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### BS News

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FEBRUARY 1992

# BSN News

IRISH BUILDING SERVICES NEWS

## Contagious Disease Spreading Unchecked

And no...it's not that exotic viral flu which seems to have laid half the country low but rather something far more serious whose debilitating effect on all business activity could have far-reaching consequences.

The reference of course is to pessimism. Pessimism is highly-contagious and at present virtually every industrialised country in the world is succumbing to its demoralising effect. This latest outbreak originated in the US and then spread quite rapidly worldwide over 1991.

Our nearest neighbour the UK — which, incidentally, is (was?) also by far our single-largest trading partner — suffered a traumatic dose. Towards the latter end of last year the political doctors assured that country that the worst was over...that recovery was in sight.

Alas, both for them and us, this was not the case. Indeed, remission set in.

To compound the gravity of the situation, Germany, France and — horror of horrors, Japan — also seem to have caught the disease.

Pity poor little Ireland then, stuck on the periphery of Europe. It is any wonder that we are now reeling from an overdose of pessimism?

We are talking ourselves into a deeper recession than there actually is. Those who are doing well (and there are

plenty, contrary to common belief) appear to want to play down the fact...it's as if they are feeling guilty! They should be proud and let others know so that hope can be transformed into confidence. The result could well be an optimism that would see whatever opportunity and potential that is out there maximised to the full.



Richard Nolan, Chairman, EMDA, co-sponsors of Elex '92. See story below.

## Elex '92 — Specifiers' Delight

With consulting engineers, architects, contractors, building managers, installers and indeed all other users of energy-consuming products charged with both a fiscal and moral obligation to ensure maximum efficiency and cost-effectiveness, Elex '92 is the answer to all their problems.

Elex '92 will bring together virtually the entire electrotechnical product supply sector with over 50 individual exhibitors filling the Industries Hall of the RDS.

As such, Elex '92 will offer a one-stop facility whereby a single visit to the show will allow the visitor to update himself/herself with all that the industry has to offer in respect of existing lines and, perhaps more importantly, new product introductions.

This unprecedented

opportunity could not have come at a more appropriate time given (a) the ever-increasing pace and scope of new product developments and (b) the coinciding time constraints industry personnel have to contend with.

Couple this with the additional burden of cost and energy-efficiency responsibilities that all those involved in the specification, procurement and installation of electrotechnical products are now charged with and you realise the scope of their dilemma.

A single visit to Elex '92 (free admission ticket inside cover *BSNews*) will solve this quandary.

Venue: Industries Hall, RDS.  
Dates: 12 to 14 March.

Running concurrently with Elex '92 is a series of lectures and seminars, one of which

will be of particular interest to all seeking Quality Assurance accreditation. David Stack, Chief Executive of CQA and the ICQA will present this lecture which has been incorporated into the official programme of the CIBSE (see also Page 21).



David McGann (above) has been appointed Divisional Manager of Euro Gas Ltd, who are primarily involved in the supply of industrial and domestic heating equipment to the mechanical services industry. David has extensive experience in the business, having previously spent over 10 years with one of Ireland's leading tube, fittings and valves stockist.

KINGSPAN VEHA/IDHE HEATING MERCHANT OF THE YEAR AWARD — SEE INSERT

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Association;  
The Institute of Domestic Heating Engineers  
(IDHE);  
The Registered Heating Contractors  
Association; The Maintenance, Energy &  
Environmental Technology Association  
(MEETA) which incorporates energy  
managers and maintenance managers;  
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saturation coverage of all those with an  
interest and/or involvement in the industry.

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# ADVANCE SALES LEADS

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

## CLARE:

**Shannon Turbine Technologies Ltd** a component engineering firm, has sought planning permission for the erection of a new £6 million light engineering facility consisting of workshop space, offices, storage facility, carparking space and associated site works at the new Industrial Park, Smithstown Road, Ballycasey, Co Clare. According to the architects the single-storey building will measure 8,000 sqm and will comprise 1,000 sqm of two-storey offices to the front. The main building work will start in April and will be completed by January 1993.

Shannon Turbine Technologies Ltd will manufacture, overhaul and maintain aircraft components and 300 new jobs will be created at the factory.

**Shannon Turbine Engineering (STT)** were recently formed by **GPA Group Plc** and **Sulzer Brothers Ltd of Switzerland** to develop the air components services plant. The development will be situated on a 2.86 hectare site. An environmental impact statement has also been submitted to the local authority.

## CORK:

Tenders will be sought shortly from a select list of sub-contractors for the cladding work on the erection of a £15 - £18 million extension to the

existing facilities at Wallingstown, Little Island Industrial Estate, County Cork for **Janssen Pharmaceuticals Ltd**. Tenders have already been sought from building contractors and the Project Manager is still awaiting a recommendation from the promoter, although a contractor should be appointed shortly. **Butlers Engineering Ltd** has been awarded the steel contract.

Tenders will be sought from mechanical and electrical contractors in April of 1992. Work is due to start in late January and will take 15 months to complete. The work will involve the erection of a production building, tank and infrastructural work. The multi-storey extension will measure 3,840 sqm and will be used as an additional production area.

## DUBLIN:

Sub-contractors were recently appointed for the roofing, aluminium windows, doors and screen contracts in connection with the construction of a £5.5 million manufacturing building for **3 Com**, and American computer hardware manufacturing company, at the Industrial Park on the Ballycoolen Road, Blanchardstown, Dublin 15. Builders **Christopher Bennet and Son Ltd** have already started work there, and the contract will be completed by July 1992.

The single-storey unit will

measure 5,376 sqm and will include a production and manufacturing area, reception, open office area, toilets, a service block, associated site works, car parking and a sprinkler water lagoon, a computer room, and cafeteria. The development will be situated on a 37,284 sqm site.

Tenders have been sought from a select list of building contractors for the erection of a £2.2 million chemical research and development facilitate Watery Lane, Swords, Co Dublin for **Swords Laboratories Ltd**. Tenders have also been sought from a select list of sub-contractors for the mechanical, electrical, steel, roofing, cladding, sprinkler system and glazing work.

The building will contain seven laboratories, offices and extra space which at a later stage, many be used as a laboratory. The unit will measure 1,201 sqm and will be situated on 14 acre site. Work will start in the New Year and will take eight months to complete. The chemical laboratory will be built in a steel frame similar to the factory built in the 1980's.

**Donnybrook Commercial Centre** has been granted planning permission for the erection of warehousing and light industrial units and the change of layout, together with an extension to the **Met-Lab** unit, at the Donnybrook Commercial Centre, costing in the region of £0.5 million. The project will comprise 24 units measuring 19,200qm, in total and an extension to the Met-lab measuring 1783.6 sqm. The single-storey units will be built in steel frames and some will include office accommodation. **O'Flynn Construction Company Ltd** will carry out the main work.

Property developers, **Patrick Butterly & Sons Ltd** have sought planning permission for the erection of 11 single-storey units incorporating replacement units for the existing buildings and the relocation of a bar store, costing £350,000 already approved at the Fairdale

Industrial Estate, Kilmore Road, Artane, Dublin 5. Work is due to start in March 1992 and will take nine months to complete.

*CIS Report* recently revealed that **Mallinckrodt Laboratories**, part of **International Minerals and Chemical Corporation of Illinois**, is interested in setting up a new operation in Ireland providing between 200 and 500 new jobs.

According to the CIS, the company — which is currently negotiating with the IDA — has expressed a preference for locating the new facility in Mulhuddart, Dublin. The Industrial Development Authority on the other hand is reportedly trying to encourage IMCERA to set up in Askeaton, Co. Limerick. The company already operates a subsidiary in the Midlands.

## LAOIS:

**ENBI Ireland Ltd** the Portlaoise-based manufacturers of rubber seals and rings, are shortly to spend up to £500,000 on the construction of an extension involving alterations and an extension to the existing offices and factory at the Knockmay Industrial Estate, Portlaoise, Co Laois for **ENBI Ireland Ltd**. The work will include a new trimming area and new offices. Construction is to commence shortly.

## LOUTH:

**Ballyholme Foods Ltd** has been granted planning permission for the erection of a new £50 million integrated food processing industry at Corbollis, Ardee, Co. Louth.

The new venture being led by **Frank Cosgrave** and **Ballyholme Foods Ltd**, is expected to create 300 jobs directly and to create up to 200 new jobs on farms which will supply turkeys for the processing facility, within the next five years. Ballyholme Foods Ltd will be a fully integrated operation involving turkey breeding, dedicated satellite farm production in 260 units (mainly in the North East region) slaughtering and processing. The company will

# ADVANCE SALES LEADS

supply a full range of consumer-ready products, mainly to the UK and Irish markets with some exports also to Italy, Spain and Germany. Total exports at full production are expected to exceed £40 million per annum. The company will locate on a 35 acre site at Ardee which has already been acquired. It is hoped to commence construction of the 10,615 sqm facility by the end of the year with production underway by the end of 1992. The fixed investment in buildings at the Ardee plant, which is supported by the IDA, totals £27 million, bringing a major boost to the construction and supply sectors.

**MacArdle Moore Brewery.** brewers have been granted planning permission for the erection of an extension to the filter room and related facilities costing over

£200,000 at the MacArdle Moore Brewery, Brooke Street, Co Louth. The two-storey extension, measuring 253 sqm will be built in a steel frame. **Brendan Duffy Construction Ltd.** of Louth has been awarded the building contract.

## WATERFORD:

Leather producers, **Michell Leather** have submitted a planning application for a £4 million "wet-blue" leather operation at Killowen, Co Waterford. The plans will involve the erection of a single-storey 3,000 sqm factory containing offices measuring 400 sqm and 50 new jobs will be created once production starts in the Summer of 1993. Michell Leather have completed negotiations with the IDA and, subject to planning permission, the company will commence construction of

et al.: BSNews new plant by mid-1992.

The basic factory will include a mezzanine floor for production and will be built in a steel frame. Tenders will be sought from a select list of building contractors in the first quarter of 1992 to carry out the work. Tenders will also be sought from a select list of mechanical and electrical sub-contractors. The building work will start in the Summer of 1992 and will take four to six months to complete while another six months will be spent in equipping the plant.

Further consultants will be appointed at a later stage. The Plant will produce "wet-blue" leather which is the process by which hides are transformed from an organic material into a staple product which can then be processed into a finished or semi-finished leather. Products from the Irish plant will complement Michell Leather's world wide sales of Australian "wet-blue". The proposed Waterford plant will

incorporate computerised process control and monitoring equipment. Michell is a leading producer of "wet-blue" leather and the plant in Killowen will form an important part of their growth in the world markets.

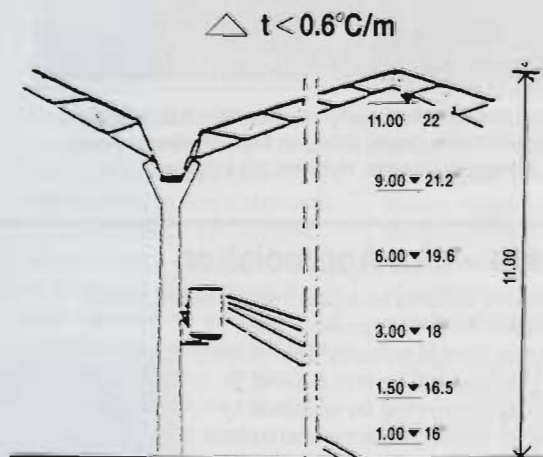
## WEXFORD:

**United Meat Packers (Wexford) Ltd** has sought planning permission for the erection of a canteen with locker and toilet facilities, bones trailer enclosure, pelts store, fat collection room and lobby entry to meet with EC regulations and to extend the already-permitted vac-pack chill room, loading bays and box store into existing yards at Baylands, Camolin, Co. Wexford.

The total development, measuring 1,562.4 sqm will comprise three separate single-storey buildings including the canteen, pelts store room and the extension to existing factory. It has yet to be decided what the construction plans will be.

# HEATING AND COOLING **FULL GAS**

(no. 1) **ROBUR HEATING: HOW TO KEEP HOT AIR DOWN**



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**TRADE NEWS**

# Halving Heating Bills

The heating bill for a typical un-insulated house in Ireland could be halved if that house were insulated to the standards set out in the new Irish Building Regulations, says Bill Quigley, Energy Consultant and author of a new booklet on thermal insulation.

Called "Thermal Insulation for the Irish Building Regulations — Environmentally Friendly CFC-Free Solutions" the booklet is published by the Polystyrene Moulders Association (PMA).

It describes how expanded polystyrene can be used to insulate buildings in accordance with the requirements of the recently-launched Irish Building

Regulations and specifically Section One of Part L of those regulations which covers the limitation of heat loss through the fabric of buildings.

"The new Thermal Regulations", said Mr Quigley, "are extremely important because they set out minimum standards of insulation which will be mandatory in virtually all new buildings being built in Ireland. Quality is also a vital criterion in selecting building materials. In this regard, I would like to point out that each member of the Polystyrene Moulders Association has obtained product certification from the Irish Agreement Board".



Pictured at the launch of the PMA (Polystyrene Moulders Association) booklet are (left to right) Declan Doyle, CRH plc; Sean Dunleavy, Eolas; and Eoghan Hynes, Managing Director, Hytherm (Irl) Ltd, Navan, Co Meath.



NRB, the National Rehabilitation Board, has awarded the contract to extend their newly-acquired premises at 44, North Great Georges Street to John Paul Construction. The contract also requires a major refurbishment of the premises itself, including demolition work, the provision of a new mezzanine floor, an additional storey at roof level and new finishes plus associated siteworks and drainage.

## MONITORING BUILDING AND ENERGY CONTROLS FROM A SINGLE WORK STATION



Eamonn Hudson, Managing Director, Group 4 and Nick Ryan, General Manager, Group 4 Technical Division, demonstrate the solution to the dilemma faced by many manufacturers and organisations who have a wide range of controls to monitor. Called MDI Safenet, it offers a single integrated system for monitoring security, access controls, fire monitoring and energy controls in lighting, heating and cooling systems, all from a single work station.

## Tom Reynolds — An Appreciation

The entire construction industry in Ireland was shocked by the recent sudden death of Mr Tom Reynolds. The untimely death of this chief of industry has, in the short-term, left a void that will be very difficult to fill. He was known and respected far and wide by both the large and the small contractor and indeed by all involved in every facet of the construction industry. As the industry mourns his loss he will be remembered for his outstanding contribution to the development of the Irish construction industry.

As Managing Director, Tom Reynolds developed the CIF into a modern organisation to provide a wide range of services to the thousands of people involved in the construction industry. His 30 years of dedicated service has seen the development of one of the finest trade organisations in Europe concentrating on construction. His vision and determination was responsible for the establishment of Federation House as the



schemes: the Business Development Unit: the creation of 14 branches throughout Ireland as well as 39 associations representing 2,600 member firms and employing more than 70,000 people in the industry.

His concern for the needy in the industry was demonstrated by the setting up of the Construction Industry Federation Benevolent Fund.

His ability as a negotiator and his training as a barrister earned him an outstanding reputation as a mediator in a range of issues including contract law and industrial relations. This experience and ability was reflected in the fact that there had not been a national strike in the construction industry for 28 years.

The members of the CIF will always be deeply indebted to Tom Reynolds for this pragmatic and visionary development of the organisation during 30 years of unstinting service.

P.O.G.

## TRADE NEWS

### CIE Property Manager

Jim Gahan has been appointed Property Manager with CIE where he will be responsible for the management of all of the Group's properties and for the commercial development of prime sites including the recently announced Pearse Station development.

He has been Commercial Director of the Custom House Docks Development Authority since 1987.

He has previously been a Senior Valuer with Dublin Corporation and is a past President of the Society of Chartered Surveyors.

### Du Pont Alternatives

Du Pont has authorised construction of the world's first commercial scale plant to produce hydrofluorocarbon (HFC)-125 at the company's Deepwater, New Jersey, site. HFC-125 is a non ozone-temperature refrigerant widely used in supermarket refrigeration and in food transportation.

The facility, scheduled for startup in mid-1992 will also produce hydrochlorofluorocarbons (HCFC)-124, an environmentally acceptable product intended to replace CFC-114 in commercial and industrial chillers and industrial air conditioning.

The plant, Du Pont's third major CFC alternatives facility in the US, will manufacture thousands of tonnes of each compound annually.

Du Pont's policy is to phase out bromine- and chlorine-containing compounds as soon as possible, and to cease Halon and CFC production for sale in developed countries no later than year-end 1994 and 1996, respectively.

## SMC Reconair Student Award

Kevin O'Connell, Killiney, Co Dublin, has won first place in the SMC Reconair-sponsored competition for students on the Building Services Degree Course at the College of Technology, Bolton Street. Dominic Ward, Donegal Town, took first place on the Diploma Course.

The competition, which was organised in conjunction with the Chartered Institute of Building Services Engineers, was open to all students on both courses.

Entrants were required to complete a thesis on any topic relating to building services engineering systems.

The six finalists made a 10-minute presentation on their thesis before the winners were announced.



(Back Row): Don Byrne, Assistant Head, Engineering Department, College of Technology, Boton Street with Brian Homan, Chartered Institute of Building Services. (Front Row): Dominick Ward, Donegal Town; Kevin O'Connell, Killiney, Co Dublin; and Fred Cooney, SMC Reconair.

## Database Software On Sales Leads

Newmarket Information, which produces the weekly Construction Information Service (CIS) Report — and also prepares Advance Sales Leads for BSNews — has introduced a new computer software service for the Irish construction and building services industries. Called NewMARKETDATA, the new package provides clients with a specially-designed database package containing information on all new building projects being planned or constructed nationwide. The new software provides market information, published in the weekly reports, but now on "floppy disk".

The Database also includes a "Sales Prospector" whereby marketing and sales people can make notes on specific projects to be followed up .... details of last contact dates and next call dates as well as notes on the results of sales

calls. This enables clients to store and target specific sales leads and recall them as required for updating, telephone follow-up or to arrange sales calls.

Data supplied by Newmarket can be deleted or overwritten and new business leads obtained from the users own sources input. The system also contains a full directory of project designs consultants and contractors which can be used for mailshot or telephone contact purposes. It can selectively pinpoint the right prospects and ensure the leads are followed up. In addition, it will generate letter and fax messages merging these with pre-selected hit lists.

A second stage in the system involving the provision of modem link up facilities to Newmarket's central computer will come on stream later this year.

Karl Glynn-Finnegan the company's Director of Operations, lists some of the main benefits of the service as: its speed in handling data and searching for the required information by — cost, size, site address, promoter, architect, stage or whatever. Operations are completed with a single keystroke. Potential sales leads can be identified in seconds and lists of prospects generated by a variety of parameters.

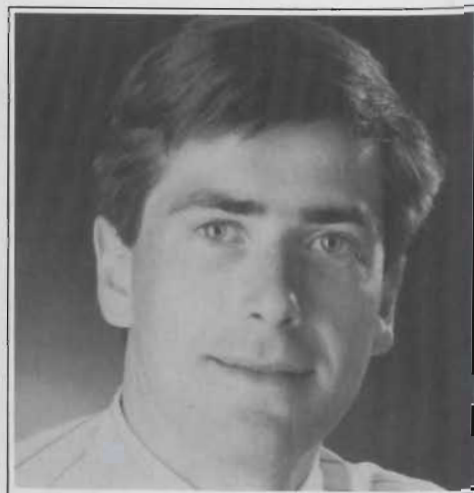
The software operates on any IBM compatible PC using MS Dos 3.0 or higher.

Prices for the software are only available on request — due to the number of options available i.e whether a full years material is required on the database or just three months information, the frequency of supply of floppy disks, and if a printed copy of the reports will be required in addition to the disk service etc.



# REFRIGERATION

Every employer, whether designer, manufacturer, supplier importer or contractor, has responsibilities and duties under the 1989 Safety, Health and Welfare at Work Act, including the preparation of a Safety Statement. But what exactly does the Act mean, and how does one prepare a Safety Statement? Without exception, every employer in Ireland must comply with the 1989 Safety, Health and Welfare at Work Act. In this article, Declan Fitzmaurice of Thermo-Logic Ltd, outlines the development of the Act, points out some of the responsibilities that employers in the refrigeration and air-conditioning industry now have, and explains what exactly is involved in preparing a Safety Statement. While relevant to virtually all industry sectors, the refrigeration and air conditioning industries perhaps have a particular need in this respect.



## Safety Statement — It's the Law!

### Historical Note

Up to 1955, when the Irish Factories Act was introduced, all legislation applied in Ireland was British in origin. Until, 1989, the framework for safety, health and welfare provisions in industry was provided by legislation such as the Factories Act, the mines and Quarries Act (1965), the Construction (Safety, Health and Welfare) Regulations (1975) and the Safety in Industries Act (1980).

It was obvious, however, that the safety, health and welfare of all workers was not adequately provided for, and so in 1980, the Government set up a commission of enquiry on Safety, Health and Welfare of persons at work, under the chairmanship of Mr Justice Donal Barrington.

The Barrington Commission Report was published in 1983, and made many radical and far-reaching recommendations. After the Report was unanimously accepted in 1986, an Interim Board was set up to allow the Report's recommendations to be implemented. On 1 November 1989, the Minister for Labour, Mr Bertie Ahern, formally introduced the Safety, Health and Welfare at Work Act.

### The Objectives

The Safety, Health and Welfare at Work Act is without doubt, the most radical piece of legislation dealing with the safety of workers since the foundation of the State. One of the underlying objectives of

the new system of safety and health is, as outlined in the Barrington commission Report:

"To establish and to maintain a working environment in which the safety, health and welfare of workers is maintained at the highest levels practicable".

One very important aspect of the Act is its coverage. Prior to its implementation, less than one quarter of the workforce was covered by safety legislation. The 1989 Act covers all workers, without exclusion.

### Features Of The Act

Among the more important features of the Act are:

- (1) The establishment of the National Authority for Occupational Safety and Health (NAOSH) now called the Health and Safety Authority (HSA);
- (2) The placing of general duties on employers, the self-employed, employees, and designers and manufacturers of equipment in regard to safety, health and welfare at work;
- (3) Provision for consultation and workers' representation at every place of work;
- (4) New enforcement procedures which place greater emphasis on prevention;

In Sections 10 to 11, designers, manufacturers, importers and suppliers of any article for use at work are obliged to ensure as far as is reasonably practical that:-

- The article is designed, constructed and tested so as to ensure its safety;
- Sufficient information is given about the use, maintenance and disposal of the equipment to ensure that it will not cause a risk to health;
- To carry out adequate research and testing and to take steps to ensure that people are supplied with new information concerning risks which may come to light.

Employees also have duties under the Act (Section 9) which requires them:-

- To take responsible care to protect themselves and others;
- To co-operate with employer complying with the law;
- To use properly all-protective clothing and equipment;
- To report any defects in plant or equipment;
- Not to interfere with or misuse safety or protective equipment.

Employees also have the right to elect their own Safety Representative (Section 13) who is given additional rights and duties.

Employees now have substantial duties under Section 6 of the Act, which requires them to ensure as far as is reasonably practical that:-

- Premises used for work are safe;
- Passageways and exits are kept clear;
- Equipment is designed and maintained so as to remain safe;

# REFRIGERATION

- The method of working is safe;
- Sufficient information and training is provided to workers;
- Suitable protective clothing and/or equipment are provided when necessary;
- Emergency plans exist;
- There is safe use of substances;
- There are adequate facilities for the welfare of workers.
- A competent person must be employed when necessary.

It is obvious from the Act, that the primary responsibility for safety rests with the employer.

### The Safety Statement

Under Section 12 of the Act, every employer — without exception — (including the self-employed) is now obliged to have prepared a Safety Statement, setting out:-

- (a) The arrangements made and the resources provided for safeguarding the safety, health and welfare of workers;
- (b) The co-operation required from workers;
- (c) The names of persons responsible for the arrangements listed in the Statement.

The Statement should be based on an identification of hazards and an assessment of risks to safety and health at the pace of work. This should relate not only to employees, but also to other persons at the place of work. It should include a review of accidents and near accidents which have occurred in the past, and potential hazards.

So who prepares the Safety Statement? The responsibility for its preparation is certainly on the employer. While employers themselves may prepare the statement, workers and their representatives have a right to be consulted about its contents. Where an employer does not have the expertise in his resources to tackle health and safety problems, he must call in outside assistance where necessary.

In many cases, the assessment of risks may be the first time a systematic and thorough attempt has been made to assess the risks to people in the employment. This is a valuable exercise in

itself, apart from being a basis for preparing the Safety Statement.

What form then, should the Safety Statement take? While there is no officially-recommended form, guidelines and advice are available.

The Health & Safety Authority have published a document "Guidelines on drawing up a Safety Statement", which is available free of charge from HSA, 27, Upper Baggot Street, Dublin. Tel: 01 -- 603388. Unfortunately, this is out of print at the moment and will not be available until about early April. However, the HSA will, if requested, forward a copy when it becomes available.

The Inspectorate of the HSA has wide ranging powers under the Act. Compared with previous legislation, the Act is aimed at prevention rather than enforcement, although this of necessity will remain, and the provision for penalties and imprisonment is included in the Act. A HSA Inspector can check a premises for compliance with the Act. Indeed, an employer may invite an inspector to visit his premises and examine his Safety Statement, which would be a very beneficial exercise for the employer.

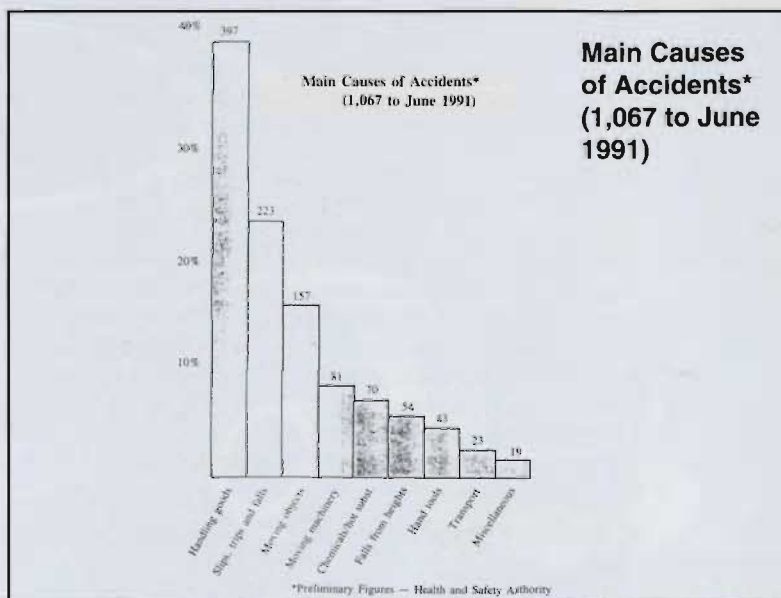
The National Irish Safety Organisation (NISO) works alongside the HSA, and runs seminars and training courses on industrial safety. The NISO also publish a monthly journal "Health & Safety", and can be contacted at the same address as the HSA.

Among the many other organisations which provide advise and expertise in the area of Safety Statements is the Construction Industry Federation. The CIF have a Safety Statement Development Package (cost £55) which will allow employers and management in the construction and related industries to produce their own comprehensive safety statement without having to call in outside expert assistance. (Construction Industry Federation, Federation House, Canal Road, Dublin 6. Tel: 01-977487).

A copy of the Safety, Health and Welfare at Work Act (cost £5.75) as well as any other related Acts, Regulations and Reports, can be obtained from: Government Publications Sales Office, Sun Alliance House, Molesworth Street, Dublin 2. Tel: 01-710309; or 01-6793515.

In recognition of 1992 being European Year of Safety, Hygiene and Health Protection at Work, every Irish employer should obtain a copy of the Safety, Health and Welfare at Work Act. It may not be bed-time reading, but it may prevent an accident or save a life.

Information activities and funding available from the EC during the European Year of Safety, Hygiene and Health Protection at Work may be obtained from the HSA or European Commission Office, 39, Molesworth Street, Dublin 2. Tel: 01-712244.



## PRODUCT REVIEW

# PUMPS

## Market Potential in Region of £40 Million

While the pump sector is no different to other building services industry segments in respect of the shortage of accurate market-value figures, **Eugene Phillips — Associate Partner**, Seamus Homan Associates — estimates the total turnover figures for pumps for 1992 will be in the region of £40 million.

The pump is an important element in our everyday life. We rely on pumps for power generation, municipal water supply, environmental protection, municipal and industrial sewage disposal, for drainage and water protection, process engineering, mining, domestic use and, to a lesser extent in this country, water management for irrigation systems — even the most basic car requires at least three pumps.

Germany dominates the world pump industry with 1990 turnover in the region of IR£1.8 billion and employing over 30,000 people. The member states of the EC take delivery of 45% of all German pump exports. The Irish market accounts for a small proportion of this.

Ireland has a number of pump manufacturers, including ABS pumps in Wexford, Wilo pumps in Limerick and Viking Pumps in Shannon. There are numerous types of pumps comprising single and multistage centrifugal, reciprocating, borehole, gear, piston, plunger, screw, rotary lobe, diaphragm and peristaltic pumps, each with its own particular function.

In selecting a pump, the specifier

must know the exact parameters for the particular system application. Two basic factors to consider are flow rate and head (pressure development) but, in the more complex applications, one must also consider cavitation, fluid temperature, specific gravity, viscosity and pump material. If these requirements are ignored they can cause noisy operation, excess wear and ultimately pump failure.

The Irish pump market can be divided into three main categories namely, domestic, commercial/industrial/process and effluent.

### Domestic

This is the smaller end of the market and has an annual turnover of approximately £1.2 to £1.5 million. The glandless multispeed centrifugal circulating pump almost exclusively serves this market. Due to the low unit cost, there are virtually no spare parts or value-added accessories within this market.

### Commercial/industrial/ process

This sector of the market has a total annual value of approximately £10 to £12 million. Single, multispeed and multistage centrifugal pumps are mainly used in heating and water boosting systems for commercial and light industrial applications. This end of the market has an approximate annual value of £3 to £4 million. An innovative development within this sector in recent years has been a system incorporating automatic control for infinitely-variable speed regulation of circulating pumps, while at the same time offering significant power savings.

The spare parts and value-added accessories within this sector are probably worth in the region of £0.5 million. This section of the market is extremely competitive with very little separating the main players in terms of quality, reliability and profit margins.

The process industry is a very specialised area and it is served

by several small companies, each of whom has carved its own niche in the market. The pumps associated with the process sector are mainly of the gear, piston, plunger, screw, diaphragm, peristaltic and rotary lobe type. These pumps — depending on their size — are expensive with the casing or impeller being usually made from 316 stainless steel or sometimes the more exotic materials such as titanium, nickel alloys and Teflon.

These pumps invariably require a specialised power system, which can be either pneumatically, hydraulically or magnetically driven.

### Effluent:

It is almost impossible to estimate the annual turnover of this sector due to the high value-added components such as variable speed drives and electrical control panels that usually form part of this package. However a considered guesstimate puts the figure at somewhere between £20 to £30 million.

As with the commercial/industrial divisions, the centrifugal pump is the main workhorse within this sector.

One of the largest pump installations in this country consists of six 1600 mm diameter centrifugal pumps that provide cooling water to the power generating station at Moneypoint in Co Clare.

As to the overall outlook for the pump sector in the coming 12 months, the prognosis is reasonably-optimistic. However, as it is now almost impossible to predict market trends beyond two to three months, it is essential that all contractors, supported by suppliers, be capable of responding to modern demands and delivering a quality product within the time scale.

Therefore, 1992 will present a very real challenge in terms of requirement for quality assurance, better marketing, keener competition and a competent and reliable service against a background of declining profit margins.



## PRODUCT REVIEW

# PUMPS

## ABS — Lifting Stations For All Requirements

ABS Pumps Ltd, Wexford, claims to be the largest pump manufacturer in Ireland and — when included in the ABS Group — is the fifth largest pump manufacturer in the world. Sister manufacturing companies operate in Germany, Brazil and Sweden with sales outlets in every major country in the World.

Within Ireland, the name ABS is synonymous with the need to pump water or sewage within every sector from Industry, agriculture, mining, aquaculture, construction and many more.

The Wexford company has shown an upward trend in all aspects since its establishment in 1973. This growth has continued into 1992 with an increase in the workforce to cater for the increase in production.

This has been achieved by the "state of the art" technology which is incorporated into its products and a highly-trained technical staff to deal effectively and efficiently with every query that comes its way.

The technical personnel are

available to give assistance and even advise on design if the need is there.

Within the building industry, ABS is continually striving to produce the best possible lifting stations to cater for all requirements from a very small unit like the Piranhamat, which is suitable for one WC, installation to the very large Synconta, designed to serve the needs of large establishments like housing estates, etc.

ABS lifting stations are suitable for the removal of wastewater and sewage from areas below the sewer level or where gravity mains are not easily accessible. They are ideal for use in apartment houses, large buildings, etc, and also suitable for both new structures or for the renovation of old buildings.

The full range consists of the following:—

Nirolift — Wastewater removal;  
Sanisett — Wastewater removal;  
Sanimax — Wastewater removal;  
Sanimat — Sewage removal;  
Piranhamat — Sewage removal;  
Synconta — Sewage removal.

The tanks are rotation moulded in-house and are robust and corrosion-resistant. Each unit comes equipped with one or two standard ABS pumps. The lifting stations are manufactured to the highest technical standards and all models in the range come complete with controls, pipework and valves for ease of installation, as well as additional features exclusive to ABS products.



ABS Mixer RW 75-4.

For additional information/advice/prices, etc — contact the Sales Department, ABS Pumps Ltd, Clonard Road, Wexford. Tel: 053-42300; Fax: 053-46006.

## New Myson Domestic Range Hailed A Success

Initial demand for Myson's new domestic pump range — the Myson SMC-SD — has, according to the company, been very positive with installers applauding the new design enhancements which have improved performance and quickened installation.

The Myson SMC-SD launched in mid-1991 to replace the SMC Comet and Unit 5 and 6, incorporates a number of new features:—

— Larger terminal connections with three equally-spaced terminals with large entrance ports, making wiring more simple; terminal screws recessed into moulding to provide location for the screwdriver when making connection; pressure plate under screws, making clamping of the wire easier.

— An anti-rotation bar hole in the back of the pump housing. This feature provides a location for a tommy bar or large screwdriver, giving a "third hand" to make installation easier in difficult situations where the use of two spanners is awkward.

— The pump housing "O" ring seal is now clamped under compression, between the end frame and the pump housing, making repositioning or removing the motor heads easier. Previously the "O" ring was a radial fit.

The SMC-SD range offers a choice of 2-speeds with flow regulation for variable control or simple, switched 3-speeds, and encompasses both 5m and 6m head pumps to suit any system.

### Commercial SP range

Myson also manufactures an extensive range of pumps for the commercial sector.

Latest in the range, is the SMC

## PRODUCT REVIEW

# PUMPS

"SF" pump, designed to meet the specific demands of the building services industry.

Building on the "SG" glanded range and the "SE" glandless units, the "SF" further strengthens the extensive range of commercial pumps available.

Manufactured in both single and twin-head configurations, the SF range of 20 models offers the specifier a choice of units with port sizes ranging from 40mm to 80mm.

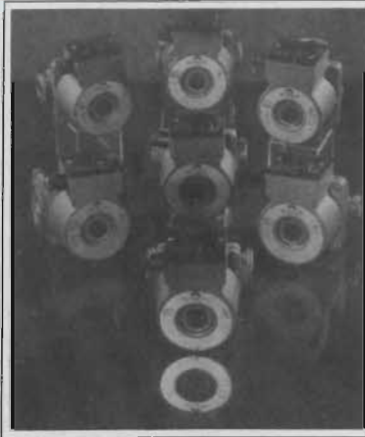
The "SG" range of heavy commercial pumps, along with the "SE" light commercial range, offers the specifier a full portfolio of pumps suitable for even the most arduous of today's commercial system applications.

The SG range of single stage in-line direct coupled pumps are suitable for the most stringent of specifications in the circulation transfer and booster applications

of commercial chilled and hot water systems.

With over 240 models available, the SG range offers numerous options to the specifier in terms of single and twin head configurations, motor sizes, and material of construction offering total compatibility with today's commercial systems applications.

Capable of handling the extremes of temperature demanded by today's specifier, the SG range of pumps will comfortably handle water and non-aggressive fluids



Myson's SMC-SD range of domestic circulator pumps.

ranging from -10c to +120c.

### Commercial Portfolio

The Commercial pump portfolio features comprehensive details on the SE, SF and SG ranges. The guide, launched earlier in the year, is available from Myson (Irl) Ltd; Unit 12, Parkmore Industrial Estate, Longmile Road, Dublin 12. Tel:01-509075; Fax: 01-553629.

## Latest "Star" From Wilo

Wilo Engineering Ltd have introduced to the Irish Market the latest addition to the "Star Wilo" range — the E50/1-7. This circulator has a fully-integrated electronic speed controller which matches the pump output to the system load requirements.

There are now four models available in the Star Wilo range. These are the E25/1-5; the E30/1-5; the E40/1-5 and the new E50/1-7. Together they will cover the duty range of 0-4.5 litres per second flow and 1 to 7 meters head.

They are the first company to

# BSS (IRELAND) LTD

WHITE HEATHER ESTATE, 301 SOUTH CIRCULAR ROAD, DUBLIN 8. TEL: 541966. FAX: 541017.  
AND AT:- BACHELORS QUAY, CORK. TEL: 021-271977. FAX: 021-275188

SUBMERSIBLE  
PUMPS (SOLIDS LADEN)

INDUSTRIAL  
PUMPS

VERTICAL MULTISTAGE  
PUMPS

from france



## Pompes Salmson

THE LARGEST PUMP MANUFACTURER IN EUROPE

COMMERCIAL  
HEATING  
PUMPS

TWO SPEED PUMPS

SUBMERSIBLE  
PUMPS

SECONDARY WATER  
PUMPS

DUAL & SINGLE  
CENTRAL HEATING PUMPS

WATER BOOSTER  
PUMPS/SETS

PRESSURE MAINTAINING  
PUMPS

SELF PRIMING  
PUMPS



CALL THE PUMP PEOPLE  
FOR ALL YOUR PUMPING NEEDS

## PRODUCT REVIEW

# PUMPS

successfully introduce this type of product to the market.

Because the electronic controller is in-built in the pump module and the motor overload protection is also self-contained, there is no requirement for any additional wiring for external sensors or control boxes other than the normal supply cables.

The pumps are available in 1", 1.25", 1.5" and 2" sizes.

The units are designed to operate on heating or chilled water circuits and give the design engineer greater flexibility when designing systems.

The major advantage of the Star Wilo range is the ability to match exact system load requirements.

Experience in other countries has shown that the most heating systems only operate on 100% load for approximately 2% of the

heating season. However, pumps must be selected to meet this 100% demand. Theoretically, therefore, most pumps – if correctly sized – are running on a system which requires lower output for 98% of the heating season.

This can cause hydraulic or velocity noise and valve chatter with thermostatic radiator valves in many instances. It is also a waste of electrical energy.

The Star Wilo can help to solve these problems. By setting the desired duty on the pump module, the pump will offer a varying flow against a constant head.

This eliminates velocity noises, allows thermostatic radiator valves to function correctly on low load requirements and saves electrical energy by reducing the pump motor speed.

Further information on the Star



Glandless heating circulator Star-Wilo: Series E25/1-5, E30/1-5, E40/1-5.

Wilo — or any of the other ranges in the extensive Wilo product

# PHASER

## ONE PIECE GRP TANKS

100-20,000 Gallons

01-521955

**KINGSPAN  
VEHA**

**Kingspan**

**KINGSPAN  
GSP**

**HEATING PRODUCTS DIVISION**

# CALLING ALL HEATING MERCHANTS & CONTRACTORS

Kingspan Veha, in association with the Institution of Domestic Heating Engineers (IDHE), have introduced a new annual award scheme for heating merchants called the Kingspan Veha/IDHE Heating Merchant of the Year Award.

The scheme was launched at a reception in Dublin just prior to Christmas at which IDHE Chairman, Joe Noone, gave an eloquent address in support of the idea and praised Kingspan Veha for their generous sponsorship.

An adjudicating panel from within the IDHE - assisted by a representative from the CIBSE

- will carry out the final assessment with Pat Lehane, Editor of BSNews, acting as independent watchdog. Jim O'Reilly of Kingspan Veha will observe on behalf of the company.

The concept behind this scheme is twofold:-

(1) To reward heating merchants who endeavour to

provide a professional, efficient service to contractors; and  
(2) To encourage and motivate those whose standards need improving.

Co-sponsors of the Award scheme are the following:  
Premier Award - British Steel: a Holiday for 2 in the Canaries;  
Regional Awards - Calor Gas: Weekend Breaks for 2 in Ireland; Special Category Award - ICI/HGW: a Weekend Break for 2 in Ireland.

Literally every heating merchant in the country is eligible to participate in the Award scheme, the method of nomination being via a contractor who completes a specially-prepared nomination form.

These forms are freely available at all heating merchants outlets throughout the country, poster billboards (see illustration) indicating clearly where they can be obtained.

The judging criteria on the nomination has deliberately been kept simple, five key issues being highlighted.

These are:-

- Service
- Product knowledge
- Diversity of product range
- How Accommodating with problems
- Ex-stock availability

Nomination forms are already being returned, the final cut-off date for entries being Friday, 28 February. The adjudicating



## Kingspan Veha Merit Award



Renowned as it is for product excellence, Kingspan Veha is equally-perceptive when it comes to excellence in other fields. It is hardly surprising then that Gordon Strachan should have been singled out for the Kingspan Veha Merit Award during the Leeds United team trip to Dublin recently. Even the non-football fraternity is aware of the exceptional athletic qualities of Gordon Strachan who, this season in particular - despite supposedly being in the twilight years of his football career - has demonstrated a level of fitness, agility and enthusiasm for the game which a man half his age would be proud of. He is pictured above before the friendly game with Shelbourne receiving the Merit Award from Jim O'Reilly, Sales Director, Kingspan Heating Products Division.

## CO-SPONSORS



BRITISH STEEL



panel will convene on a number of occasions over the following week and make their final decision.

Kingspan Veha will then host an all-industry function in the Conrad Hilton Hotel, Dublin, on the evening of Saturday, 7 March, at which the Kingspan Veha/IDHE Heating Merchant of The Year Award will be presented.





The IDHE group pictured outside the Kingspan Veha radiator manufacturing plant.

Not surprisingly (see Kingspan Veha Production Expansion story) Kingspan Veha is immensely proud of its production facilities. Hence its open door policy to visitors from all sectors of the industry, be it individually or by way of formally-requested visits by representative bodies and associations.

Two recent visits to the Wicklow manufacturing plant bear testimony to this policy and indeed to the importance the industry at large places on being able to avail of such a facility.

They also confirm the strength of Kingspan Veha in both the domestic and commercial marketplaces.

One concerned a visit by over 30 domestic heating contractors

from the Institute of Domestic Heating Engineers (the IDHE) while the other was organised through the Chartered Institution of Building Services Engineers (CIBSE).

The latter was quite unusual in that it included a Russian delegation who were in Ireland as guests of the CIBSE.

**CIBSE delegates and their Russian guests at the Kingspan Veha radiator plant.** ▶



## FROM AROUND THE WORLD

Kingspan Veha radiators down under!... yes, Kingspan Veha's reputation is equally-respected on the other side of the world.

Victoria-based manufacturer and distributor I. G. Hendry Manufacturing Pty Ltd are the officially-appointed agents and they supply Kingspan Veha radiators throughout the vast region of Australia.



Ian Hendry, Managing Director with Graham Bell, Manager; Gail Berry, Accounts; Janie Wallace Smith, Sales; and Jac Beker, Stores.



**Kingspan**

# Kingspan Races Up the M25

Despite what has been a definite downward trend for many companies, Kingspan has experienced a phenomenal sales growth in the UK over the last 12 months, so much so in fact that a move to new premises was literally forced on the company.

This move has now been completed to a purpose-designed warehouse and office complex, strategically located near the M25 motorway in Kent, from where its extensive network of nationwide merchant stockists can be serviced.

UK Operations Director, Ian Willmore, says: "We have been forced to seek larger accommodation in order to keep up with increased demand. Over the last 12 months alone we have experienced a three-fold sales growth pattern and the indications for the coming 12 months are that this trend will continue.

"We are now on course for a £10 million turnover in the UK, a fact which we can attribute directly to the industry at large finally recognising that Kingspan now offers a very real alternative in respect of rolled-top radiators and flexible pipe insulation.

"A new shift system has been introduced at the manufacturing plants to cater

for this increased demand with additional investment in qualified personnel and operatives, new state-of-the-art machinery and up-to-date production processes all combining to ensure that a full range of product is constantly available for immediate delivery".

The new facility holds up to 15,000 individual radiators, as well as stocking the full range of flexible pipe insulation at any one time. Stock sizes with single and double convector panels are available, off the shelf, in four heights - 15", 19", 23" and 27" - and in lengths ranging from 18" to 84".

Particularly large contracts and prestigious projects bear testimony to the superior quality and finish of the Kingspan rolled-top radiator. Typical recent examples involved more than 700 radiators at Barnards Wharf Development in the London Docklands and a vast council project in Scotland that called for more than 10,000 radiators.

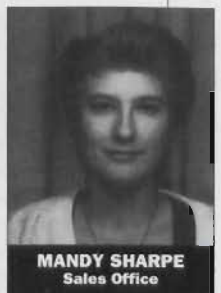
## Success Necessitates Additional Staff

In addition to the extra personnel and product operatives required to handle the introduction of the 2-shift production system at the manufacturing plant, success in the UK has also called for an increase in the sales force.

Last year alone saw the appointment of Dirk Parker as National Sales Manager; Bruce Sweeney, Area Representative - Northern Region; Roger Gunning, Sales Office Manager; Mandy Sharpe, Sales Office, and Wayne Stew.



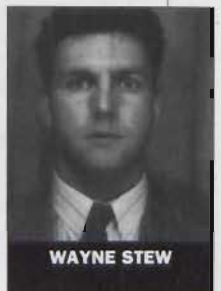
**DIRK PARKER**  
National Sales Manager



**MANDY SHARPE**  
Sales Office



**ROGER GUNNING**  
Sales Office Manager



**WAYNE STEW**

# KINGSPAN GSP

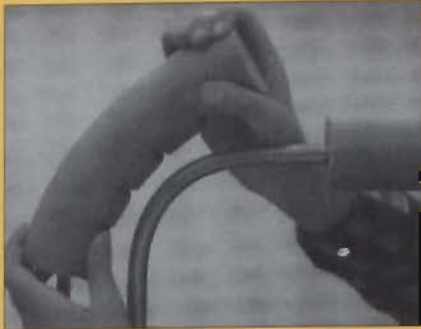
Kingspan GSP in Carrickmacross is another manufacturing concern within the Heating Products Division. In keeping with all other Kingspan production plants, there is state-of-the-art facility, over £1 million having been invested in advanced machinery and technology processes over the last 12 months alone.

Currently the entire factory is being assessed for compliance with the requirements of BS 5750 and ISO 9001 approval and certification is expected within a matter of months.

Essentially, there are three elements in the GSP portfolio - Polyethylene pipe insulation, Nitrile pipe insulation and Plastic oil storage tanks.

## Polyethylene pipe insulation

Taking the former first, the mainstay of the range has been Polyflex, a foamed expanded polyethylene pipe insulation used for the prevention of freezing and more recently, the reduction of energy loss through wasted heat. Sizes available to meet the requirements of Water Byelaw 49.



## Nitrile pipe insulation

This range has been further strengthened and expanded in recent months with the introduction of foamed Nitrile pipe insulation. While suitable for domestic applications, its inherent heat-saving qualities make it particularly suitable for commercial applications where it has a key role to play in refrigeration and air conditioning systems. This product will be marketed under the brand name Kingspan-Kaimannflex.

The difference between this latest addition and the polyflex is that the foamed Nitrile has a much higher thermal conductivity value than the polyethylene.

Sizes available in both the Polyflex and Nitrile are as follows:- Bore sizes ranging from 15mm up to 110mm; wall thicknesses ranging from 9mm up to 32mm.

## Plastic Oil Storage Tanks

Turning to plastic oil tanks, these are manufactured from linear, low-density polyethylene and are treated with an Ultra-violet light stabiliser to prevent discolouration.

Sizes and shapes vary enormously with a choice of vertical, horizontal, cylinder or rectangular models available.

Colours are black or green.





## KINGSPAN VEHA PRODUCTION EXPANSION

With demand in the U.K. up threefold and sales for the home market also showing a consistent increase, Kingspan Veha has introduced a two-shift system at its main manufacturing plant.

The company has also earmarked an additional £1½ million for investment in the current year and equipment to supplement the state-of-the-art machinery already in use throughout the entire factory.

Staff relations within the plant are at an all time high, the introduction of modern work practices benefiting all concerned. The resulting high morale has led to peak efficiency and the smooth phasing in of the SMED (single-minute-change-of-die) manufacturing process whereby stocks produced are to the just-in-time principal.

SMED also leads to far greater production capability and an infinitely-variable flexibility. This is particularly important in today's marketplace where customised units are often

called for and where the lead time from order placement to site requirement can be a matter of days.

This "specials" ability has been put to the test on a number of occasions recently, John Stack, Managing Director, being very pleased with - and proud of - the manner in which they are able to respond.

Obviously, quality control is very much improved by virtue of these changes. Even where a problem does arise, the nature of the production process is such that it comes to light almost immediately.

Hence the Kitemark, German DIN and ISO 9000 approvals.

Kingspan Veha also has its own in-house research personnel who are constantly engaged in design and development programmes.



**John Stack,**  
Managing Director, Kingspan Veha.

### NEW PRODUCTS

New products recently introduced include a range of low-surface-temperature panels and a cosmetic grille-covering intended to go around the edges of double radiators so that they can better complement the interior design of the environment they are placed in.

## In-Depth Group Strength

Supporting the growth of Kingspan Veha radiators is the highly-successful Kingspan Group plc which has three divisions - Building Components; Insulation Products; and Heating Products.

The Group comprises 10 production facilities in total, five of which are situated in Ireland with the other five located in the UK.

The Kingspan Group plc increased its turnover in 1990 to £53 million with turnover for 1991 being well in excess of £70 million.

In addition to radiators, the Kingspan name is also acknowledged as market-leader in composite, steel-clad wall and roof panels, along with other structural steel components.

## Kingspan Veha Rolled-Top Proves Tops!

Quality, superior paint finish and immediate off-the-shelf availability are just a few of the reasons for the three-fold increase in sales that rolled-top radiator manufacturer Kingspan Veha has enjoyed over the last three years.

Kingspan Veha rolled-top is now established as the leading choice for both the domestic and commercial radiator market, whether it is a new installation or refurbishment project.

The rolled-top range comprises single and double convectors

<https://www.industrydocuments.ucsf.edu/docs/1321>  
DO10.2112/D1321 (2151 mm).



Examples from the extensive Kingspan Veha rolled-top range

**NEW**

## Star-Wilo E 50/1-7



- **Suitable For Medium Sized Heating Systems.**
- **Pump Output Can Be Matched To System Load Requirement.**
- **Fully-Integrated Electronic Speed Control.**
- **Eliminates Velocity Related Noise**
- **Reduces Running Costs Of Motor.**

*Contact:* Wilo Engineering Limited.  
Enterprise Centre, Childers Road, Limerick.  
Telephone: (061) 410963. Fax: (061) 414728.

or your nearest stockist.

## PRODUCT REVIEW

# PUMPS

programme — contact Wilo Engineering Ltd, Enterprise Centre, Childers Road, Limerick. Tel: 061-410963; Fax: 061-414728.

## Grundfos — Only The Best Is Good Enough

Customers around the world know Grundfos for different types of pumps. A plumber in Ireland may think of Grundfos mainly as a manufacturer of circulator pumps for heating. An engineer in France might know Grundfos as a maker of pumps for use in industrial processes. A well-driller in Australia will associate Grundfos with submersible pumps, while an environmental consultant in the USA will associate Grundfos with environmental pumps. Such is the reputation and diversity of the range. The Grundfos Group's main objective is to supply the best pump for the job in hand. Since the start of the company in 1945, it has been a company

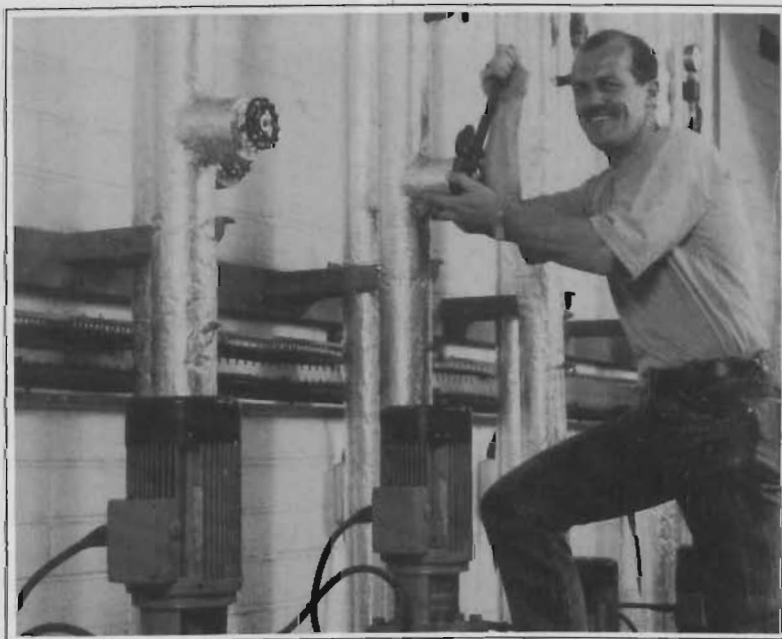
policy that their pumps must set standards in the market.

The Grundfos product development policy also stipulates that new pumps must incorporate the most recently developed technology. Not technology for its own sake, but technology which aims to satisfy customers' current and future needs for optimal pumping solutions.

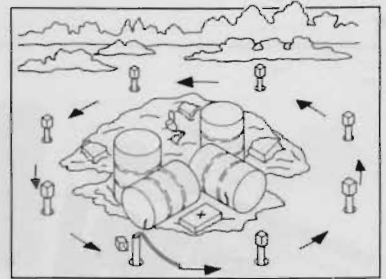
Grundfos's main aim is to be known for outstanding quality. Products must live up to the highest possible market standards. Reliability and long useful lifetime are demands that must be met.

Customers' choice of Grundfos for homes, factories, offices and other buildings in which central heating systems are installed or renovated, has made them the world's largest manufacturer of circulator pumps. In the financial year 1990/9, Grundfos manufactured and supplied about five million circulators, all in the familiar red finish but in a wide variety of type variants.

Industry's needs for pumps and pumping systems are diverse. Hence the Grundfos range of products covers many of these needs. The company offer pumps for liquid transfer, wash-down and cleaning, boiler feed, filtration of water, etc.



Jack O'Shea, renowned sportsman who runs his own plumbing business, pictured here with a major Grundfos installation.



MP1 — The specially-developed pump for sampling groundwater from Grundfos.

Grundfos also helps fulfil one of the most basic requirements of all — water. The company develops, produces and sells a wide range of submersible pumps for municipal and private water supply, as well as watering and irrigation systems for fields, greenhouses, etc.

Additionally, Grundfos has responded to the worldwide "green" development. The enormous environmental threat to ground water all over the world demands action. Professional monitoring of ground water is one of the prerequisites of corrective measures.

In recent years, Grundfos has helped solve the problem by developing a special pump for sampling ground water and thereby improving monitoring. This range of pumps is called MP1.

The MP1 pump is very different from other sampling pumps in that it uses the centrifugal principle which is extremely well-suited for this task. This was recently confirmed in a major, independent test made by experts from the University of Waterloo, Ontario.

The MP1 sampling pump is ideal for dedicated installations; for instance, a number of sampling wells drilled around a factory, each fitted with its own MP1 pump. The environmental consultant can then take regular samples of ground water and be prepared to act quickly on test information.

Grundfos is committed to the continued development of relevant pumps to help the world fight and gain control of ground water pollution. With a Grundfos environmental pump, the population, industry and the authorities have been given a

# PRODUCT REVIEW

# PUMPS

helping hand. The challenge is a cleaner, healthier world for everyone.

Details on the entire Grundfos range are available from Grundfos (Ireland) Ltd, Unit 34, Stillorgan Industrial Park, Blackrock, Co Dublin. Tel: 01-954926; Fax: 01-954739.



An example from the Pompes Salmson range available from BSS (Ireland) Ltd.

## BSS — Much Extended Product Portfolio

Pompes Salmson are one of Europe's largest pump manufacturers with a factory at Laval St-Melaine producing over 1,060,000 circulators and 30,000 pumps per year.

Their range covers the following:-

- Circulating pumps from small domestic right through to large in-line pumps capable of 365 cu m/hr;
- Circulators for HTHW and thermal fluid;
- Water pumps for water boosters, irrigation, fire fighting, site drainage etc; and
- Sump pumps and sewage pumps.

The factory in Laval St Melaine is the most important and most modern plant in France and holds the second place in Europe as regards its specialised application.

The mass production technique and the manufacture to customer's specification are carried out in the same factory.

Quality control is an important part of the manufacturing :-

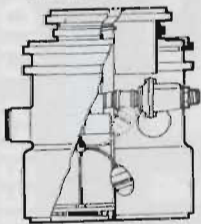
- 5% of the workforce is devoted to quality control;
- Each manufacturing step has its pending in the quality manual;
- Computer-related automatic controls. No product rejects;
- Systematic tests are performed on the circulator production line so as to check the mechanical and electrical qualities;
- Endurance tests on test systems reproduce the most severe working conditions.

In design departments, in engineering .... The leading firms select Salmson Pumps. The 25 leading European constructors incorporate the Salmson Pumps-Euramo circulators.

Throughout the world, sales engineers and technicians maintain close contact with 120 partners in some 40 countries.

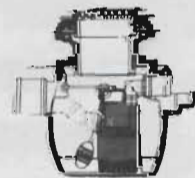
## For "Cost-Effective Pumping" ABS is simply the Best.

SANISETT



Wastewater  
For below floor level

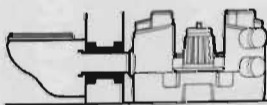
NIROLIFT



Wastewater  
For floor level

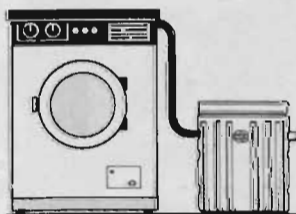
### ABS LIFTING STATIONS

SANIMAT



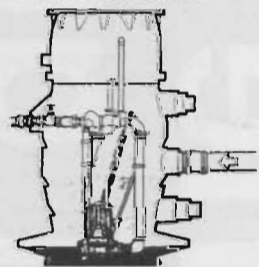
Sewage

SANIMAX



Wastewater  
For floor level

SYNCONTA



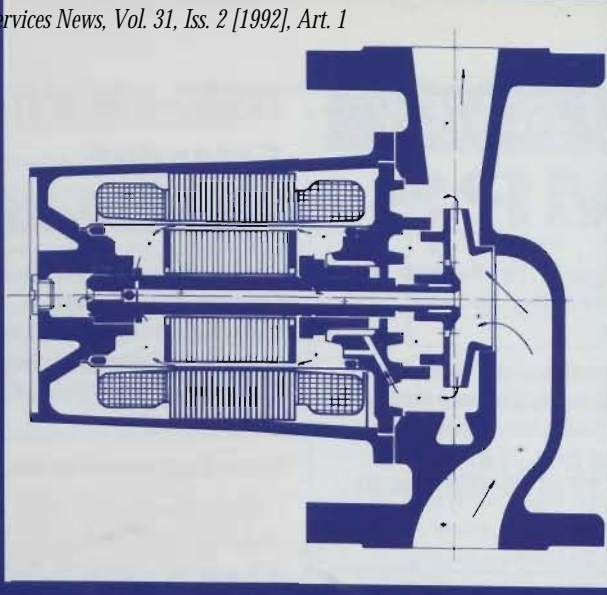
Sewage

**ABS**  
A company in the Cardo Group

ABS, Clonard Road,  
Wexford.

Tel: 053-43200  
Fax: 053 46006 & 42335

# The complete range of quality pumps, energy-saving controls and pressurisation equipment.



**QUADRANT ENGINEERS LTD.**

Chapelizod, Dublin 20. Telephone: 01 - 626 5711. Telex: 95709. Fax: 626 7863.

**SMEDEGAARD**  
OF DENMARK

## PRODUCT REVIEW

# PUMPS

Salmson has participated in several prestigious constructions such as the Cosmos Hotel in Moscow, the Airport of Baghdad, the Meridien Hotel in Cairo and the presidential palace of Abidjan in Cote-D'Ivoire.

Also, the BSS Group acquired AMS Pumps Ltd two years ago and has now fully integrated it into the BSS organisation. This acquisition makes BSS (UK) one of the largest distributors of pumps in the commercial and industrial markets in the UK stocking all the leading brand names. This expertise and large stock availability is now available to BSS (Ireland) Ltd, to supplement the range of Pompes Salmson Pumps, for whom they are the sole distributors in Ireland.

BSS (Ireland) Ltd are increasing their market share of the Irish pump market and hold comprehensive stocks for all sizes of Salmson Pumps, in both their Dublin and Cork Depots.

Details from BSS Ireland Ltd, White Heather Industrial Estate, 301 South Circular Road, Dublin 8. Tel: 01-541966; Fax: 01-541017; Also: Bachelors Quay, Cork. Tel: 021-271977; Fax: 021-275188.

## Smedegaard Replacement Made Easy

In the current economic climate, a significant proportion of the light commercial pumps purchased will be in the replacement market as, in the domestic market, companies will tend to extend and refurbish offices and factory premises rather than move. This will often include the upgrading of the heating system and replacement of an old pump that has given good service but has become inefficient in operation.

Smedegaard, therefore, once again

highlights the ease of interchangeability that the three popular models i.e. 2-70-2R, 4-60-2R and 4-75-2R offer the installer, without involving pipework changes, when replacing the majority of light commercial pumps in service.

The Smedegaard light commercial range of pumps comprises:— one 180mm screwed pump; two 244mm double-drilled flanged pumps; together with a selection of gaskets, all of which are completely interchangeable with the other leading pump brands on the marketplace.

In line with Smedegaard's recent development, the external appearance of this range of pumps has been redesigned giving uniformity of shape in relation to the larger commercial pumps. The new design follows the circular and double cone shape with the following new features:-

- A 4-speed electrical regulator which allows the pump's performance to be more accurately matched to the system requirement. There are two arrangements for changing speed, either a switch or a plug. The 2-70-2R, 4-60-2R and the 4-75-2R single phase models have the switch while the 4-60-2R and 4-75-2R three phase models have the plug arrangement. Both are clearly visible and accessible without the need to remove the terminal box cover.
- Greater use of stainless steel in internal construction.
- New improved bearing lubrication system.



Smedegaard ... perfect for replacement from Quadrant.

- Same pump suitable from -15c to +120c.

- Quieter in operation.

A new leaflet entitled "Danish Blue" is available which opens out to produce a wall chart showing the three Smedegaard pumps and lists all the pumps of other manufacturers that each pump will replace.

Smedegaard's determination to offer the specifier an ever-increasing package of equipment has led to the development of an increased end-suction range of pumps that can now be belt-driven or long coupled.

The belt driven pumps will be available in a wide variety of pump case configurations to suit many specific requirements. Motors may be mounted above the pump, or beside the pump.

The overhead design, with its unique method of belt tensioning, is specifically suited for installation in limited space and will be available with motors up to 22 kw, while all models with motors over 22kw will be catered for with side by side configuration.

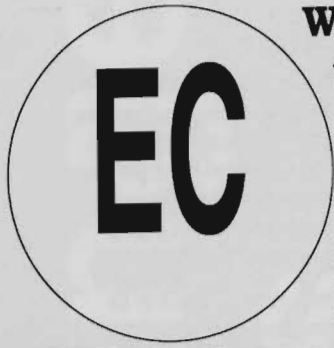
The hydraulic design of all the pumps is of the centrifugal single-stage type with back pull-out facility to enable ease of maintenance. The pumps are of robust construction with a high efficiency of operation which provides low running costs, achieved by an advanced designed of volute and impeller.

These pumps can be used in a wide variety of industrial building services and process applications including circulation, pressure boosting and general transfer duties.

The performance range covers flow rates up to 80l/s and frictional resistance up to 100 meters.

For details on the entire Smedegaard range contact Quadrant Engineers Ltd, Chapelizod, Dublin 20. Tel: 01-6265711; Fax: 01-6267863.





## ENERGY ROUND-UP

### What is Thermie?

Thermie is a European Community programme aimed at promoting the most efficient use of our energy resources. Based on the experience of thousands of practical examples, Thermie projects have:

- drastically reduced energy use;
- increased efficiency using the same amount of energy;
- cut pollution;
- provided new renewable energy sources; or
- found new energy sources from waste products.

How do you make use of the Thermie experience? Do you have to apply to Brussels? The answer is no. There are Thermie centres in major cities around the Community which are known as Organisations for the Promotion of Energy Technologies (OPET). Irish membership of the EC's OPET network are Eolas and the Energy Research Group.

OPETs have an active programme for the dissemination of project results, collaborative assistance and industrial cooperation. Thirty five OPETs within the European Community can provide enquirers, not only with details of local successful experience of energy saving, but call on the experience of the other OPETs. You have Community wide information access.

### Thermie Reviving Economies

Environmentally-clean and efficient energy technologies are responding to four crucial challenges facing Europe today — the environment; central and eastern European economies; economic and social cohesion of the European Community; and greater competitiveness in the internal and world markets.

About 95 of emissions of the so-called greenhouse-effect gas — carbon dioxide — arise from our energy production, transformation

and consumption, the EC Energy Commissioner, Antonio Cardoso E Cunha, told the Thermie Energy Conference in Brussels recently. A large measure of European pollution arrives here from central and eastern European countries, which have an outmoded and inefficient energy sector. On average, consumption of energy is up to three times higher and emissions of sulphur dioxide and Nox per unit of GNPP 15 to 20 times higher.

The Soviet Union, a major supplier of energy, has in recent years, gained 60% of its precious foreign currency reserves from energy. Now, when its desperate for hard currency, it is being forced by fuel shortages for its own population this winter to cut back on exports.

In the European Community's less-favoured regions, the introductions of clean, energy-efficient technologies can have a disproportionately positive effect on stimulating the economies than in a developed economy. For example, access to electricity in geographically-remote areas from renewable solar and wind energy will ensure that such regions can catch up as the Community moves towards political and economic union and a single market.

The European Community is still heavily dependent on external energy supply and has been falling behind in achieving the target of 20% increased efficiency in the decade 1986-95. Opening up the

energy market will also improve efficiency and competitiveness, not only in the Single Market but also on world markets.

"The message is clear", Mr Cardoso e Cunha said, "if we are able to have any impact on these problems, we must strongly promote new, clean and efficient technologies in the energy sector".

The Thermie programme will be a key programme within the European Energy Charter (see Thermie story this page). This has three main aims — improving trade; cooperation, coordination and technology transfer; and the optimum use of energy and protection of the environment.

The Thermie network of OPETs can advise firms and individuals about installing combined heat and power in a factory, in low-energy housing, in incinerating waste materials or investing in the energy sector. More than half of the Thermie contracts involve small and medium sized enterprises (SMEs). The Thermie programme concentrates on four sectors which cover the most common technologies:

- Rational use of energy, in the home, office, the factory or transport;
- Renewable energy sources, such as solar and biomass;
- Solid fuels, such as coal, lignite and peat;
- Hydrocarbons, such as petroleum and natural gas.

### EC Energy Charter Signed

**The European Energy Charter, forging a new relationship between 45 countries, was signed on 17 December in The Hague.**

The idea of a European Energy Charter was put forward by Dutch Prime Minister Mr Ruud Lubbers at the Dublin Summit of June 1990 and presented as an instrument opening a new era after 40 years of "Cold War" at the Conference on Security and Cooperation in Paris in November 1990 by President Jacques Delors.

The Charter establishes a framework for trade and cooperation in the energy field and calls for the removal of technical, administrative and other barriers to trade in energy and associated technologies and services.

Up to recently, the former Soviet Union gained about 60 per cent of its hard currency reserves from the energy sector which suffers from declining outputs, energy inefficiency and pollution. The Charter will promote the efficient and clean exploitation of such resources, and help ensure secure supplies to the West and the emerging new democracies of eastern and central Europe.

Working parties are now preparing the "basic agreement" and sectoral protocols for nuclear power, hydrocarbons, energy efficiency and environmental aspects.

Referring to the "agreement", EC Energy Commissioner has said: "I am convinced of the added benefits which legally-binding agreements bring".

## Employers Advice Line

**David Gannon has over 20 years experience in dealing with employee relations matters.**

**Those years of experience were gained in the Federated Union of Employers (9 years); Clerys (2 years); and Switzer Group (11 years). He is now operating as an independent personnel consultant in all areas of business.**



## Payment of Wages Act 1991

**T**he Payment of Wages Act, 1991, has recently come into force and requires examination by all employers.

**Definitions** — It is important to note some of the definitions included in this Act. The employer is deemed to be the person who is liable to pay the wages of the individual in respect of the work or service performed. Any person who enters into or works under, a contract of employment — whether oral or written — is considered an employee of that employer. This means that not just full time permanent employees but also apprentices, temporary and part-time staff and agency staff being paid by the business.

Wages means any sums payable in connection with the employment and includes fees, bonus, commission, holiday, sick or maternity pay or any other emolument referable to the employment.

It also includes payment in lieu of notice.

Excluded from wages are expenses, pensions, payments on resignation, retirement or death, redundancy pay-outs, payments/benefits in kind and payments to an employee otherwise than in his capacity as an employee.

**Methods** — The Act allows for payment of wages by cheque, draft, bill of exchange, postal or money order, credit transfer or cash. Where payment is made otherwise than by cash and is affected by an industrial dispute in the financial institution concerned so that cash is not readily available, the employer shall pay the wages by another mode, with the consent of the employee as to the particular mode of payment.

Where wages have been paid in cash immediately prior to the Act, the employer must continue to pay them in cash unless there is an agreement to another mode of payment between the employer (or his representative organisation) and the employee (or his representative organisation).

**Statements of Wages and Deductions** — An employer must provide each employee with a statement showing clearly the gross amount of wages payable and the nature and amount of any deductions. Both wages and the related statement must be treated confidentially by the employer, his agents and other employees. Statements of wages and deductions must be provided at the time of payment of wages or, in the case of credit transfer, as soon as may be thereafter.

**Deductions from Wages** — The only allowable deductions from wages are in circumstances where the only deduction is required by law or statutory instrument, or covered in the employee's contract or by his written consent.

It is important to note that a deduction under a contract of employment in relation to any act or omission of the employee or for goods or services provided by the

employer (being necessary for the employment) is only allowable where a copy of the written contract has been provided to the employee or, where the contract is not in writing, a notice in writing of the existence and effect of that term of the contract has been provided to the employee.

The deduction may not exceed the loss sustained by the employer where it is made in relation to an act or omission by the employee, or in respect of goods or services provided by the employer. Employees must receive particulars of any deductions at least one week before the deduction is made and deductions may not commence later than six months after the act or omission becomes known to the employer, or after the provisions of the goods or services.

The payment of wages Act, 1991, does not preclude a deduction from wages in respect of any over payment of wages or expenses, provided the amount of the deduction does not exceed the overpayment.

Except where a deficiency or non-payment of wages is attributable to an error of computation, the amount of the deficiency or non-payment will be treated as a deduction made by the employer from the wages of the employee.

**Complaints** — An employee may complain to a Rights Commissioner in relation to a contravention of the Act in respect of deductions from wages. The Rights Commissioner is empowered to investigate such matters and make a decision on them. A decision of the Rights Commissioner may be appealed to the Employment Appeals Tribunal. Decisions of the Rights Commissioner or Employment Appeals Tribunals are enforceable as if they were orders of the Circuit Court.

Contravention of the Act in respect of methods of payment of wages or statements of wages are offences liable on summary conviction to fines not exceeding £1,000.

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# IDHE Annual Dinner

With approximately 180 in attendance and the generous sponsorship support of a number of suppliers, the IDHE Annual Dinner in the Gresham Hotel proved a tremendous success as our photo parade amply illustrates.



# CIBSE NEWS

## Recycling Domestic Water

The CIBSE Research Fund has allocated over £50,000, to be used for a project on the efficient use of water. The research contract, to determine the feasibility of

recycling domestic water, has been awarded to BSRIA.

The six months programme of work commenced on 1 November and will investigate the reuse of hot and cold tap water for such purposes as flushing toilets and watering gardens. Initial estimates suggest a possible reduction of 30% in water usage. Potential for energy recovery from warm waste water will also be considered.

"The implication for building services engineering is the need for additional systems within the building to heat, store and distribute the recycled water", comments Peter Scurry CIBSE Technical Secretary. "If the results confirm the anticipated benefits, they will form the basis for CIBSE guidance on system design".

### Getting Quality Assurance Accreditation -- What Route To Take

Talk by David Stack, Chief Executive, Construction Quality Assurance (CQA) and also of the Irish Construction Quality Assurance (ICQA) its CIF affiliate.

Venue: Industries Hall, RDS during the Elex '92 exhibition.

### Forthcoming Events

10/3/'92 -- Fan Distribution Systems. Joint meeting with Energy Division of IEI. Venue: Engineers Club, Clyde Road, Dublin 4.

13/3/'92 -- Getting Quality Assurance Accreditation -- See panel elsewhere on this page.

24/3/'92 -- Gas Installations...Regulations, etc -- Annual half-day seminar which will cover the practical and all related legislative and safety aspects of gas installations. Venue: Engineers Club, Clyde Road, Dublin 4.

10/4/'92 -- Annual General Meeting and Ladies Evening -- Venue has yet to be decided on. Members will be notified of same shortly.

## Hi-Tech Facilities In Europe



Michael Buckley, CIBSE Chairman, pictured with Suzanne Hughes, FKM Engineering; Peter Csatory, Meissner & Wurst; and Matthew Mahon, FKM Engineering, at the lecture on hi-tech facilities in Europe on 13 February last.



Michael Buckley, Chairman, CIBSE with John Doyle VMRA and John Purcell Vice-Chairman, CIBSE. They are pictured at the very successful CIBSE Lecture in Clyde Road where John Doyle delivered a paper on Quality Assurance to an attendance numbering approximately 70. Even more lively was the debate which ensued, John's paper obviously hitting home with much force.

## Architects View of Building Services

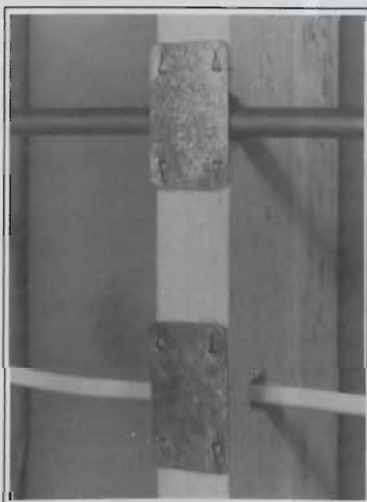


Joe Hogan, J W Hogan & Associates with Patrick Fletcher, A&D Wejhert Architects; and Michael Buckley, CIBSE Chairman, pictured at the lecture on an architects view of building services.

# NEW PRODUCTS

## PROTECTING CONCEALED PIPES

Potentially hazardous damage to pipes (or electric cabling) by construction work can be prevented using a new safety device called *Wire and Pipe Guard* from European Discount Producers Ltd. It is a galvanised steel plate with built-in fixings



These galvanised-steel plates, easily fixed to the wooden members, offer protection to the services (pipes and cables) which will become concealed when the wall is completed. The guard plates are available in various sizes and prevent damage to the pipes during the rest of the construction work.

which allow it to be positioned quickly and easily over locations where wires and pipes pass through structural members in floors, ceilings or walls. Once in place, the guard prevents accidental damage to these services during cladding and in any subsequent renovation or modification work.

Many accidents are caused when workers accidentally penetrate cables or pipes whose exact position is often not known. These accidents are costly both to the construction industry in terms of lost production and to the building owner who must pay for repairs. The guard provides a simple and inexpensive way to eliminate the risk.

The guard is offered in three sizes — 51 x 76 mm (2 x 3 in), 51 x 152 mm (2 x 6 in) and 51 x 100 (2 x 4 in).

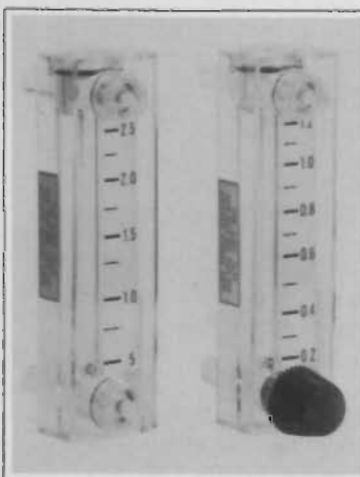
Details from European Discount Producers Ltd, ABC House, Long Stratton Industrial Estate, Salamanca Road, Long Stratton, Norwich, England NR15 2PF. Tel: 03-0508-31776; Fax: 03-0508-31963.

## COMPACT FLOWMETER LINE

The Mini-Master (R) Series MMA flowmeters are now available in two, new lower flow ranges measuring from 0.5-5 SCFH and 0.25-2.5 LPM air. Other existing models range up to 300 SCFH air or 60 GPH water.

All are precision moulded from tough, crystal-clear nylon 12 for chemical resistance, low moisture absorption and easy-to-read flow. Only 3.75" high, these low-cost units are suitable for dozens of OEM and user applications in medical equipment, air samplers, chemical injectors, cabinet purging, gas analysers and more.

Innovative design enables users to choose three configurations from any-off-the shelf model. By employing a universal body design, Mini-Master A flowmeters can be easily assembled in the



The new Mini-Master Series MMA flowmeters from Manotherm.

field with an inlet adjustment valve, top (outlet) adjustment valve or no valve at all. For higher volume application, full factory assembly is available in any of these arrangements. 5/16" dia. tubes on inlet and outlet serve as both mounting stems and flow connections to speed installation. Scale is approximately 2" long and accuracy is 4% of full of full scale.

Details from Manotherm Ltd, 4 Walkinstown Road, Dublin 12. Tel: 01-522355; Fax: 01-516919.

## HEATMASTER FROM EURO

Euro Fluid Handling Systems have now linked up with ACV International SA and introduced two new ranges to the Irish market.

The first is Heat Master, a direct-fired gas or oil water heater boasting efficiencies of 92% and with the innovative monobloc stainless steel heat exchanger based on the "Tank in Tank" design.

Outputs go up to 90kw for a single unit which can also be banked for larger hot water requirements. All are supplied with a 5-year guarantee.

"Tank in Tank" is the other new introduction from Euro Fluid. This is a range of tanks for use in open-vented or unvented systems.

Available up to 600 litre capacity and capable of 2385 litre continuous output at 45c.

The units are designed for the production of hot water in conjunction with gas or oil fired boilers.

Each unit is supplied complete with its own integral control panel and incorporating thermometer, adjustable thermostat (30c/90c) and summer/winter switch.

Details from Euro Fluid Handling Systems Ltd, Unit 4, Old Sawmills

# NEW PRODUCTS

Industrial Estate, Ballymount Road, Dublin 12. Tel: 01-503884/507634; Fax: 01-507634.

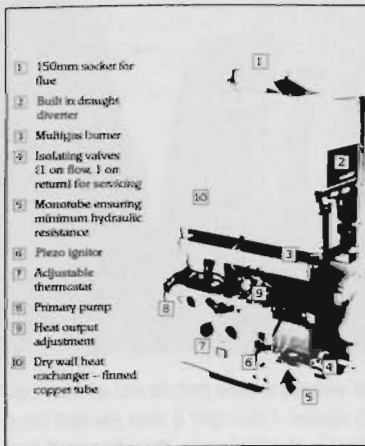
## ROOM THERMOSTAT FOR HOME HEATING

Landis & Gyr has introduced Chronogyr Rev10, a new 24-hour programmable room thermostat, suitable for domestic central heating control applications. The unit has two programme modes, so that users can have a choice of either one or two pre-programmed comfort periods a day.

REV10 combines the features of a single-channel timeswitch and room thermostat, making it ideal for use with zone control systems and electrical heating systems.

Installation is straightforward with a two-wire connection and a much simpler wiring plan than would be needed with a comparable timeswitch-controlled system.

The unit is powered by two standard 1.5v batteries, ensuring that all programme settings and functions are displayed and retained independent of the mains supply. A standard programme of times and temperatures is pre-set at the factory, but this can be altered to



Chaffoteaux Flexiflame 140 ... details from Eurogas



The new Landis & Gyr Chronogyr REV 10 programmable room thermostat for central heating control. Details from ASEA Brown Boveri.

suit individual requirements when installed.

Further details from: ASEA Brown Boveri Ltd, Whitestown Industrial Estate, Tallaght, Dublin 24. Tel: 01-522622; Fax: 01-522985.

## CHAFFOTEAUX FLEXIFLAME

Chaffoteaux Flexiflame 140 is one of the highest output wall-hung boilers available in today's marketplace. Range rated from 20.5 kW (70,000 Btu/h) to 41 kW (140,000 Btu/h) with only minimal loss of efficiency at the lower range, the boiler is suitable for a wide variety of applications.

The flexiflame 140 can be installed as a single unit or in banks of up to four appliances with no limit on the total system output.

The 140 is light in weight and is easily fitted on any suitable wall to an existing or new flue. The 140 has an efficiency of approximately 80% which, together with its low water content and rapid heat transfer, makes this an ideal boiler in today's energy conservation efficiency market.

Flexiflame 140 comprises a coated copper heat exchanger

matrix above a dry wall combustion chamber, stainless steel burners and high quality die cast alloy gas section and brass water section.

Details from Euro-Gas Ltd, 1 Duncairn Place, Bray, Co Wicklow. Tel: 01-2868244; Fax: 01-2861729.

## FERNOX "LETTER BOX"

The Fernox "Letter-Box" leaflet is a new, full-colour mini-brochure which explains to the householder why he (or she) needs the services of a heating engineer.

The leaflet describes to the householder why:-

He should have his heating system corrosion proofed;

He should have a Quantomat Scale Reducer fitted;

He should have his water storage system cleaned and chlorinated annually.

The leaflets are designed for mailshots, inserts in papers or distributed by hand. Supplies are available free of charge, and they can easily be personalised (by Fernox).

Details from Hevac Ltd, 70/72 Lower Dorset Street, Dublin 1. Tel: 01-301211; Fax: 01-301990.

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# PLUMBING SERVICES

**W**hile we all like to think we have it hard, one of our former industry colleagues has fallen on especially difficult times. I'm referring to **Tony Cruise** who was very well liked and respected by all. Unfortunately, he lost everything — both his family and business — through alcohol abuse.

Tony was institutionalised for a number of years but is now living in a small flat and trying to survive on £55 Social Welfare benefit per week. Nonetheless, I'm told that he still retains the **same quick wit** and fundamental kindness for which he was well known.

Just before Christmas, **Liam Sands**, plumbing and heating contractor, met Tony and took it upon himself to provide him with some assistance. Furthermore, he spoke to a number of his counterparts in other companies and to suppliers and found that sufficient goodwill existed towards Tony to set up a fund on his behalf.

Those who have **already contributed** to the Tony Cruise Fund are the CIF Benevolent Fund; the plumbing trade union, EEPTU; Frank Emmerson, Emmerson Bros; the IDHE; Noel McKeon, Davies of Fairview; Mick O'Connell, M H Radiators, Bluebell; Roy Moore, J L Smallman's; and Jimmy Hamilton, Hamilton & Fay.

Liam Sands sends his **sincere thanks** to all the above and requests that others who feel able to contribute should do so by sending contributions either to his own address at 15 Ben Madigan Road, Drimnagh, Dublin 15 or to BSNews for us to forward to him.

Liam expressly asked me to make it clear that such is the extent of Tony's ongoing problem that assistance is provided by way of **fundamental necessities** such as clothing, footwear, food, etc. Tony is not given funds to manage himself...Liam Sands will continue to do that on his behalf.

So please, those of you who can, **make a contribution.**

ooo

**Undertaker done for speeding...**well, not quite, but almost. The gentleman in question was a friend of Dave Roome's, D C Compute Air.

Dave had a quite genuine narrow escape recently when a piece of meat got stuck in his throat. It was **very serious** for a time but his friend (the undertaker) managed to get him to the hospital quickly where the medical staff succeeded in clearing his throat by forcing the blockage down.

As a colleague of mine quipped (it was Joe, Dave)... "sure what would you expect. We all know how hard it is to **get anything OUT** of that fellow!"

All meant in good fun Dave...I know that you even had a hospital stay and that it was far from funny

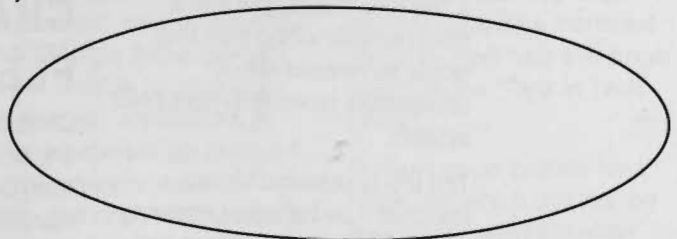
at the time. Hope you are fully **recovered** from the ordeal by now.

ooo

Put an extra **byte into your sales effort!**...Newmarket Information — compilers of BSNews' Advance Sales Leads and publishers of the CIS Report have introduced a new software package called NewMARKETDATA which includes a "sales prospector" comprising full details on all the latest **construction projects** being planned or constructed nationwide.

It is an invaluable service for **marketing and sales people** in the building services sector who can make notes on particular projects to be followed up and to target and recall specific schemes as required for updating, follow-up or a sales call.

See Trade News within this issue for full details.



**Patrick Flether** seems a little perplexed at **Michael Buckley's** posture in the photograph above. I thought it was perfect for a "bubble" competition. **Bottle of whiskey to the cleverest (printable!) entry to arrive at our offices by Friday, 6 March next.**

# “OUR PUMPS ARE GREAT AND IT’S ALL THANKS TO YOU.”



Since their launch, the new **SMC-SD** central heating pumps from Myson have attracted nothing but praise. And it's all thanks to you - to all the installers who spoke up and told us exactly what they wanted from a pump.

We promised we'd listen and we did. We built your ideas in, developing pumps that are not just far more reliable, but easier to install and maintain, even in the tightest work space. And that means far more cost effective use of your time.

Kitemark approved to BS1394, they're designed to last, with improved bearings and dynamically balanced rotors for longer, trouble-free life.

They're the only standard domestic pumps on the market to offer a choice of infinitely variable hydraulic

flow regulation or simple switched speed control.

And they're manufactured to a most stringent quality control system, approved to BS5750, where every single pump is checked at every stage.

We kept our promise - every new SMC-SD pump now incorporates your experience, part of our Research and Product Development programme to add improvements and introduce innovation.

It's found throughout our unrivalled range of leading name heating products designed for any application large or small. And behind every product is an organisation committed to giving you first class, comprehensive service.

The new Myson SMC-SD range from Potterton Myson - experience always tells.

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