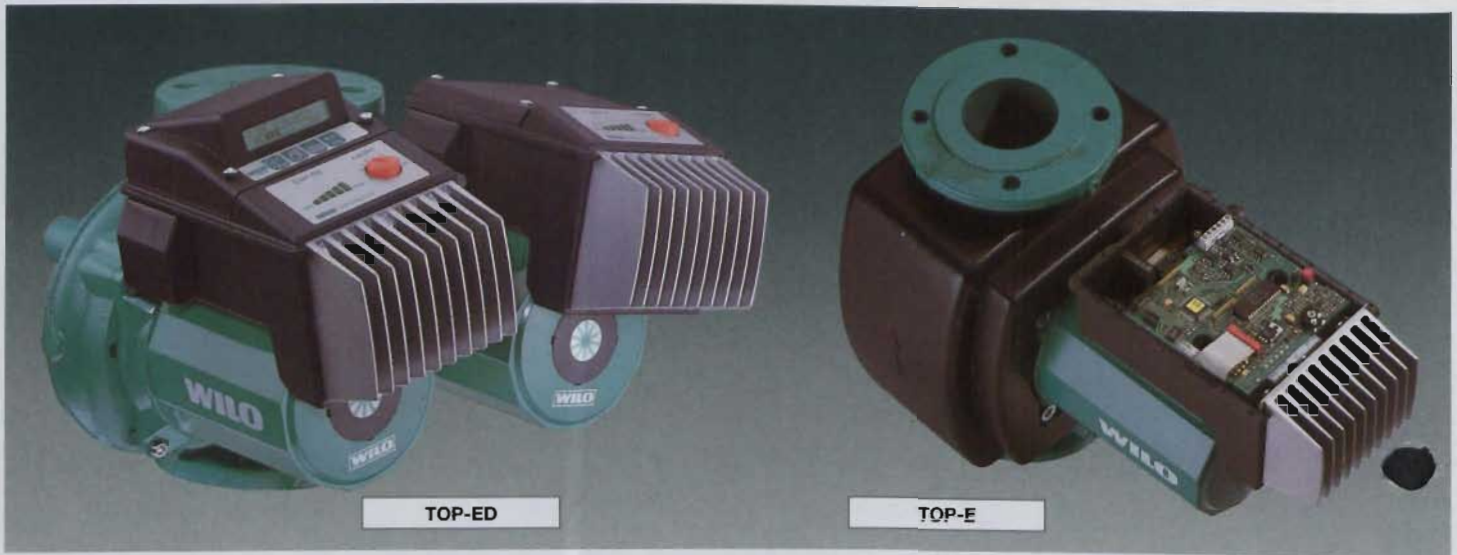
■ **Plan Expo '98 – Hatching New Building Services Opportunities**

Published by ARROW@TU Dublin, 1998

■ **Bathrooms & Accessories**

■ **CHP Case Study**

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# BSNews\*

MECHANICAL & ELECTRICAL  
BUILDING SERVICES

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## Readership Data

Irish Building Services News (formerly Irish H&V News) is Ireland's only Building Services magazine providing coverage of the heating, ventilating, air conditioning, refrigeration, sanitaryware, plumbing, maintenance and environmental industries. It is the only publication catering exclusively for these industries and its circulation includes members of the following:-

Chartered Institution of Building Services Engineers (CIBSE); The Mechanical Engineering & Building Services Contractors' Association (MEBSCA); Irish Property & Facilities Managers Association (IPFMA); The Irish Home Builders Association (IHBA); Architectural Practices; The Mechanical Engineering Contractors' Association; The Institute of Domestic Heating Engineers (IDHE); The Maintenance, Energy & Environmental Technology Association (MEETA) which incorporates energy managers and maintenance managers; The Institute of Plumbing; Builders Merchants; Trade Supply Outlets; and selected members of the Association of Electrical Contractors of Ireland (AECI).

In addition, Irish Building Services News circulates to independent building services contractors and key executives in industry, Government, Semi-State and local authority bodies.

## OPINION

# Be Orderly & Professional ... Not Restrictive

Following last month's editorial which advocated that profit is an essential ingredient in the business mix, it has been suggested that our comments could be mis-interpreted as supporting the pursuit of profit at any cost. Obviously, this is not so.

While BSNews supports and encourages an orderly, professional, competitive, marketplace, it does not advocate the use of unfair means, or restrictive trading practices, to achieve that goal. Indeed, such measures can be illegal and any such "agreements" (if they exist) between different parties should be re-appraised by the participants.

Section 4 of the Competition Act 1991 is quite categorical on the matter. In part it reads "..... all agreements between undertakings, decisions by associations of undertakings and concerted practices which have as their object or effect the prevention, restriction or distortion of competition in trade in any goods or services in the State or in any part of the State are prohibited and void, including in particular, ....., those which (a) directly or indirectly fix purchase or selling prices or any other trading conditions; ...".

It is also worth noting that the Competition Act 1966 gives the Competition Authority power to bring civil or criminal proceedings for breaches of Section 4.

## NEXT MONTH

Are you a member of the Small Firms Association? Do you realise the enormous benefits membership entails? See the April issue of BSNews for breakdown on the many services and support mechanisms provided by the SFA.

## IN THIS ISSUE

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## The Cork Plumbing and Heating Contractors Association

**T**he Cork Plumbing and Heating Contractors Association (CPHCA) is the representative organisation for firms engaged in plumbing and heating installation in the Cork area. It was established in 1943 and is a constituent association of the Construction Industry Federation (CIF). CPHCA members, therefore, benefit from the advice and support services provided by the CIF on a regional and national level. These include:-

- Advice and representation on industrial relations issues;
- Information and advice in relation to health and safety matters;
- Meetings at which presentations on technical and topical points of interest are made;
- Competitive insurance scheme – Construction Cover – available exclusively to CIF members;
- Reduced mobile phone bills through CIF Affinity Scheme with Esat Digifone.

The CPHCA is actively involved in developing the plumbing and heating trade through training; representation on relevant committees; and liaison with Bord Gáis in relation to natural gas issues.

Members are kept up to date by manufacturers and suppliers of new products and techniques.

The current Chairman of the Association is Paul Terry, Paul Terry Heating and Plumbing, Cloghroe, Co Cork. Paul has operated as a contractor since 1971 and has been a member of the



CIF for the past 16 years, previously serving a term as CPHCA Chairman. The Association has a full-time staff available at Construction House, Montenotte, Cork and draws on the support services of CIF Head Office, Dublin, when required.

At its recent annual dinner dance, the Association announced the latest recipient of its annual "Supplier of the Year" and "Trade Assistant of the Year" awards. In its seventh year, the "Supplier of the Year Award" went to Irish International Trading Corporation Ltd of Rocksavage, Cork while the "Trade Assistant of the Year" was awarded to John O'Callaghan, also of Irish International Trading.

Tom O'Brien, Association Secretary, believes the awards have proved an effective tool in enhancing industry links. "The awards were initiated by the Cork Plumbing and Heating Contractors of the CIF to reward the suppliers who looked after them, and have helped create a greater awareness of services from suppliers. They have been a great success and have certainly made suppliers more aware of their customers, ie our members".

Contractors were polled to establish the winner of each award. In assessing the candidates for the suppliers award, they were asked to take account of such criteria as speed and knowledge of counter staff; speed and reliability of delivery service; credit facilities; price of materials; level of stock; and back-up service.

The criteria for the trade assistant award included:- knowledge of produce; friendliness and courtesy; dependability and reliability; and overall approach.

The awards were presented at the recent annual dinner dance which was attended by a capacity crowd, including the Minister of State, Dan Wallace and Brian Crowley, MEP. The sponsor of the event, Owen O'Brien, Managing Director of O'Brien Marketing/Acorn, was also present.

Any contractor interested in



Back Row – Owen O'Brien, Managing Director, O'Brien Marketing/Acorn with Tom O'Brien, Secretary, CPHCA; and Joe O'Brien, CIF; Front Row – Brian Crowley MEP; Minister of State, Dan Wallace; and Paul Terry, Chairman, CPHCA

applying for Association membership or seeking further information should contact Tom O'Brien, CPHCA, CIF, Cork. Tel: 021 - 507 161; Fax: 01 - 507 634.

# Mitsubishi Electric – Making Ireland the European Market Leader

**M**itsubishi Electric has recorded a substantial growth in its air conditioning business in Ireland over the past year. On the marketing front, the company's strategy has been driven by the launch of the "Business 2000" concept in 1996. It is under this banner that Mitsubishi Electric developed the marketing programme that will carry the company into the next century. The basis of the strategy is to create an environment which will enable the business development of Mitsubishi Electric Air Conditioning in partnership with its respective dealers.



Michael Sheehan, Manager of Environmental Control Systems Division, Mitsubishi Electric Ireland, presenting Tom Marren, Reconair Engineering, with the Mitsubishi Electric Ireland "City Multi" VRV Air Conditioning Dealer of the Year Award for 1997



Left: Gavan McKenna who has recently been appointed Marketing Executive with Mitsubishi Electric Europe. A graduate of UCD, Gavan has previously worked as a Marketing Advisor with the UCD Marketing Development Programme and, most recently, with BIM, the Irish sea fisheries board, as a Marketing Officer

Right: Paul Sexton has joined Mitsubishi Electric Ireland as Business Development Executive, Environmental Control Systems. Paul has been working in the industry in a sales capacity for the past two years with a Dublin-based leading contractor. Prior to that he worked as an engineer in the petroleum industry for over 15 years and is also a qualified electrician. Paul will be working closely with Mitsubishi Electric and its dealers to deliver a winning package to architects, consultants, specifiers and end-users alike

In 1998 Mitsubishi Electric will continue to develop the "Business 2000" strategy, to further build the strength of the Mitsubishi Electric brand within the market place. This year will see a new promotional campaign which has already started in the trade press and will continue through trade, business and national press.

Mitsubishi Electric's marketing strategy is directed through its 32-county strong dealer network. It has invested substantially in developing and training this dealer network, thus ensuring the quality of service to the end user.

As part of an implemented strategy, Mitsubishi Electric ensures that its dealers should be no more than 50 miles from any sales/service outlet. Through this policy, it endeavours to ensure that the quality of its products are upheld by the quality of service which can be provided.

The final piece of the jigsaw is the strength and depth of the products



Kanai Hiroyuki, European President, Living Environment Business Unit, Mitsubishi Electric Europe and Fergus Madigan, President, Mitsubishi Electric Ireland, presenting Brian Scully with the Mitsubishi Electric Air Conditioning Dealer of the Year Award for 1997

Within Europe, the Mitsubishi Electric Air Conditioning business is run on a pan-European basis and last year, in Europe alone, sales were in excess of \$200 million and this is a trend which is



The Mitsubishi Electric air conditioning dealers at the company's recent air conditioning conference in Mount Juliet

which the company has to offer. From the Mr Slim range, to the Lossnay range and through to the City Multi and Rooftop ranges, Mitsubishi Electric has a product to suit every possible air conditioning installation requirement.

From top hotels to entire office blocks and from small bistros to single-room requirements, Mitsubishi Electric products can be found in all situations. Each of the products produced by the company have been developed using the highest standards of Japanese technology and are built to the highest specifications in factories around the world, including Japan and Scotland.

In 1996, the company's worldwide sales of air conditioning and related products was in excess of \$3 billion.

set to continue.

There are many challenges ahead for Mitsubishi Electric and their dealers such as the breaking down of European boundaries, the introduction of the Euro and the year 2,000 IT issue. However, the company believes it will succeed, and it believes that the Irish marketplace will lead the way. It is Mitsubishi Electric's aim to make Ireland the European market leader of Mitsubishi Electric's air conditioning business.

Mitsubishi Electric will meet its objectives in Ireland by continuing with its philosophy of supporting the best dealerships, by continuing to develop Mitsubishi Electric as a premium quality brand, and by continuing to build on the range of products it has to offer.



# Energy Management Comes of Age

*Energy management in Ireland has come of age, developing from what was a fledgling industry just two years ago into a mature business. Hitherto conceptual energy management techniques and formulae are now being applied in a practical way to great effect.*

*The Energy Show '96 was instrumental in spearheading this development.*

*Now, the forthcoming Energy Show '98 — which is being presented by the Irish Energy Centre — heralds the introduction of a new generation of dynamic, innovative products and services, designed to take us into the next millennium and beyond.*

*The Energy Show '98 comprises a 2-day exhibition with complementary workshops and events, designed to highlight the many ways in which energy costs can be reduced; productivity can be increased; comfort conditions can be improved; and environmental impacts can be reduced.*

*The Energy Show '98 will also act as a forum for the exchange of views, information and experiences, and will contribute significantly towards achieving the country's ambitious energy-saving targets.*

## Who Should Exhibit?

The Energy Show '98 is the perfect sales, marketing and promotion platform for all companies active in the energy sector, be it as a product supplier or services provider. Applications covered are wide ranging, and include all those engaged in:- Energy Audits; Building Energy Management Systems; Energy Management Systems; Management & Training; Combined Heat & Power; Boiler & Ancillary Equipment; Boiler Services & Testing; Compressed Air; Fuel Suppliers & Utilities; HVAC Products; Lighting & Lighting Controls; Instrumentation, Controls & Data Collection; Variable Speed Drives; and Maintenance & Service Contractors.

## Product of The Show

The Product of The Show Awards will be adjudicated by an expert panel of industry personnel who will select the various category winners from submissions made prior to the Show. These, along with the overall winner, will be presented on day one, and will remain on display on the Product of The Show stand for the duration of the event.

## Workshops – The Objectives

The prudent selection, operation, control and regular inspection of all energy-using systems can save considerable energy resources. Indeed, it is estimated that the application of currently-available technologies and careful energy management techniques can, in many instances, result in an annual saving of up to 20% of overall energy consumption. Achieving this objective requires very careful consideration of all options based on previous experience and current best practice. These workshops will highlight how this task should be undertaken in each of the subject applications detailed.

There will be a total of four, half-day workshops. Technologies covered will be:— Variable Speed Drives; Lighting & Lighting Controls; Combined Heat & Power; and Building Energy Management Systems.

## National Boiler Awards

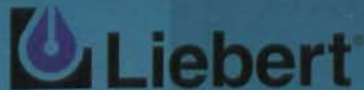
*Sponsored by Royal and Sun Alliance*

Organised by the Irish Energy Centre, the National Boiler Awards are highly valued by those within the energy management sector and general industry. The presentation of winners is the energy industry event of the year and it is appropriate that this year's ceremony will form an integral part of the Energy Show '98.

Contact: Margaret Andreucetti/Maureen Ledwith. Tel: 01 295 7418; eMail [energy98@irish-energy.ie](mailto:energy98@irish-energy.ie)

The Energy Show '98 Exhibition is organised on behalf of the Irish Energy Centre by:-

Business Exhibitions Ltd, 6 Sandyford Office Park, Dublin 18.



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IRISH ENERGY CENTRE

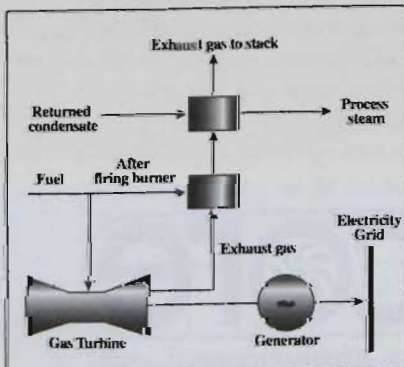
# Dairygold CHP Case Study

## What is CHP?

Electricity is probably the most versatile energy source for industry – it is easily transmitted over long distances, easy to meter, and easy to control. Unfortunately however, electricity generation using fossil fuels is an inefficient use of primary energy. Of the energy consumed in a power station, only 40 – 50% is actually delivered to the consumer as useful electrical energy, the remainder being wasted, either dissipated to the air in cooling towers, or into the sea.

With Combined Heat and Power Systems (CHP), electricity is generated locally. The heat by-product of the electricity generation process, is used in waste heat conversion systems to generate useful steam or hot water. In this way, the net energy efficiency of CHP plants can be up to 80%, resulting in substantial energy cost savings.

The Irish Energy Centre, through the Energy Audity Grant Scheme, and the Energy Efficiency Investment Support Scheme, has been supporting CHP installations for some years.



In addition to the CHP plant featured in this article, the Irish Energy Centre has grant aided 15 other demonstration schemes at hotels, hospitals, commercial and industrial sites.

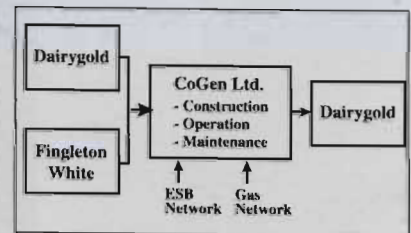
Seminars are planned for May of this year, featuring packaged CHP units installed in hotels and hospitals, with a further event in October, at which lessons learned from these projects will be shared.

Dairygold Cooperative Society has achieved annual energy bill savings in the region of 30% per annum at its Mitchelstown facility following the installation of its Combined Heat and Power (CHP) plant. In the energy intensive business of milk processing, this saving will make a significant contribution towards profitability for many years to come.

There are currently some 42 CHP installations operating in Ireland, ranging in power from 40kW to 14MW. Fifteen of these sites generate 1MW or more.

## The Dairygold Castlefarm Complex

The complex incorporates a food ingredients division and a yellow fats division. It is one of the most efficient and up-to-date operations of its kind in Europe, enjoying an enviable track record as an approved supplier to major multinational food companies. Using state of the art technologies, approximately 50 million gallons of milk and 75 million gallons of whey are processed into a range of products including milk powders, casein and whey powders.



## Project Organisation

For the purposes of building and operating the CHP plant, a joint venture company was established between Dairygold and Fingleton White & Co - the engineering consultants for the pre-project energy audit.

This arrangement has allowed Dairygold engineering and maintenance personnel to concentrate on their core business activity of milk processing and ingredients manufacture.

It is just one of many organisational structures that can be used to develop and operate CHP plants, ranging from straightforward purchase of the equipment by the heat and power consumer to full ownership and operational responsibility by the contractor.

## The CHP Plant

After extensive analysis of the thermal (steam) and electrical loads on the site, a 4.7MW gas turbine CHP unit was selected. Industrial gas turbines are similar in their operating principle to aeronautical gas turbines. The waste heat produced is in the form of hot exhaust gases, at approximately 540°C, and is readily converted to steam using a waste heat boiler.

During the peak milk processing period, waste heat generates about 35% of the maximum steam demand. A further 35% is provided by supplementary firing, where additional natural gas is burned in the waste heat boiler at a high efficiency. The balance of the steam required is provided by the existing independent boilers.

**Turbine/Generator**

<b>Type</b>	<b>Centrax KB7</b>
Power	4.7MWe
Elec. Efficiency	29.4%
Turbine Speed	14500 rpm
Generator Speed	1500 rpm
Voltage	10.5 kV, 50 Hz

**Waste Heat Boiler**

<b>Type</b>	<b>Wellmann-Robey</b>
Unfired Output	11.5t/hr.
Fired Output	23t/hr.
Nett efficiency	up to 88%

It took just 10 months from contract signature to commissioning of the CHP plant. This rapid turn-around time contributed to the financial success of the venture. Disturbances to Dairygold's operations during construction were minimal, as the plant was housed in a new building.

**Availability**

The plant is operated in parallel with the ESB grid. In the event of an ESB power outage, the CHP facility continues to supply part of the site, and in the event of a CHP outage, the ESB supplies the full site. With a preventive maintenance requirement of only 2 hours per month for crank wash, the availability of the plant is over 97%. The plant runs automatically and unattended. An alarm condition activates a pager, carried by maintenance personnel.

**ESB Tariffs & Grid Supply**

The ESB service capacity charge is paid, as before, but by scheduling maintenance for Saturdays, demand charges and day units at the higher rate are minimised.

The CHP plant operates at full output, 24 hours per day from March through October. In the mid-winter period, when little milk is processed,

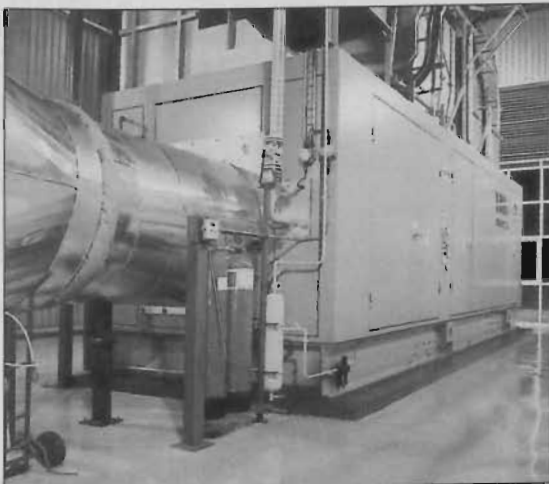
the plant can either be run at reduced output, or shut down.

**Energy Savings**

Energy savings are summarised in Figure 1. Total investment in the project, including plant and civil works, was approximately £3.0 million. The estimated payback period for this investment was 3.7 years but this was reduced to 3.2 years with a grant from the Irish



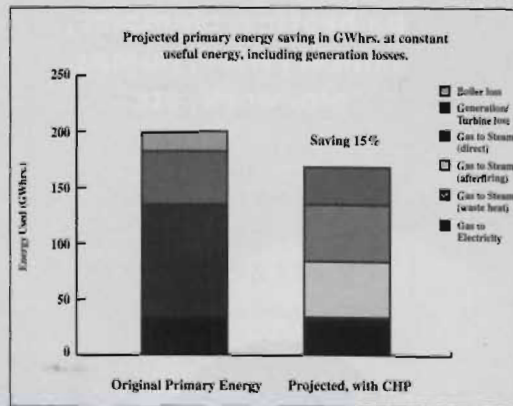
Energy Centre, under the Energy Efficiency Investment Support Scheme.



**Construction**

A new building was constructed to house the CHP unit and associated services, including waste heat boiler and switchgear. Provision was made in the site layout to accommodate the relocation of the existing boilers and an additional CHP unit.

The site was already serviced by the natural gas grid, but as the turbine requires gas at 18 bar, a new high pressure supply was provided.



**Conclusion**

This type of CHP installation has potential for replication in a variety of industries, where power and steam loads are significant and suitably balanced.

**CONTACT**

Kevin Morris, Irish Energy Centre.  
Tel: 01 - 808 2077

*Hatching  
New*

Building Services News, Vol. 37, Iss. 3 [1998], Art. 1

# BUILDING SERVICES BUSINESS OPPORTUNITIES

## THE EXHIBITION

Building Services at Plan Expo is a fresh initiative for the Construction Industry's premier exhibition showcase. Representing a dedicated section within the overall show, it will comprise building services products on stands strategically situated around a continuous central Skills Demonstration Display. Featured will be heating, plumbing, sanitaryware, pumps, pipework, etc.

## PROGRAMME OF EVENTS

Apart from the exhibition itself, Plan Expo includes an extensive programme of seminars, skills demonstrations, workshops, conferences, and awards.

These are organised in partnership with the leading professional and representative bodies such as IPFMA, IDHE, CIF Alliance of Specialist Contractors, the RIAI and The Faculty of the Built Environment, DIT.

## WHO SHOULD EXHIBIT?

With construction industry output now estimated at £7 billion plus — and building services accounting for something like 30%+ of the total — product suppliers serving every category within building services should participate if they want to share in this business bonanza.

## Contact:

Garret Buckley/  
Stephan Murtagh.  
Tel: 01 - 295 8181





**PLAN EXPO**  
Architectural, Construction  
& Interior Design Solutions

# Building Services At Plan Expo '98

Now in its 16th year, Plan Expo is synonymous with Ireland's construction industry, acting as the showcase opportunity for new products, innovative developments, changing trends and marketing initiatives.

In recent years the show has taken on far greater significance, emerging as the industry flag-bearer. It is now a vital constituent ingredient of the overall construction mix, providing leadership and direction as opposed to merely reflecting what's going on.

A new initiative for Plan Expo '98 is the inclusion of a dedicated Building Services section. An exit poll of 4,700 visitors to last year's show highlighted the need for such an area, comments such as "I'd like more of the new heating, plumbing and sanitaryware products" and "It could have more ventilation and air conditioning products" being commonplace.

Expo Exhibitions, the organisers, have responded to these requests. "We have dedicated a special section for the building services sector within the overall show to ensure that this is a dynamic and

## Programme of Events

- Product of The Show Awards
- Lectures/Workshops
- Building Services Seminars
- Facilities Management Conference
- Construction Skills Demonstrations



pro-active area", says Sales Director, Garret Buckley. "Exhibitors' stands will be strategically located around a related Skills Demonstration display.

"Presented in conjunction with the Faculty of The Built Environment, DIT (Bolton Street), these skills demonstrations have proved extremely successful with other construction industry categories and the plans for the building services sector include continuous live demonstrations of the installation of a full heating system, alongside that of a bathroom".

But Plan Expo '98 is not just about product presentation and themed skills demonstration areas. The accompanying programme of related conference events, lectures and seminars, Product of The Show Awards and Plan Building of The Year Awards make it the Irish construction industry's most dynamic, all-embracing event.

The fact that the foregoing are organised in partnership with the leading professional and

representative industry bodies such as the IPFMA, IDHE, CIF's Alliance of Specialist Contractors, the RIAI and The Faculty of the Built Environment, DIT, serve to reinforce this all-industry status.

With construction industry output now estimated at £7 billion plus — and building services accounting for something like 30%+ of the total — Plan Expo '98 is the perfect sales and marketing forum for building services product suppliers.

## Plan Expo '97 Visitors' Views

**Was Your Visit Worthwhile?**

95% said yes

**How Long Did You Stay?**

31% between 2 & 3 hours

45% between 3 & 4 hours

18% over 4 hours

**Why Did You Come?**

82% to see new/particular product

**Orders Placed As Result of Visit?**

62% said yes

**Do Opening Hours Suit?**

92% said yes

**Will You Visit Plan Expo '98?**

86% said yes

## CONTACT

**Garret Buckley/  
Stephan Murtagh  
Expo Exhibitions.  
Tel: 01 - 295 8181.**

*Quality* .....

*Style* .....

*Sophistication* .....

## Classique

Dimensions: 115cm x 115cm  
(overall 150cm x 150cm)  
Depth: 54.5cm



## Maharajah

Dimensions: 200cm x 135cm  
Depth: 46cm





## Apollo

Dimensions: 180cm diameter  
Depth: 52cm



## Amazon

Dimensions: 180cm x 110cm  
Depth: 51cm

### Contact

**Lil Hegarty, Romplas Bathrooms, Tooraree,  
Ballyhaunis, Co Mayo. Tel: 0907 - 30850**

PRODUCT REVIEW

BATHROOMS

# Suite Dreams are Made of This

**W**e spend six days each year in the bathroom yet it remains one of the most neglected rooms in terms of style and design. Characterised normally by the lack of space relative to other rooms, this has limited many decoration options. Here are some useful hints from Ruairi Twomey of Heatmerchants/Tubs & Tiles, for installers who wish their customers to get the most from their bathroom.

**Bathroom Ware** – Pastel colours like soft cream, ivory and of course white are very much in vogue. Attempts to revive the gaudy colours of the seventies have largely proved unsuccessful. When buying a toilet, always ensure it is a box rim flush for best results. Try to buy a cistern with bottom entry flow – this avoids any unwieldy pipework being

exposed. To avoid any mismatch of colour between plastic toilet seats

**Showers** – Shower buying is a much misunderstood area. All electrical showers operate on the principle that the faster the water goes through them, the colder they get. An electrical shower with an in-built pump is not a

is definitely the best option. Finally, concealed shower valves can be awkward if you need to service them ... you may end up replacing all your tiles. An exposed valve unit is a much better option.

**Accessories** – Accessories

can also do much to set the tone for the bathroom. Pine-effect wooden towel holders and skirting, when coupled with antique gold mixers and fittings, do much to create the sought after “old world” look. Mahogany works well with chromes and, when mixed with wrought iron furniture etc, can create a devastating effect.



The Oxford high-level suite – one of the many luxury suites available from Heatmerchants and Tubs & Tiles nationwide

and ceramics, use a wooden seat in pine or mahogany finish.

**power shower.** Pumps are used primarily where mains water pressure is insufficient for adequate flow rate. Thermostatic showers are probably among the most versatile shower type. These give maximum flow rate from the central heating system. Thermostatic valves keep temperature constant and also have an automatic shut off which prevents scalding or freezing in the unlikely event of either water supply failing.

With regard to power showers, modular showers are generally better than the integral type. These have a separate booster pump which can be located discretely in the hot press. Check the water cylinder size first ... a 35-gallon tank

**Tiles** – Tiles are also an area to watch out for. Bathroom tile styles have progressed away from standard sizes to the new larger format tiles. These help add space to the bathroom and come in a large variety of sizes and colours. To create even more space, try painting the skirting the same colour as the door. Choosing tiles involves more than merely choosing the size and colour. Here are some useful tips:-

Tiles, like other products, have their own grading system ... not all tiles are suitable for each application. All tiles have a PEI grading that determines their suitability depending on foot traffic and general wear and tear. Tiles with



The Lakeland Suite – with oceano corinto and oceano beige wall tiles from Taugres, Europe's biggest ceramic tile manufacturer. At Tubs & Tiles nationwide



Bathing

as

it's meant  
to be

*Armitage  
Shanks*

Creating beautiful  
bathrooms since 1817



PRODUCT REVIEW

BATHROOMS

less than a PEI 3-rating may not be very well suited to the Irish climate, so be careful.

No two tile batches are the same. As a result, shading differences will occur. Make sure that the shop matches all of the shades and tones of the order before delivery. This will avoid any mishaps later.

Always get an extra box of tiles for breakages or replacements ... you may not be able to get the same shade at a later date.

Tiled areas that will be exposed to water such as showers or behind sinks, etc, need to be fixed with a waterproof adhesive. If not, the grout will eventually let water in and the adhesive will soak it up. The adhesive becomes ineffective and the tiles could fall from the wall.

If you are going to tile over a wooden floor, you must first secure it with Marine Plywood. This should be screwed (with brass screws), not nailed down. As wood is prone to expansion and contraction you must also add some "add-mix" (called a flexibiliser) to the adhesive. This will facilitate expansion and vibration of the floor and avoid the tiles cracking.

Finally, be sure the measurements are right ... if you are in doubt ask at the tile store. A good showroom will measure the job for you.

Finally, in the bathroom it is best to use either an egg-shell finish paint or a bathroom finish paint as this is more durable, easier to clean, and is better suited to the moisture content in the bathroom.

Contact: Heatmerchants, Tel: 0902 - 72730 for details of your nearest branch.

## Romplas Britannia – Quality, Style and Elegance

Britannia Bathrooms — the leading European bath manufacturer formerly based in the UK — has been acquired by the wholly Irish-owned Romplas Bathrooms and re-located to a massive 28,000 sq ft manufacturing plant in Ballyhaunis, Co Mayo.

Approximately £2 million has been invested in the new venture to date, much of it on state-of-the-art machinery and production equipment, including the facility for "jetting".

New designs have also been added to the existing range, bringing to 47 the total number of individual bath styles now available with the Romplas Britannia badge. When included with the complementary Romplas collection, the combined strength represents a choice of 70 baths.

Britannia Bathrooms was established in the UK in

1988 and quickly gained a reputation as a manufacturer of quality, stylish and elegant baths. Over the years significant UK market penetration was

and arose out of a trading relationship between the two companies spanning the last 12 months. It began when Britannia suffered a major fire which



The Listowel by Romplas

achieved, especially in the middle to higher-value end of the business.

Britannia enjoyed similar success on the export front, capturing a sizeable share of the high-value niche market in Holland, France, Germany, Italy and Cyprus. Obviously, the new venture will continue to serve and develop the UK and the Continent.

The recent acquisition was a logical development

effectively made production impossible. Romplas stepped into the breach and took over manufacture of the range after re-constructing the Britannia moulds. Various discussions ensued until the range was finalised earlier this year.

Production has already commenced at Ballyhaunis with Robert Mooney at the helm, supported by a team of 22 others. This is set to grow over the coming months as increased sales and greater market penetration is achieved, both at home and abroad.

Distribution policy has changed. Romplas Britannia will now be made available through appointed merchant outlets in Ireland, with the UK and rest of Europe being served from the new company's Bradford and Manchester sales and warehouse depots.

Contact: Lil Hegarty, Romplas Bathrooms. Tel: 0907 30850/30860.



The Romplas Britannia Duchess

PRODUCT REVIEW

BATHROOMS

## Kyomi – Design Pure and Simple

Kyomi is the latest bathroom from B J Caraher (Distributors) in a long tradition of innovative design by Ideal Standard. It is a luxurious modern suite, combining form with function.

The large basin is not only a very elegant elliptical form, but the drip catching rim allows the water to gently drain back into the basin. The wide rim is a distinctive feature which is used as a motif throughout the range.

The range includes baths, basins, a bidet and WC suite, as well as mixer taps and a wide choice of accessories.

Kyomi creates the feeling of luxury, even within the most compact bathroom. The Arc bath's deep bow



front provides exceptional space and comfort, yet fits within a standard bath recess.

The Oval bath is made from Idealcast, a light rigid, synthetic material with the strength of cast iron (enabling the creation of an elegant and precisely-engineered semi-recessed bath).

Alternatively, the Kyomi

Left: The Kyomi bathroom in Snowdrop creates a stunning contrast in this brightly-coloured modern bathroom. Shown with 59cm semi countertop basin, back-to-wall WC suite, and Kyomi Arc bath. Kyomi Waterways CD mixers and Kyomi accessories are used throughout. The bathroom also features a Trevi bi-fold shower enclosure. Details from B J Caraher (Distributors) Ltd.

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# Industrial Range



PRODUCT REVIEW

BATHROOMS



59cm Semi-Countertop basin with Kyomi Waterways CD monoblock basin mixer, and coordinating chromium-plated overflow ring

180 bath allows the use of a Unilux bath panel. The semi-pedestal wash basin adds to the feeling of space by keeping the floor clear.

A new range of taps for Kyomi features easy-grip, quarter-turn, handles with a translucent finish

inspired by glass washed up on the beach.

To complete the bathroom, a full range of accessories has also been specially designed.

Contact: B J Caraher (Distributors) Ltd.  
Tel: 08 01238 511071.

### Qualceram Profits Boost

Qualceram Plc preliminary announcement of results for financial year ended 31 December 1997 show:-

- Group turnover increased 20% to IR£8.8 million (1996: IR£7.3 million);
- After tax profits increased 19% to IR£1.62 million (1996: IR£1.37 million);
- Earnings per share increased 10% to IR11.89p (1996: IR£10.79p)
- Net assets per share IR57p;
- Final dividend per share of IR2p, bringing to IR3p the total dividend for the year.

Commenting on the results, Managing Director, John O'Loughlin said: "Qualceram has produced very satisfactory results for 1997. The improvement in margins in the second half of the year reflects the positive contribution from the acrylic bath plant, which is now fully operational.

In a year of considerable importance in terms of corporate developments, the Group acquired a substantial additional manufacturing premises at Arklow; commenced the manufacturing of its acrylic bath plant; established a Dublin Depot; and increased output from its existing ceramic plant. The recent announcement that Qualceram is to create 50 new jobs in the next two years reflects the confirmed expansion of the business and the confidence in the potential for further profitable growth.

Contact: John O'Loughlin, Qualceram plc.  
Tel: 0402 31288.

## 'Innovative' Seat and Cover from Excel

Excel Industries – the Dublin-based bathroom furniture manufacturer – has launched its new wooden toilet seat and cover incorporating all-stainless steel hinges. Sold under the well-established "Prisma" brand, the newly-designed seat features a unique hinge system which allows for it to be easily and quickly removed for cleaning.

By simply sliding two retaining rings on the bar of the hinge, the complete seat and cover may be lifted off, leaving just the pillars in place. The pillars are fixed to the pan by means of a stainless steel

thus ensuring the seat and cover will not move when in place.

Six finishes are available as standard – black, white, mahogany, antique pine, green oak and blue oak.

Key benefits

- 18mm veneered MDF stained, sealed and lacquered to very high standard;

- All-stainless steel pressed hinges and fixings which will not corrode or break under normal conditions. Available in chrome or gold plate;

- Easy cleaning is facilitated by use of the lift-off feature incorporated into the hinge;



Wooden toilet seats and covers from Excel Industries

bolt and secured by screwing down from the top using a screwdriver. The pillars are adjustable to accommodate almost all WC pans available. Because the pillars are fixed from the top, a very positive fixing can be achieved,

- Positive top-fixing of the pillars, which ensures the seat will not "drift" on the pan.

Contact: Sales Department, Excel Industries.  
Tel: 01 - 820 7900;  
Fax: 01 - 820 4797; Email: sales@excel-industries.com

## PRODUCT REVIEW

## BATHROOMS

## Lefroy Brooks Baths and Fittings

A new range of baths, showers and fittings from traditional British bathroom manufacturer, Lefroy Brooks, has been launched on the Irish market. "These new free-standing baths and shower products are exquisite and confirm the innovative approach of Lefroy Brooks to providing exclusive sanitary and bathroom collections", said Tom Rooney, Sanbra Fyffe, the exclusive distributor of Lefroy Brooks products in Ireland.

The new additions to the Lefroy Brooks range of baths include two traditional, free-standing baths, made from the company's own specially-formulated material called "Castron". One bath is a single-ended, roll-top, and the other a double-ended, roll-top with pre-drilled tap holes. Both have an exterior matt finish similar to cast iron.

Supplied with a layer of

undercoat, they are ready to be rag-rolled, stencilled, stripped or painted monochrome in a colour and style of the customer's choice.

Fashioned on original cast iron bath moulds, these new models have been manufactured using a sophisticated process involving Iso-Ester compounds. The result is a superior hardened surface which is capable of withstanding severe shocks and maltreatment, yet is light and has exceptional thermal properties.

Traditionally-reproduced cast iron feet and Edwardian style porcelain and brass overflow provide the final touches of elegance, demonstrating Lefroy Brooks' reputation for exceptional attention to detail.

Extending the Lefroy Brooks portfolio of Godolphin shower products, the new Godolphin Archipelago



Single-ended, roll-top, "Castron" bath from Lefroy Brooks, shown here with Edwardian deck-mounted shower mixer

# Prisma

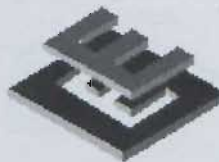
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EEmail: sales@excel-industries.com

# Traditional Bathroom Elegance



LEFROY BROOKS



The *Lefroy Brooks* exclusive sanitary and bathroom collections include:

- ◆ Edwardian sanitaryware, unchanged since its first introduction in 1923;
- ◆ Traditional style 'Castron' bath with cast iron feet and porcelain and brass Edwardian overflow;
- ◆ Traditional range of shower systems, bathroom taps and accessories, towel rails and kitchen taps. All produced in authentic classic designs, with the latest technology for the ultimate performance

The *Lefroy Brooks* Collection is available from their exclusive distributors, Sanbra Fyffe Ltd, Santry Avenue, Dublin 9. Tel: 01 - 842 6255; Fax: 01 - 842 6134. Contact our sales office for further information, or to arrange a visit to our showrooms.



# TERMO TEKNIK FIREFLY

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The 'E' Type Radiator

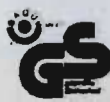
Elegant • Economical • Efficient

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Sole Distributor for Ireland – 48-hour delivery service

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Pan Firefly Products Ltd.

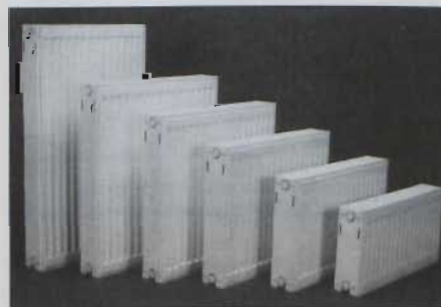


Ballycureen, Airport Road, Cork.

Tel: 021 - 961823

Fax: 021 - 317399

Email: pfp@indigo.ie



Other heating products include towel rails and electrical oil filled radiators.

# BATHROOM DESIGN

PRODUCT REVIEW

BATHROOMS



Top: Lefroy Brooks – Godolphin Archipelago wall-mounted thermostatic bath shower mixer with fixed head and handset from Sanbra Fyffe

thermostatic showers allow optimum flow control with the various controls grouped as clusters of separate islands. This unique composition allows the individual flow controls to be conveniently positioned to the user's requirements.

Each function has its own control, giving greater water flow than a diverter and allowing any combination of simultaneous showers. The Archipelago has an additional benefit and distinct advantage of allowing the bath to be filled at a set temperature.

In addition, a range of

innovative handsets offer the very latest in Hydro-turbo technology. Available in three functions – Monsoon Super Drench, a Turbo Pulse Massage and a Sparkling Aero Stream – they are designed to provide the ultimate in shower luxury. A new "Clean Green" anti-limescale headset with rub-free action and two new bodyjets, incorporating a pulse massage jet, completes the new range.

Contact: Tom Rooney, Sanbra Fyffe.  
Tel: 01 - 842 6255.

## Armitage Shanks – For All Market Segments

Sandringham has been Armitage Shanks' biggest-selling suite for more than a decade, and currently sells over 50,000 suites every year. The reason for Sandringham's success has been its competitive price and its long-standing presence in the specification market.

To maintain its high level of sales, the Sandringham suite has had an up-date. The re-design of the basin and wc pan, and the addition of a dedicated New Sandringham bath, has given Sandringham a more modern appearance, and has improved the original suite's features.

The Sandringham name is very well known in the trade, and so will be retained with this re-design. The only difference is that the new suite will be referred to as New Sandringham, to distinguish it from its former version.

The main features are redesigned basin with softer edges; improved soap recesses; remodelled WC pan; less conspicuous fixings on WC pan;

improved flush, including 7.5 and 6 litres; matching suite-linked bath; and CP grips.

But obviously Sandringham is only one aspect of the extensive Armitage Shanks range. The various designs and styles are tailored for specific market segments. For instance, Claudette and Lafayette have represented Armitage Shanks in the Romantic and Country markets respectively since 1994 and sales have reached significant levels. However, to improve penetration still further, the best elements of each suite have been incorporated with new pieces to produce two new replacement suites – Isabella and Georgia.

The suites' main features are attractive styling; new curved pedestal; co-ordinated basin, WC pan, cistern and bidet; porcelain front level (also used on the Rosebud suite); new WC pan, cistern and bidet; common JCL pieces renamed Richmond (bath, front panel, bathgrips, plastic seat and cloaks basin).



The Rosebud suite from Armitage Shanks



PRODUCT REVIEW

BATHROOMS



The Georgia suite from Armitage Shanks

Another new introduction is the innovative Rosebud suite. Nostalgic and romantic styles are now firmly established and the Romantic market is forecast to account for about 6% of bathroom suite sales by the year 2000. Armitage Shanks is currently very well represented in the Romantic sector by Jardin and Claudette, which were launched in 1994. However, consumers are looking for something different and Rosebud meets all the requirements of this market segment.

Rosebud's main hallmark is a coordinated rose motif featured on every piece in the suite; the motif is ceramic and fired as an integral part of the product.

Coordination is vitally important to Rosebud's audience. Hence the launch of a new Rosebud bath screen produced by Showerworld, a mirror produced in vitreous china, and a new bath panel which will fit onto Armitage Shanks' JCL bath. All of these items coordinate perfectly with the suite by offering the same rose motif design.

The suite's main features are romantic consumer-led styling; coordinated rose

motif and fluting on all main pieces, including bidet; attractive soap recesses on basin; basin has pedestal recess and is a compact 560mm size; new WC pan; cistern has a contoured front and up-stand to match the suite and features a front level; new dedicated rose motif bath panels; coordinated bath screen from Showerworld; and mirror made in vitreous china.

Complementary product ranges and accessories also feature strongly. An example is the Hathaway Antique shower valve. Features include thermo-static shower valve; exposed pattern; lever operation; sequential operation ... turns through cold, tepid to hot; 5" shower head; maximum temperature stop; auto shutdown; flow rate 8Ltr a minute; packed in one box; chrome and luxe finish.

Full details on the entire Armitage Shanks range are available from the company's extensive new headquarters on the M50 motorway.

Contact: Brian Redmond, Armitage Shanks (Irl). Tel: 01 - 456 4525. Elegant and stylish, Myson

## Myson Towel Warmers – Quality and Craftsmanship

towel warmers will enhance the appearance of any bathroom or kitchen. Economical and efficient, they also add to the comfort of the room, as well as keeping towels warm and dry.

There's a wide range of standard units of different designs to choose from, or one can be manufactured to personal requirements. These modifications include size, shape, colour, changes to tapping size and position, dezinc-proof units and copper panel radiators.

Additions for 1998 include the new Aloha range of curved multi-rail towel warmers, along with new optional sealed electric versions of existing models.

Stringent quality control ensures that the highest standards are maintained with every towel warmer pressure-tested before it leaves the factory.

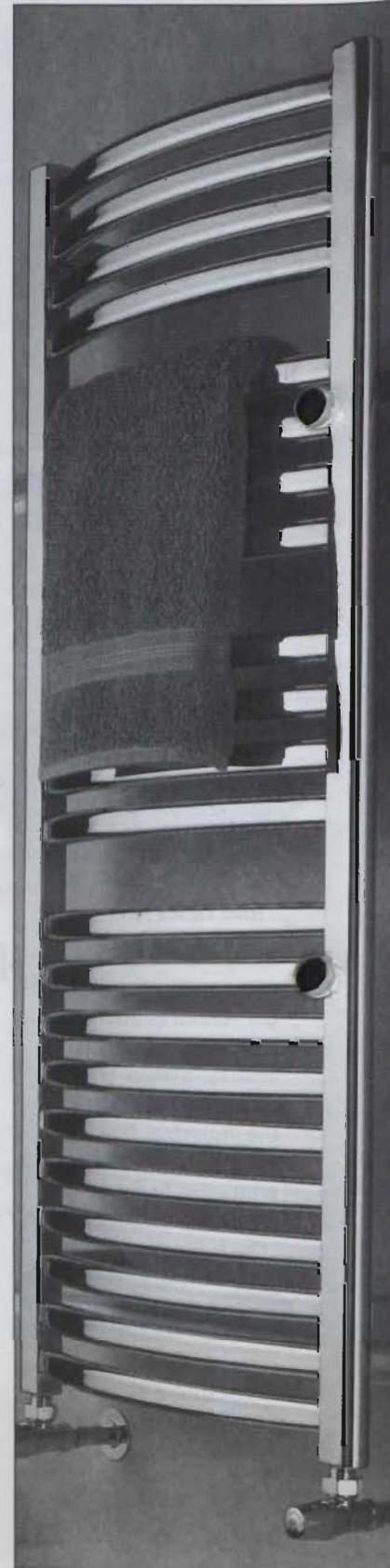
Models available include floor-standing and wall-mounted versions, and models which can be positioned as floor-standing or wall-mounted.

Different types include multi-rail versions; brass; chrome or paint finishes; radiator towel warmers; and electric towel warmers.

There is also a full range of complementary accessories including valves, sleeving kits and wall stays.

Contact: Fiona O'Neill/Vincent Broderick. Tel: 01 - 459 0870.

Right: Myson Aloha towel warmers – combining quality and craftsmanship from the market leaders



et al.: BS News

# BATHROOM DESIGN

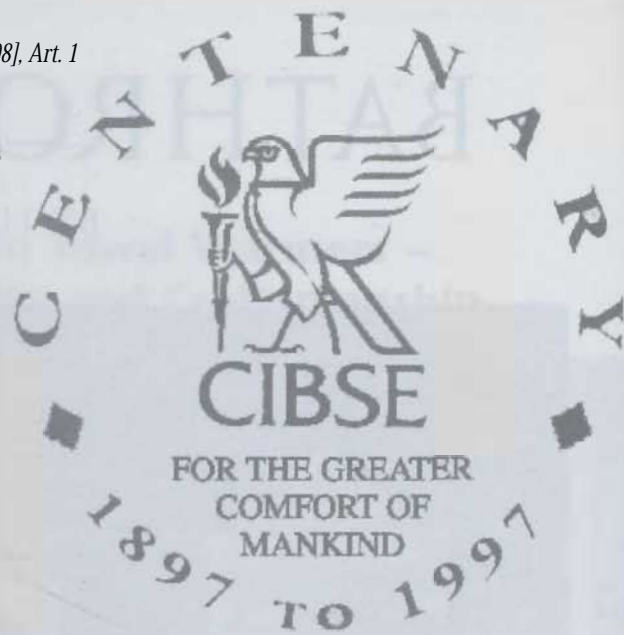
BY IDEAL-STANDARD



*Ideal  
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Tel: 08 01238 511071; Fax: 08 01238 510921.



## CIBSE Picture Round-Up

In this, the CIBSE centenary year, the programme of technical seminars and social events is running at an all-time high. Moreover, the level of support for, and attendance at, these events is also considerably up. This month *BSNews* reports pictorially on a number of recent happenings.

### Student Awards

CIBSE Diploma presentations were held in February in Cork and Dublin, with Geoffrey Brundett, CIBSE President, doing the honours at both locations.

Degree student awards in Dublin went to Billy Forsyth (1st); Ian Molloy (2nd); and Greg Lynch (3rd).

Technician/Diploma awards went to Denis Malone (1st); Angie Hammon (2nd); and Damien Crawford (3rd).



Billy Forsyth, 1st,  
Bolton Street Degree



Greg Lynch, 3rd,  
Bolton Street Degree



Ian Molloy, 2nd,  
Bolton Street Degree



Denis Malone, 1st,  
Bolton Street  
Technician/Diploma



Angie Hammon, 2nd,  
Bolton Street  
Technician/Diploma



Damien Crawford,  
3rd, Bolton Street  
Technician/Diploma

### Centenary Plaque Presentation

Herbert Taylor, CIBSE Irish Branch Chairman, presenting Oliver McNally, DIT Bolton Street, with a plaque to mark the CIBSE centenary year



### Fans and Systems

Held in the Engineers Club on 16 February, the technical evening on Installed Performance of Fans & Systems was presented by Ben Costello. The results of recent analysis and research into this area was very favourably received.



Fans & Systems – Jim Curley with Margaret Dolan, speaker Des Costello and Eoin Kenny



Above: Dr Donal Finn, UCD with Michael Crowley; Ciarán O'Connor; Thomas O'Brien; and Louis O'Donoghue



Right: Colin Murphy filling in CPD Certificates at Ben Costello's talk

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# HRP Strengthens Portfolio

HRP Wholesale has considerably strengthened its product offering, and the quality of the service it provides, by the recent addition of two brand-leading names to its diverse portfolio. "At HRP we are always striving to meet the current and projected needs of our broad customer base", says Managing Director Ray Nardone, "and the inclusion of Electrolux and London Hermetics gives us considerable scope to do just that throughout the 32 counties of Ireland".

Electrolux needs no introduction to the the refrigeration industry, its standing and reputation for quality products and excellent support services being well established. HRP's intention is to concentrate on Electrolux compressors and condensing units, with an extensive range on offer to cater for the traditional market requirements, such as R22, and of course the new market needs like



Michael Clancy and John Lawlor, Electrolux, signing the documentation appointing HRP Wholesale for the 32 counties



Ray Nardone, Managing Director, HRP Wholesale, with Mike O'Donnell, Sales Director, London Hermetics

R134A and 404A.

The name Electrolux conjures up images of vacuum cleaners, washing machines and refrigerators, but AB Electrolux is one of the world's largest corporations in four distinct business areas – household appliances, commercial/medical appliances, outdoor products and industrial components.

The company has a global presence, employs 107,000 people in 50 countries, and has a turnover of £11 billion. The Irish operation includes Electrolux Group Ireland, based on the Long Mile Road, and Alfar Insurance, which is located at the IFSC. The combined turnover for group activities in Ireland is in excess of £30 million.

The company recently entered the commercial and medical refrigeration sector, winning a number of prestigious supply and service contracts. These include Tallaght Hospital;

Nestle Ireland; Shell and Esso. It is at present in discussion with customers in the supermarket sector.

Established in 1970, London Hermetics has a wealth of experience in the compressor remanufacturing industry. Undergoing a major change of management in 1993, it has invested heavily in remanufacturing and testing procedures, with a current failure rate of less than 1%.

A large selection of the most commonly used air conditioning and refrigeration compressors are ready for immediate despatch to HRP.

All the motor rewinds are carried out by hand within London Hermetic's own winding department to offer one of the highest quality windings available.

Compressor retrofits, to comply with the new refrigerant gases and oils, are also available on most units.

Contact: Ray Nardone, HRP Wholesale.  
Tel: 01 - 830 6565.

## Wilo Remote Control

All Wilo-TOP-E-/ED pumps are equipped with a powerful IR interface for wireless remote control and remote diagnosis. All basic functions of the TOP-E-/ED pumps can be simply adjusted at the pump-mounted manual operating panel (single button controller).

With the Wilo IR

## MBO at Lynskey

Following a management buy-out at T E Lynskey Ltd, the board has now been re-constituted with a view to providing a more enhanced quality service to the company's many clients across the construction industry.

Briefly, the board now stands as follows:-

Michael Curley, Chairman and Joint Managing Director; Frank Treacy, Joint Managing Director; Leonard Lowndes, Company Secretary and Director; Richard McElligott, Director; John Finan, Director.



Michael Curley, Chairman and Joint Managing Director, T E Lynskey Ltd

operating and service monitor, numerous additional functions and information can be made available. The main operating function of the IR monitor corresponds to the operating procedure at the pump. It is, however, complemented by important additional functions which by far exceed the potentials at the pump.

The speed of wilo-TOP-E/-ED pumps of motor ratings 350W and above can, in the manual operating mode, be remotely controlled by a command impulse between 0 and 10V. In the operating mode the electronic module control is



Pump monitoring operating and service unit

deactivated.

Contact: Tony Cusack/  
Derek Elton,  
Wilo Engineering.  
Tel: 061 - 410963

## Compact Pressure Transmitters

The Dwyer Series 635 single pressure transmitters from Manotherm feature a simple, reliable Inconel® Bourdon tube element to measure and control compatible liquids and gases within ± 1% of full span accuracy.

Six stocked models cover ranges from 0-30 to 0-4000 psig (0-2.07 to 0-276 kPa); field adjustable limits are 0-20 to 0-6000 psig (0-1.38 to 0-413 kPa). All operate in 2, 3 or 4-wire systems (10-35 VDC) or 4-wire (16-26 VAC) and deliver a 4-20 mA output signal. Span and zero controls are included for field adjustment and calibration.

These transmitters include a stainless steel pressure connection block with 1/8" NPT female threads and 3/4" (19.1 mm) square wrench flats. Electrical connections are made to a handy to-mounted strip with screw-type terminals. Maximum pressure rating is 1.5 X maximum range and operating temperature limits are 20 to 120°F (-6.7 to 49°C). Two 5/32" (4mm) mounting holes are provided on 1-1/2" (38 mm) centres. Weight is only 4.5 ounces (128 grams).

Contact: Bob Gilbert,  
Manotherm. Tel: 01 - 452 2335;  
Fax: 01 - 451 6919.

The Dwyer Series 635 single pressure transmitter range is available from Manotherm



## Liebert Challenger

Following our brief report in the January 1998 issue of BSNews, Liebert's Challenger M Series has now gone into full production. Austin McDermott, Managing Director of distributors Core Air Conditioning, says that reaction to date "has been phenomenal".

Ordinary "comfort" air conditioning is designed for the needs of people, not electronics. It does not have enough cooling capacity to handle the specific problems of low or high humidity which critical systems create. Also, dry air created by "comfort" air conditioning can create static, a very real danger for sensitive electronics.

Liebert Challenger M provides continuous, accurate control of both temperature and humidity, which is vital for the smooth operation of the sensitive electronics used in computer, tele-communications and similar environments.

It is designed to provide both "latent" cooling to remove moisture, and "sensible" cooling to remove heat, creating the perfect environment to help critical systems run efficiently and reliably.

Liebert designed Challenger M to match both present and future requirements. It is a modular system in single and dual circuit capacities, from 15kW to 45kW, and sufficiently versatile to suit a wide variety of applications.

It incorporates the advanced SystemLink microprocessor controller which allows multiple modules to be networked,

and therefore controllable from a single point.

Because in some areas water quality can be poor, the standard humidifier is the electrode boiler type. It has a unique control system using "fuzzy logic" software, which automatically adapts the current through the electrodes, dependent on the water conductivity. It also ensures that the canister flush cycle is



Liebert Challenger M - easy access to all system components.

matched to the level of water hardness, so extending canister life and maximising efficiency.

To ensure maximum system versatility, a belt-driven fan arrangement is standard. To allow for different static pressures, the fan speed is fully adjustable by using a series of pulleys. An automatic belt-tensioning arrangement maximises belt life.

The coils are orthogonally mounted; this innovative transverse configuration is more efficient and significantly quieter than the conventional layout.

Contact: Austin McDermott, Core Air Conditioning.  
Tel: 01 - 294 3110.

# **HOW DO THE JAPANESE KEEP THEIR AIR IN PEAK CONDITIION?**



When temperatures start to climb, more and more people the world over turn to Mitsubishi Electric Air Conditioning Systems.

Last year, in Japan alone, the company sold over 8 million units. While the company's global sales of air conditioning products peaked at US\$3 billion.

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## EDI Roadshow Success

The EDI 3-week, nationwide, roadshow concluded recently with an exhausted but well-satisfied team declaring themselves very pleased with the turnout at each venue. EDI's Des Bradley said that the venture proved extremely successful, especially in respect of the high-calibre of the visitors each venue attracted.

Approximately 400 people turned out in all, including architects, consultants, contractors, ESB personnel and



electrical wholesalers.

The recently-introduced NEWera range of slimline storage heaters attracted a great deal of interest while the innovative Credanet continues to excite.

Full details on both, along with the remainder of the Creda portfolio, are available from EDI.

Contact: Des Bradley, EDI. Tel: 01 - 626 4366.

Top: Des Bradley, EDI and Claire Kierans, ESB, raising the ESB Goldshield flag on the Creda mobile roadshow unit. Also pictured are Paul Glover, Creda, and Pat Lennon and Sean Mooney of the ESB.

Left: Visitors inside the Creda mobile display unit at one of the EDI nationwide roadshow stops.

# The Other Side of EDC...

There's a lot more to EDC than the world's finest range of condensation pumps that have

gained acclaim for their simplicity and reliability. EDC have been designing and producing innovative electronics for the refrigeration and air conditioning industry for over 30 years, and currently offer a range of products unsurpassed in Europe. We've listed some of our popular items below. If you would like more information on any of the products listed call 0118 984 2991 today.

- AQUABLOCK WATER SENSOR SWITCH ■ HPC HEAD PRESSURE CONTROLLERS ■ OEM PUMP KITS FOR FAN COILS & BOILERS ■ WATER DETECTOR UNITS ■ VOLTAGE PROTECTOR UNITS ■ LOW AMBIENT CONTROLLERS FOR HEAT PUMPS ■ CUSTOM ELECTRONICS DESIGN & BUILD SERVICE ■ HYDROPATHIC STATION ■ TEMPERATURE ALARMS SYSTEMS ■ THREE PHASE PROTECTION ■ FAN SPEED REGULATORS ■ ICEBANK CONTROLLERS ■ LIQUID LEVEL CONTROLLERS ■ DEFROST ON DEMAND CONTROLLERS ■ ECTONIC



Wholesale

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Tel: 0118 984 2991 Fax: 0118 984 5300





## Reconair Engineering – Looking to 2000 and Beyond

Reconair is a name which is synonymous with air conditioning in Ireland, having been part of the vanguard of companies who introduced the technology to the country and who, over the years, have established the ac sector as a prime market segment within building services.

With the turn of the century imminent and ac technology becoming far more innovative, Reconair has re-structured its management and trading philosophy to ensure that the same high levels of quality and professionalism continue to be provided to its broad customer base. Principal directors are Tom Marren, Brian Cooney and Mark Cooney.

Reconair now comprises two companies — Reconair Services and Reconair Engineering.

Reconair Services has been in operation for 20 years, its focus being after-sales service, commissioning and maintenance. Industries served include the financial services sector; the pharmaceutical industry; micro electronics; retailing; property management, etc.

Reconair Engineering concentrates on air conditioning contracting and specialises in large projects, both new and refurbishment. The team includes fully-qualified building services engineers who work closely with consultants and end-users in product selection and system design using in-house CAD facilities. It has established a strong reputation in the VRV end of the market, winning the Mitsubishi Electric Ireland City Multi VRV Dealer of

the Year Award for 1997

Engineering personnel are also fully-qualified and include electricians, pipe-fitters, plumbers and refrigeration engineers. Many come through the Reconair apprentice scheme which forms an important part of the company's overall business philosophy. All undergo continuous training programmes and updates.

The same quality emphasis is evident in the composition of the product portfolio which currently

includes Mitsubishi Electric ac products; Denco close control ac products; and Defensor humidifiers and dehumidifiers.

Complementing the foregoing are carefully-devised project management procedures which are rigidly adhered to and implemented throughout all stages of the work being carried out.

Contact: Tom Marren/Brian Cooney/Mark Cooney, Reconair Engineering.  
Tel: 01 - 842 5200.



(L-R): Kanai Hiroyuki, President of Living Environment Business Unit, Mitsubishi Electric Europe; with Michael Sheehan, Manager of Environmental Control Systems Division, Mitsubishi Electric Ireland; Tom Marren, Reconair Engineering, who received the Mitsubishi Electric Ireland "City Multi" VRV Air Conditioning Dealer of the Year Award for 1997; and Kenji Ishii, Sales Manager, Scottish Factory, Mitsubishi Electric UK

### RAGS

As is customary at the beginning of the year, we present the Officers and Refrigeration and Air Conditioning Golfing Society full programme for the forthcoming term.

**Captain** – Jim French; **Vice Captain** – Michael McLoughlin; **President** – Don Ryan; **Treasurer** – Joe Cribbin; **Handicap Secretary** – John Sampson; **Competition coordinators** – Che Burnwell and Darren Anderson; **Honorary Secretary** – Michael Nolan.

The Organising Committee has been in deep consultation since the AGM in November 1997 and burnt the midnight oil, on several occasions. The following programme is the result of their deliberations:

#### Thursday 2 April

Portarlinton Golf Club – Portarlinton, Co Laois  
Tee Reserved: 11am to 1pm. Green Fee/Meal: £30

#### Saturday 15 May

Rathsallagh Golf Club – Castledermot, Co Kildare  
Tee Reserved: 12pm to 1.30pm. Green Fee/Meal: TBA

#### Thursday 25 June

Slade Valley Golf Club – Saggart, Co Dublin  
Captain's Prize. Tee Reserved: 12pm to 2pm. Green Fee/Meal: TBA

#### Friday 21 August

Mount Wolsley – Tullow, Co Carlow. President's Prize. Tee Reserved: TBA  
Green Fee/Meal: TBA

#### Friday 25 September to Sunday 27

Dromoland Castle – Co Clare. Weekend Away.  
Staying in the Clare Inn Hotel. Golf arranged for Saturday 26 and Sunday 27. All inclusive price: £100 P/Hd.

As we have reserved only 10 double rooms at present, we will require an early deposit from members travelling for the Dromoland weekend.

#### Friday 27 November

Royal Dublin Golf Club – Clontarf, Dublin. Christmas outing & AGM.  
Tee Reserved: TBA. Green Fee/Meal: TBA

The Time Sheets for all outings in 1998 will be held by John Sampson, who can be contacted at Tel: 01 - 626 8111. There will be the usual competitions throughout the year, including Gaffer of the Year; The Danfoss Trophy; The Mitsubishi Trophy; and The BOC Trophy. Additionally, Che Burnwell and Darren Anderson have devised some on-going competitions to maintain your competitive edge!

PS: The yearly sub remains unchanged ... it is still £30.

## AirCare Ltd – Deficiency £450,000 Plus!

The unexpected voluntary liquidation of Aircare Ltd has sent shock waves throughout the air handling sector and left many suppliers to the company frustrated and angry at the turn of events.

That intensity of feeling was very obvious at the creditors meeting held on 20 February last when upwards of 90 people, packed tightly into the venue, vented their feelings in no uncertain manner on the Aircare Ltd representatives present.

As is commonplace with a voluntary liquidation, Aircare Ltd had proposed its own nominee as liquidator. However, the main body of creditors put forward an alternative. Some debate ensued before it was decided that a vote should be taken. In the event, a simple but overwhelming show of hands in favour of the creditors nominee — Tom Kavanagh of Kavanagh Chartered Accountants — decided the matter.

According to the Statement of Affairs for Aircare Ltd dated 20 February 1998, the total anticipated deficiency to ordinary members will be £453,492, the breakdown being as detailed in Table 1.

As can be seen from Table 1, unsecured creditors are owed £635,190. A total of 159 are listed on the Statement of Affairs, the sums owed ranging from a high of £92,378 to the lowest which stands at .01p.

The question is ... what went wrong? ... how can a company operating in the construction sector crash so spectacularly in these heady boom times?

Obviously, no definitive answer will be forthcoming until the liquidator has had an opportunity to examine the books in detail and look back over the trading history of the company.

Nonetheless, it is apparent to all — and indeed acknowledged by the company — that part of the difficulty was “a problem with the price list”. It’s common knowledge

that air handling is fiercely competitive, margins in effect being non-existent on some projects.

It was conceded at the meeting that, in some instances, the pricing was wrong, figures being as much 25% below cost on occasions. A specific problem in this respect arose with a recent, large project. This, effectively, was what brought matters to a head.

In the final analysis it’s unlikely that unsecured creditors will get anything. However, for those prepared to take notice,

there is a valuable lesson to be learned by the air handling sector in particular, and of course the industry at large.

Table 1

AIRCARE LTD		
STATEMENT OF AFFAIRS AS AT 20 FEBRUARY 1998		
	Book Value	Expected to Realise
<b>FIXED ASSETS</b>	40000	30000
<b>ASSETS</b>		
Trade Debtors	327268	250000
Stock/Work in Progress	221348	155500
<b>TOTAL</b>	<b>698113</b>	<b>445500</b>
<b>LIABILITIES</b>		
Liquidators Fees and Expenses (Est)	30000	30000
<b>TOTAL</b>	<b>698113</b>	<b>415500</b>
<b>CREDITORS</b>		
Preferential - Revenue	79866	79866
- Bank	15,3936	15,3936
Unsecured - Trade/Others	615198	653498
<b>Deficiency to Ordinary Members</b>	<b>-260879</b>	<b>-453492</b>

## BTU Silver Jubilee Programme

The BTU officers and committee in this, the Society's silver jubilee year, are as follows:-

President – Michael McDonagh

Captain – Brendan Bracken

Honorary Secretary – John Lavelle

Honorary Treasurer – John Lawlor

Committee – Frank Somers (Vice-Captain); Gerry Phelan (ex-officer); Frank Treacy; Brendan Keaveney; Noel McKeon; Michael Murphy; and Bob Daly.

### Outings

14 April – Island

19 May – Powerscourt

19 June – Newlands (President's)

9/10 July – BTU International Championship, Harrogate

17 July – Trim (Captain's)

28/30 August – Weekend, Ballymascanlon Hotel

16 September – St Margaret's

16 October – Royal Dublin

11 November – St Ann's & Tara Towers

## Danfoss Replacement Sensors

JJ Sampson & son has made available a range of Danfoss direct replacement sensor heads for earlier versions of Danfoss RAV and RAVL valve bodies. These replacements provide a simple and straightforward method of improving a building's energy-efficiency by bringing these older, discontinued valves up to current standards of technology, without even having to drain down the heating system.

Available either as built-in or remote sensors, they are robustly constructed to the high standards of the extensively-used and highly-accurate RA2000. A setting range limiting and locking facility is included.

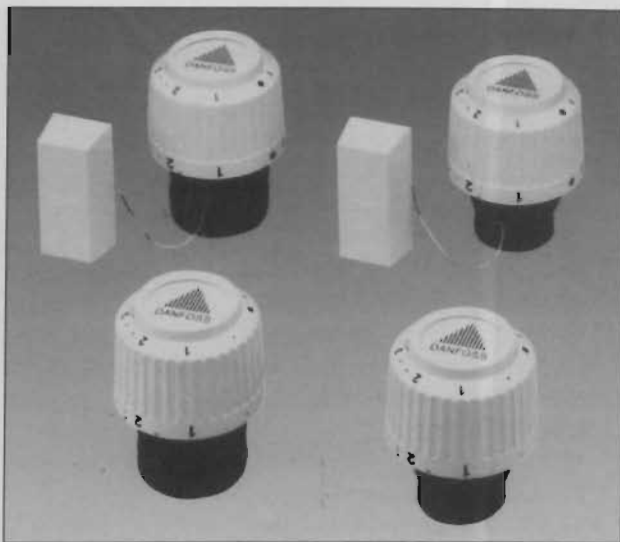
Choosing the correct

replacement is simply a matter of selecting the new sensor, either built-in or remote as required, that has the same collar diameter (either 26mm type RA-VL or 34mm type RA-V) as the neck of the valve being upgraded.

Fitting these sensors is easily and quickly carried out using the secure allen-screw method of the latest RA2000 controls. The setting range is 5°C – 26°C, and remote sensors are supplied with 2m of capillary that you just pull out to the desired length. While carrying out the replacement, it is a wise precaution to fit a new gland seal. These are readily available and can also be fitted without draining down.

Apart from these special terms, JJ Sampson & Son also provides a comprehensive range of Danfoss mix-and-match

TRADE AND PRODUCT NEWS



Examples from the range of direct replacement sensor heads for Danfoss RAV and RAVL valve bodies which are now available from J J Sampson & Son

replacement sensors for all the current radiator thermostats. Even the most robust sensors, especially those sited in public areas, can become damaged or be stolen by vandals. Whether the need is for a sensor to fit a reversible RA-FR valve

body, an RA-FN straight or vertical body, or one of the RA-G single-pipe bodies, a swift and economical replacement service is always available.

Contact: J J Sampson & Son Ltd. Tel: 01 - 626 8111; Fax: 01 - 626 9334.

## Rom Plastics (Sales) Roadshow

Rom Plastics (Sales) Ltd has finalised details for this year's annual roadshow. Commencing on 20 April, Tom Davy, along with Sales Manager Colm Madden and Pegler expert

Mike Usher, will embark on a nationwide tour taking in a total of 14 venues.

Examples from the expansive Rom Plastics (Sales) Ltd portfolio will be on display with new products featuring across most of the individual product categories catered for.

To find out when the Rom Plastics Roadshow will be in your vicinity, contact Rom Plastics direct at Tel: 01 - 626 0500.

Photo shows Rowan by Romplas ... a free-standing tub sculpted on classic lines and finished in sand-cast feet. Enquiries to Rom Plastics (Sales) Ltd.



## S&P Smoke Extract Fans

Ventac has been supplying ventilation and air movement equipment to the building services industry for 25 years. For 23 years they have represented S&P, one of Europe's leading manufacturers of commercial ventilation equipment.

The S&P range is extensive and all-embracing. One of the latest introductions is the Max-Temp Series range of centrifugal roof extract fans, available in horizontal and vertical discharge.

Their unique construction makes them an ideal choice for many applications, in particular commercial kitchen's (backward-curved

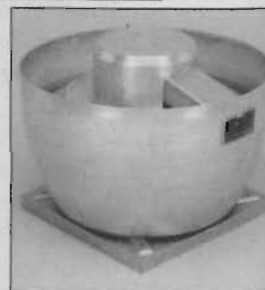
centrifugal impellers) and smoke extract systems for fire conditions (high-temperature operation).

Their fire classification is 400°C/2h approved by CTICM (France) PV No. 92E84, 93E082 and 93E279.

Contact: Ciaran King, Ventac. Tel: 01 - 667 1077.



S&P Max-Temp Series centrifugal roof extract units from Ventac Ltd. Shown are both the horizontal and vertical versions.



## All-Embracing Package from PFP Firefly

Following PFP Firefly's recent announcement of an expanded product range (*BSNews*, February 1998) which will enhance the quality of the Firefly Radiator distribution services, the company now confirms its heating products range as follows:-

- Firefly convector radiators;
- Firefly radiator valves;
- Designer collection shower equipment;
- Designer collection taps;
- Electrical oil-filled towel rails;
- Hot water towel rails.

A dual electrical water towel rail will be launched in July to complement the existing range. All towel rails in the portfolio are available in colours, plus a chrome alternative.

Non-heating products in the PFP Firefly product portfolio - which will also be distributed through builders providers and hardware merchants, are:-

- Vacuum cleaners (domestic);
- Industrial cleaners for shop floors and warehouses;
- Industrial fasteners (mild steel nuts and bolts) for agricultural and engineering applications.

Contact: Charles Wheeler, PFP Firefly. Tel: 021 - 961823; Fax: 021 - 317399.

# THE 2-WAY

THE NEW MYSON TRV 2-WAY IS SET TO MAKE YOUR LIFE SO MUCH EASIER, SINCE THERE'S NO NEED TO CHECK THE DIRECTION OF THE WATER FLOW.

# THAT'S

COSTLY CALL-BACKS DUE TO "SNAGGING" WON'T BE PUTTING PRESSURE ON YOUR TIME OR YOUR BUSINESS. BUT HERE'S WHY THE COMPETITION IS REALLY RATTLED.

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ONLY THE NEW MYSON TRV 2-WAY'S UNIQUE ENGINEERING ALLOWS THE VALVE TO OPERATE CORRECTLY AT ALL DIFFERENTIAL PRESSURES, IN EITHER FLOW DIRECTION, WITHOUT LOSS OF PERFORMANCE.

# COMPETITION

SEND WATER THE WRONG WAY THROUGH AN ORDINARY TRV AND IT'LL RATTLE WHO NEEDS THAT KIND OF PRESSURE! FIT THE NEW MYSON TRV 2-WAY AND ENJOY A QUIETER LIFE.

# RATTLED.



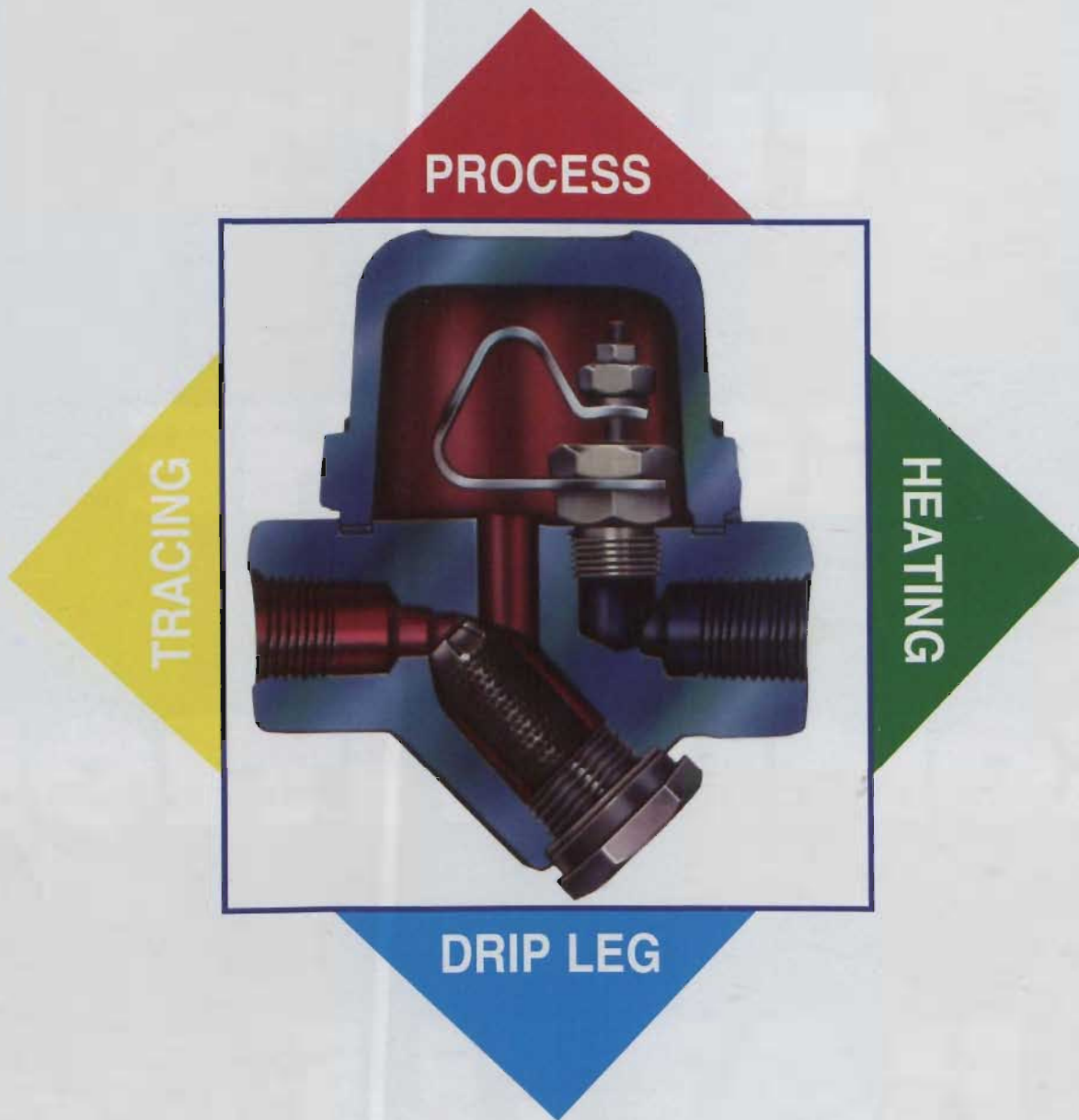
Available from January 1998 in Polished Chrome, Satin Brass, or Nickel finishes, in a full range of sizes. For more

information contact Potterton Myson (Irl) Ltd, Belgard Road, Tallaght, Dublin 24. Tel: 01 - 459 0870; Fax: 01 - 459 0880



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