


4-1-1987

Irish H & V News

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IRISH H&V NEWS

APRIL/MAY 1987

IRELAND'S BUILDING SERVICES MAGAZINE

International LPG Conference / World Forum — Dublin 17/19 June

THE 8th European LPGas Congress and exhibition — together with the inaugural LPGas World Forum — will be held in Trinity College, Dublin, 17-19 June. Organised triennially by the European LPGas Association (based in Paris) it is the first occasion that the Congress and exhibition are being held in Ireland.

Over 400 delegates from member-European countries and from the US, Canada, Cuba, Brazil, Argentina,



• Denis J. Shelly, Calor Teoranta Chairman, who is President of the European LPGas Association.

Australia, Korea, Indonesia, India, Pakistan and Algeria will attend.

The European LPGas Association has sixteen member-nations. The current President is Denis J. Shelly, Chairman, Calor Teoranta, the first Irishman to hold this office.

The Congress keynote address will be given by Sean Condon, Managing Director, Condon International Ltd, and formerly Chief Executive, Córás Tráchtála. The Congress will also be addressed by the President of the International Gas Union — John Kean — President, National Utilities and Industries, New Jersey; and by

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Dan Chambers Supplement

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Walker / Honeywell Clean Air

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Natural Gas Rate Cut

DUBLIN GAS has announced the introduction of a new "MiniSaver Rate". This is an optional tariff available to customers on request.

"The MiniSaver Rate is being introduced in line with our policy of continuing to give our customers better value for money. It will also make natural gas very attractive to our customers who wish to change from an open-coal fire to natural gas", said Paul O'Shaughnessy, General Sales Manager at Dublin Gas.

The MiniSaver Rate charges 88p per therm subject to agreeing to pay for a minimum of 300 therms per annum. There

is no Standing Charge. This works out at an average weekly cost of £5.08.

The annual gas bill for a customer using 300 therms who opts for the MiniSaver Rate will be £264 per annum compared to £327 on the standard Reducing Rate, a saving of £63 — 19% per annum.

"In 1986 the SuperSaver Rate of 66p (minimum of 550 therms per annum) was introduced to encourage our customers to switch to natural gas central heating from coal-fired back boilers. To date over 12,000 customers are benefiting from this rate and the trend continues encouragingly upward", said Mr O'Shaughnessy.

• In the meantime, discussions between NDG and the IDHE on the matters raised in last month's lead story of Irish H&V News are continuing. See page xx for an update.



• John Wogan (above) has joined C&F Ltd to develop and expand their increasing share of the commercial and industrial markets. John (known to many as Jack) has wide experience in this sector having spent many years with NDG in both the industrial and commercial section and the production distribution department of the company.

McGovern Engineering Celebrate

AT A time when the industry in general — and contractors in particular — are suffering from the dearth of work, McGovern Engineering Ltd are celebrating their 25th anniversary. Irish H&V News has spoken with company founder Terry McGovern about the dramatic trends and changes which have taken place over that quarter century and how he sees the situation unfolding in the coming years. This report will appear in our next issue.

Consultants Cut Back

AS WE went to press a number of mechanical consultants — representing some of the country's largest, more established and reputable firms — were in the process of implementing cost-cutting measures in an effort to minimise the difficulties being caused by the present work shortage.

Of course all have been engaged in various efforts at reducing overheads in recent years but these latest measures are more dramatic and reflect a much more serious situation.

Given that this is the position consultants find themselves in now, one wonders just how much more difficult it's going to get for contractors and product suppliers in the months ahead.



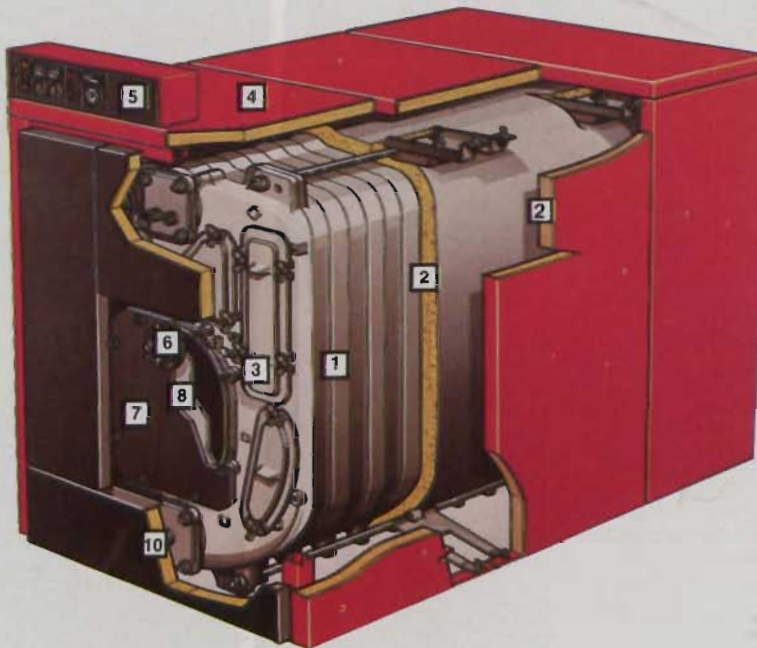


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Introduce The Ultimate In High-Tech Sophistication With The **CHAPPEE XR4** 22 Boilers from 135 KW to 835 KW Output

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Flue Gas Temperature Gauges. Allows a large selection of modes. Groups together the various controls and operations although independent from the body. Room is available to house most electronic regulating systems in order to optimise XR4 operations even further.



1. Combustion chamber: "CHAPPEE" cast-iron
2. 2 x 50 mm insulation, top and sides (1 x 50 mm, front and rear)
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4. Stove-enamelled steel casing — with clip-on fast assembly
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- optimum use of the energy supplied,
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XR4, has an exceptionally large choice of boiler and burner sizes.

Indeed, each model in the series has a varying output range, geared to the actual requirements of the system. Result: optimum annual operating efficiency.

XR4 also offers extra insulation on the vital parts of the exchanger, foil-backed, fibreglass 100 mm blanket, in two, 50 mm, layers separated by an air seam, to minimize radiation losses.

The CHAPPEE cast-iron expertise allows perfectly safe, low temperature operation (flow: 40° C minimum) in connection with direct action of regulation on burner.

As a result, the annual operating efficiency is very similar to the combustion efficiency — an operating efficiency enhanced still by the, optional, condensing module (teamed with gas burner).



Ballymount Road, Clondalkin, Dublin 22. Telephone: 519411. Telex: 30324

Cork Office: Tivoli Industrial Estate. Tel: (021) 500166

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• C+F Ltd: J J Maitland, Sales Director, Johnson & Starley with Michael Melligan, Director, C+F Ltd. See page 24 for IhVex review.

IRISH H&V NEWS

IRELAND'S BUILDING SERVICES MAGAZINE

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Irish Heating & Ventilating News circulates to key executives in the heating, ventilating, air conditioning, refrigeration, sanitaryware, plumbing and environmental control industries. Its circulation also includes energy managers, architects, designers, sanitary engineers, environmental engineers and building merchants in the 32 counties of Ireland.



MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

H&V NEWS

IDHE/NDG — Discussions Continue

FOLLOWING OUR report last month *vis a vis* the difference of opinion between New Dublin Gas and the Institute of Domestic Heating Engineers on the subject of fixed-price packages (and the most recent changeover conversion scheme in particular), some progress can be reported on the matter.

Exchanges between both the IDHE and NDG have taken place over the last seven weeks but further communications and discussions are necessary before the matter can be fully resolved.

Having reported the IDHE's view last month (page 1, March issue), we spoke to Tom Comerford of NDG as we went to press. He acknowledged being in receipt of an invitation from the Institute to be represented on the IDHE Committee but said that he, in the meantime, was awaiting a response from the Institute on another issue before he could accept the offer.

Given that the whole question of safety was raised — and discussed — in the national press and on radio following the revelation of the dispute, NDG's operating standards and procedures were called into question. Consequently, the company sent the Institute a copy of its installation manual and details of the monitoring and vetting procedures it employs in relation to its quality control programme for comment.

Tom Comerford told us that, when NDG hears the Institute's comments on the material they have been supplied with, they

will then be in a position to take up the invitation. For the moment though they are still awaiting a response.

"For our part", he went on, "we have the best installation and operational vetting procedures in the world. We are fully aware of our responsibilities in this area and indeed would welcome the opinion of a body such as the IDHE on how they rate us in this respect."

"As for the particular instance of the recent fixed-price changeover conversion package, all the contractors on our officially-appointed panel of installers have signed an agreement to participate in the scheme. Included among those are IDHE members.

"In the preparation of this package opinions were sought from a sample group of contractors and these were considered when the final composition was being determined.

"Presently, another package is in the process of being formulated. This time we have the added advantage of being in a position time-wise to canvass the entire panel for their views on the proposed scheme. Once these are returned and collated, they will play a significant role in determining the final nature of the package".

As we went to press another NDG spokesman told us that the contractors panel had just met and, among other things, unanimously asked for the present package to be continued for a further length of time.

Wavin Pressure System Handbook

A NEW handbook for its Pressure System, Wavinmain, has been launched by Wavin. It is being introduced to engineers and contractors at a series of seminars throughout the country during April and May.

The Wavinmain Handbook contains a wealth of essential technical data plus a pull-out section on Handling and Installation. It has been specially prepared for use by

and installers of Watermain pressure systems and incorporates the latest developments in uPVC pressure pipe manufacture. "When the first edition of the Wavin Handbook was published in 1980, it rapidly became the definitive reference work for the industry", said Des Byrne, Managing Director of Wavin. "This 1987 edition brings all technical specifications completely up to date".

Walker Open Days



• Walker Air Conditioning's "Open Days" have now become an established fixture on the building services industry's calendar of events. During the latest get-together at their premises in Dublin Industrial Estate, Walker senior executives and personnel were on hand to welcome guests and show them the vast array of products and services now available from the company. All sectors of the industry were present with consultants and contractors mixing together and enjoying also the usual quality of refreshments provided. Pictured above are Michael Buckley, Jim Anderson and Gerry Ross who hosted each of the "Open Days".



• Michael Curley with Joe Byrne, Don Byrne, Eddie Egan and Des Buggy.



• John Harper, Verbatim, with Noel O'Keefe of McArdle, McSweeney O'Malley.

RIAI Building Contract

A ONE-DAY seminar was held jointly by the Society of Chartered Surveyors and the Royal Institute of the Architects in Ireland on the practical operation of the RIAI Form of Contract. The seminar, which was open to non-members, was held on Wednesday, 29 April 1987 at Jurys Hotel, Dublin.

The seminar included reviews of how the contract operates in practice for the client, architect,

quantity surveyor and building contractor; examined the legal background to the contract together with recent developments in case-law; and discussed proposed amendments to the contract.

Further details are available from Tony Smith, Administrator, Society of Chartered Surveyors, 5 Wilton Place, Dublin 2.

A frog in the throat.

When a male reed frog a-wooing-goes he first attracts the ladies' attention with a romantic serenade.

The tune is produced by the vibration of a pair of skin folds in the vocal cords. Air is passed backwards and forwards between the lungs and the large vocal pouch which inflates and deflates just like a balloon.

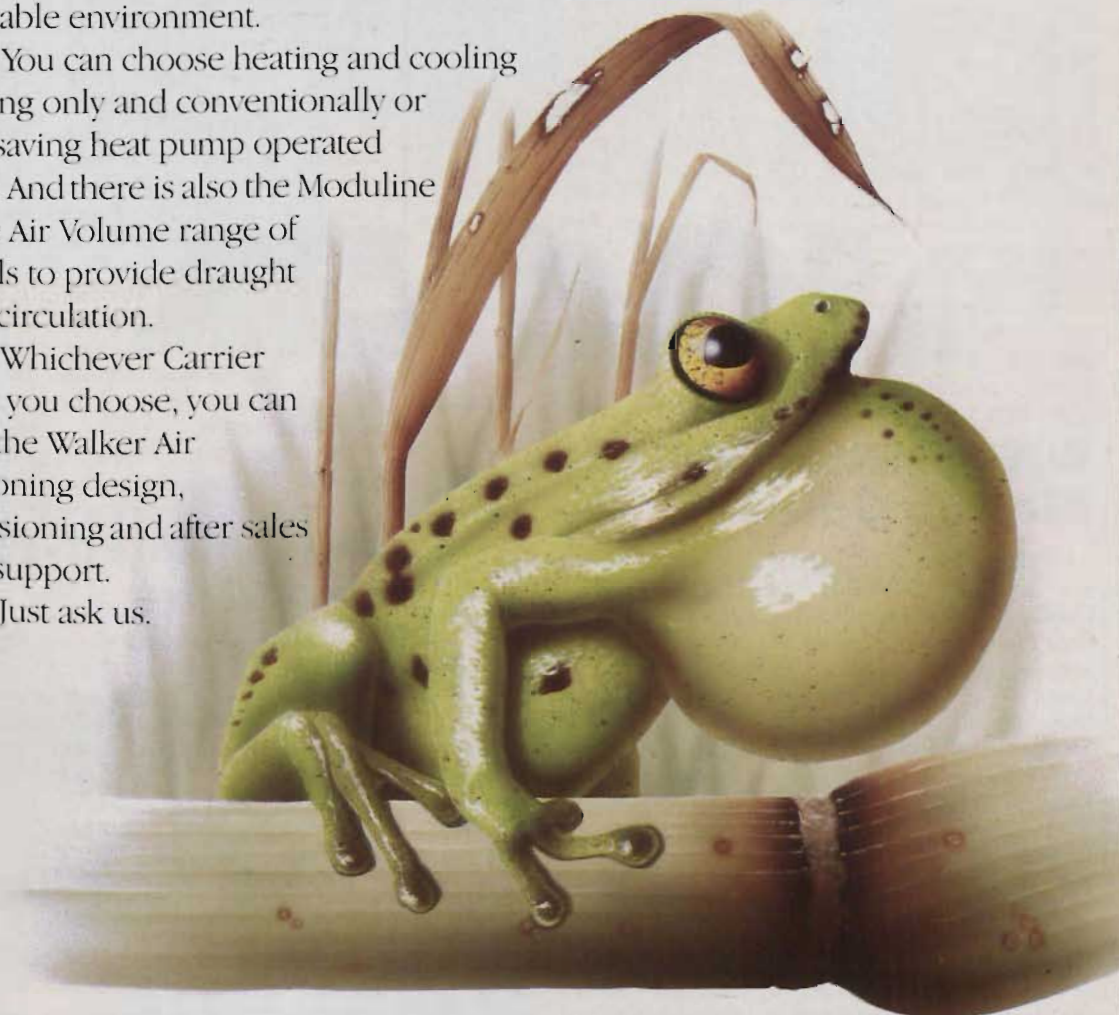
In offices, shops, pubs, clubs and restaurants one of the best ways of keeping the ladies, and the gentlemen, sweet is to ensure that the atmosphere is temperature controlled and at the correct humidity level.

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H&V NEWS

Continued from cover

the President of the National LPG Association of America, James Senty, President of Midwest Bottle Gas Company, Wiconsin.

World demand for LPG is growing at an annual rate of approximately 2%, with particular growth being recorded in the developing LPG markets of Africa and Asia. Such growth has generated a number of LPG consultancy assignments for Irish experts in Bangladesh, India, Korea, Nigeria, Pakistan and Saudi Arabia.

The exhibition of products, equipment and technology related to LP Gas will give visitors the opportunity to keep fully up-to-date with the latest developments in — and applications of — this versatile and flexible fuel.

Visitor admission is free to the AEGPL Exhibition (being held 17-19 June in the Arts and Social Sciences Building and Atrium, Trinity College, Dublin) which is being held alongside the (AEGPL) Congress at Trinity.

The exhibition will feature exhibitors from ten countries showing the latest equipment, services, accessories and applications. "Trade visitors and end-users from industrial, public sector, domestic,

agricultural, transport and leisure sectors throughout Ireland will find a tour of the show the ideal way to keep up-to-date with what's new in LP Gas," commented the Exhibition Director, Eric Gosden, of organisers Industrial and Trade Fairs Ltd.

Exhibitors at the exhibition include: **Calor Group** (UK); Ceodeux S.A. (Luxembourg); CIM/SIRAGA (France); Citergaz (France); Clesse — Mandet (France); COFREM (France); CPBP (France); **Ergas (Ireland)**; Flaga (Austria); Geostock (France); Gimex Controls and Appliances (UK); Kosan Crisplant (Denmark); Kosan Teknova (Denmark); Lagoplast (Italy); Liotard (France); Lilor (France); MEC-Fabrica de Aparelhagem Industrial LDA (Portugal); A Merloni Spa (Italy); Ninnelt GmbH (W Germany); OMECA Spa (Italy); OMSP Macola (Italy); PAM (France); PHA Cylinder Sales (UK); Petroleo Mecanica Alfa (Portugal); SATS (France); SOCIDOC-BIP (France); **Taney Distributors (Ireland)**; Ultragas (Netherlands).

The exhibition opening hours are 09.30 - 18.00 hours daily. Admission is free.

WAC/Honeywell Clean Air Pub Guide

THE HONEYWELL Clean Air Pub Guide, just published, is the first of its kind in Ireland and has been produced for operation in conjunction with the nationwide Clean Air Pub Campaign launched in October by the Fitzgerald & Holland Group and Walker Air Conditioning Ltd.

The guide lists places where licensees and proprietors have put the well-being of their customers first and foremost — and it fills the gap which exists between guides for good beer and good food. By installing a Honeywell Electronic Air cleaner in at least one room of their premises, they have ensured that their customers can relax in a clean, bright atmosphere and breathe clean air with their food and drink without fear of discomfort or

irritation.

The Guide, which will be regularly updated, lists those pubs, clubs, restaurants and hotels, which have joined the campaign in easy to find county-by-county sections.

In addition, it gives consumers the background to the campaign and explains in simple terms how clean air machines work.

Honeywell's Electronic Air Cleaner business in Ireland is conducted through Fitzgerald and Holland Group Ltd, together with Walker Air Conditioning.

Walker Air Conditioning has achieved a significant penetration with Honeywell electronic air cleaners since teaming up with Fitzgerald and Holland Group three years ago.



• Bernard Costelloe, Grundfos (Ireland), presenting Derek Prendergast of Loubar Supplies — heating and plumbing suppliers — with a set of jerseys for his local darts club.

Apex Fire Board Changes

IMPORTANT BOARD and senior management appointments have been confirmed by the Apex Fire Group. This will now enable the Irish fire and fire detection company to offer detailed advice, embracing all aspects of the fire industry, but with even more specialisation in the detection and security markets.

Two joint Managing Directors have been appointed to run Apex Fire — Alex Wadkin, MIFPO, and Sean Flood FEAAA, ACT, while Liam E. Keogh FIFPO, retains his overall responsibilities as Technical Director.

Norman Aston, MIFPO, becomes Sales Director of the Apex Fire Portable Fire Division, with Bernard Johnson as Commercial Director of the same Department.

The Apex Fire Detection Systems Division will continue

to be managed by Christopher Lundy, who has been largely responsible for expanding this section and acquiring some prestigious contracts, most notably for the Cerberus addressable fire alarm detector systems.

Apex Fire is a wholly-owned and run Irish company which employs over 27 technical and fully-trained personnel. Founded in 1973, today Apex Fire is capable of providing a complete advisory, commissioning technical, plus full after-sales-service, with its sales and service engineers covering all 26 counties.

The Apex Fire Group has also announced that it has recently been appointed Irish distributor by Bristol Uniforms Ltd, which manufacture a large selection of fire tunics, safety helmets and related items for the fire industry.

Barlo Rolled-Top Radiators

BARLO HEATING Ltd held a reception in the Tara Towers Hotel, Dublin, last month at which company personnel were present to welcome guests and give information on the entire Barlo range, but more especially the Single and Double Superplus convectors.

Details of both are as follows:

Single Superplus convector
Barlo radiators and convectors have smooth rolled tops and easy to install straight-through tappings throughout the range. They look neater and fit more closely to the wall than ordinary back-tapped radiators.

The rolled tops are safe and easier to clean than radiators with seamed tops, and add style and comfort to any home. The

Barlo system includes over 100 stock sizes, and special sizes for awkward spaces are available to order.

Double Superplus convector
Barlo Superplus convectors provide dramatically-increased heat output from a given wall space when compared with ordinary convectors, because their special fins are in contact with the water channels as well as the dry sections of the radiator.

Each Barlo radiator is supplied with a neat integral air vent, and features concealed brackets which can be turned through 90° to bring the radiator even closer to the wall, if required.

H&V NEWS



• *New Dublin Gas has won the contract to supply natural gas to Yamanouchi Ireland Co Ltd, in Mulhuddart, County Dublin. Pictured on site at Yamanouchi were (from left to right): Paul O'Shaughnessy, General Sales Manager, New Dublin Gas; Bernard Somers, Receiver and Manager, New Dublin Gas; Colm Regan, Divisional Manager, Industrial Development Authority; Isao Kishi, Manager Plant Construction, Yamanouchi; Joe Harford, General Manager, Yamanouchi Ireland.*

NDG's New Pipe Fusion Technology

DUBLIN GAS Company is introducing a new electro fusion process for joining plastic pipes which it is currently laying as part of its network expansion and replacement programme.

As a fully-automated process, electro fusion enables the operator to pre-assemble pipes and fittings. Up to now this assembly work required a heat process called butt fusion, which

necessitated extremely accurate timing. However, while both systems are equally effective from a safety viewpoint, the operation of the older mechanical process resulted in more waste and less efficiency.

In contrast, electro fusion is controlled by an electronic system which has a built in timer and fail-safe check.

Modular Goes to C&F

MODULAR HEATING Sales Ltd, who market the well-known Regency gas-fired modular boiler series have appointed C&F Ltd of Chapelizod (Tel: 01-264917/264898, Telex: 31641) as their Irish distributors.

Regency modular gas boilers have an operational efficiency in

excess of 79% and are made of cast-iron construction in attractive modern designs.

C&F are now offering the complete modular range including boilers, prefabricated multi-boiler pipework headers and boiler sequence control panels.

Weir Open Irish Office

A SCOTTISH company, Weir Engineering Services, has set up its first office in the Republic of Ireland to meet a growing order book.

Jeff Black has already taken up a new position as area service manager and will work hand-in-hand with Weir's local agents — Electrical Pump Services (EPS) — based at Mallow, Co Cork.

Mr Black has been transferred from Weir's service centre at Heysham and will have responsibility for the provision of engineering services in the Republic, specialising in

pumping and rotating plant for the power generation, general industrial and agricultural markets.

Weir — Britain's biggest pump maker — decided to establish a local presence in order to provide a closer back-up to a growing list of major customers.

"One spin-off should be that work which is presently shipped to the Continent for repair will now be carried out locally to provide customers with a faster, more reliable service," said Mr Black.



EXHIBITION

The World of LP Gas comes to Dublin

17 - 19 June - Admission Free!

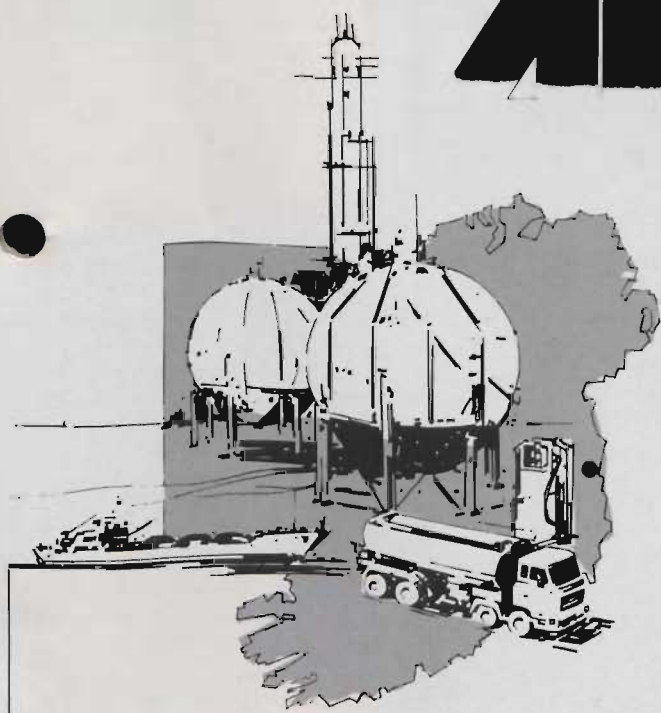
Trinity College, Dublin, is the attractive setting for an international exhibition of products, equipment and technology related to that most versatile and flexible of fuels, LP Gas.

Held alongside the Congress of the European Liquefied Petroleum Gas Association (AEGPL), the exhibition features exhibitors from Ireland, Austria, Denmark, France, Germany, Italy, Luxembourg, Netherlands, Portugal and the U.K.

Admission is free to anyone involved in the use of LP Gas for industrial, public sector, commercial, domestic, agricultural, transport or leisure applications.

Further details and admission tickets from:

Industrial and Trade Fairs Limited
Radcliffe House, Blenheim Court
SOLIHULL, West Midlands B91 2BG. ENGLAND.
Tel: 032-705 6707. Telex: 337073.



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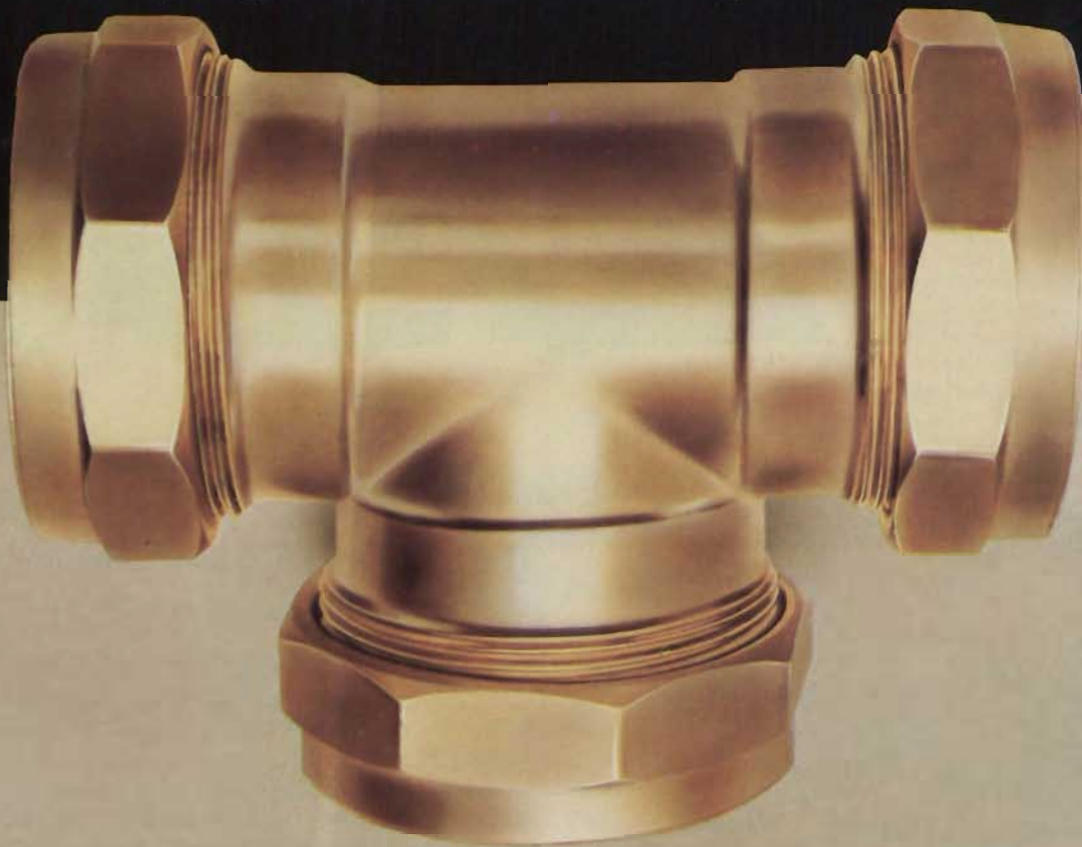
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H&V NEWS

43% Fuel Saving — 900,000 Therms Per Annum



• The University of Keele.

THE UNIVERSITY of Keele was established in 1959. Following a major development programme in the sixties and early seventies, the Campus grew from 66 acres to its present size of 400 acres.

Following a review of University sector expenditure in 1982, Grant Aid to Keele was reduced by 34%. In order to minimise the impact on its services, the University accelerated its review of all expenditure, including energy costs. A survey by West Midlands Gas identified the major source of energy loss as the low pressure and medium pressure distribution systems from the four central boiler houses.

Having already exhausted the normal good housekeeping practices, the University's Estates and Buildings Department formulated a long-term energy policy. Central to this policy is the planned run down of the district heating plant and replacement with locally-sited gas fired modular hot water

boilers.

The first two phases of the programme have been completed and the results are impressive. Fuel savings of 900,000 t.p.a. equivalent to 43% have been achieved.

In 1983 the decision was taken to initiate pilot schemes for the decentralisation of the central boiler plant. New independent gas-fired modular boilers were installed, together with Andrews storage water heaters which were used to replace the existing calorifiers.

The Andrews units in question were supplied by Andrews Industrial Equipment Ltd whose Irish distributor is Euro Gas Ltd. Pat Curran told *Irish H&V News* recently that this was a particularly interesting case study with the solution put forward by Andrews being quite unique.

He is available to discuss the specialist requirements of others, particularly if the project in question demands an analysis and design element as well.

Davies Appointment

DAVIES OF Fairview are pleased to announce that Mr Kevin Long, I.D.H.E., has joined the company as Heating Consultant. He was previously with P.J. Matthews for 21 years.

Kevin is well known throughout the trade by the consultants and specifiers.

His prime responsibility will be the promotion of the Stelrad/Ideal industrial boiler range for which Davies have been appointed the sole stockists/distributors.



Holfeld Opens Own UK Office

H R Holfeld Group, the diversified engineering product specialists, announce that it has established a new subsidiary company in the UK to promote its fluid handling programme. Holfeld Pumps design and supply advanced pumping technology and manufactures the Holpak range of pump sets and pressure booster systems. The distribution, marketing and service will be carried in future by its wholly-owned, British-registered, London-based

company — HR Holfeld (Pumps) Ltd.

After seven years of close association with Michael Smith Engineers, the Woking-based fluid handling specialists, both companies have agreed that the market has been developed to its maximum potential on a manufacturer/distributor basis and that this change will be in the best interests of both companies and its customers. It will allow Holfeld Pumps to further consolidate its position with the Holpak range in the UK market, where turnover has increased over the last two years, particularly throughout the South East of England.

During the change-over period, the closest liaison will be maintained between Holfeld Pumps and Michael Smith Engineers who will continue to provide service and information to customers. John Brockwell, Sales Engineer has transferred to the new company to ensure continuity. Known to the principal consultants, mechanical contractors, fire specialists, water treatment contractors and water authorities, the Holpak Division will be re-affirming its position and expanding the existing project installation reference list throughout the UK.



• The compact Holpak HCH booster pump set series for domestic light commercial applications: Duty 2 m³/Hr at 30 m head.

HEVAC GET STATE

STATE INDUSTRIES — the world's leading manufacturer of direct-fired water storage heaters — is continuing its European expansion programme with the appointment of a new distributor in the Republic of Ireland.

The company — Hevac Ltd of Clondalkin, Co Dublin — is the fifth overseas distributor to be appointed in the past nine months by State whose headquarters are in Nashville, Tennessee.

"We believe there is a big market in the Irish Republic for both the commercial and residential product range," says manufacturer's agent Glyn Barwood.

"The Hevac operation will form an important part of our strategy to expand sales of water heaters in the UK and other EEC countries."

State has factories in Nashville and Henderson (Nevada) which together manufacture over 10,000 units a day for North America and overseas markets.

There is a total of 16 gas, oil and electric models in the State range and the company plans to launch others shortly as part of its expansion programme.

Outputs range from 7.5 kw to 114 kw (gas); 15.4 kw to 96 kw (oil) and 6 kw to 81 kw (electric) with storage capacities up to 100 gallons.

H&V NEWS

Airhandling Units From Turbo Dynamics

TURBO DYNAMICS Ltd., gas and air handling engineers, are pleased to announce the availability of a modular and attractively finished airhandling unit. This product will be of particular interest to architects and mechanical consulting engineers when specifying units for critical assembly areas, clean rooms and sterile areas.

Turbo Dynamics Ltd is a long-established company dating back to 1972. It's Managing Director, Stuart Kinneer, who is a mechanical and gas handling engineer by profession and who was formerly a senior design engineer with Davidsons of Belfast, is one of it's original founders. For many years Turbo have specialised successfully in the manufacture of quality products for diverse applications such as: forced and induced draught fans, dust collection systems, fume extract systems, acoustic enclosures

and specialised airhandling systems.

After many years experience in manufacturing and supplying customised products for a variety of airmoving applications Turbo Dynamics have now introduced a "standard" airhandling product which is ideally suited for the heating, ventilating and air conditioning industry. Encapsulated in the design of the Turbo-Air airhandling unit is the expertise in fan engineering built up by Turbo Dynamics over the past fifteen years. Their well-established reputation for supplying precision-built quality products is evident by the aesthetically pleasing appearance of the Turbo-Air airhandling unit.

The ingenuity in the design of a modular airhandling unit concept is well thought out in using only nine sizes of enclosure panels throughout it's entire range, i.e. from the

smallest T12 unit up to the T200 size. Careful selection of proven standard components, such as filters, heat exchangers and motors which are made by well established and reputable suppliers, ensures a constant supply of readily available renewable parts.

The company policy of always endeavouring to give prompt and efficient service to it's customers will be reinforced by the appointment of Pat

Nolan, whose reputation in the industry is well known and respected.

A comprehensive and informative catalogue covering the range of Turbo-Air airhandling units is available to specifiers and customers. For further information contact Turbo Dynamics Ltd, Unit 2, Clondalkin Industrial Estate, Dublin 22. (Tel: 571029/571096); Telex 32875.

The following 12 pages are devoted entirely to a special supplement to celebrate Dan Chambers Ltd's 10th anniversary.

1987 ASME International Gas Turbine Conference and Exhibit

The World's Foremost Exposition of Gas Turbine Technology for Designers, Manufacturers and Users.



**Anaheim Convention Center
Anaheim, California • USA
June 1 - 4, 1987**

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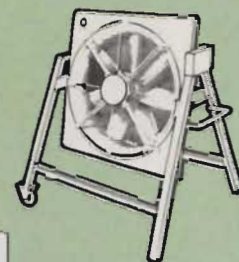
Euroseries plate axial fans



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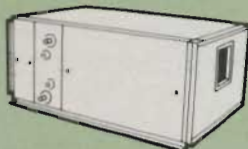
Turbo duct fans



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Europak roof units



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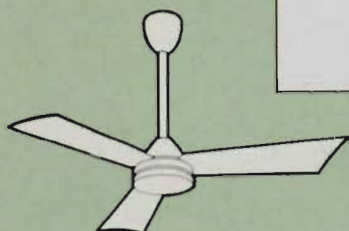
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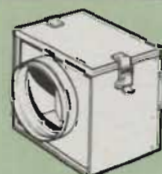
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A Message From Dan Chambers



In an industry such as ours where to dwell on the past – particularly on the recent past – can be quite traumatic given the many changes which have taken place, it is definitely more fruitful to dwell on the future. However, on this our 10th anniversary, I hope we'll be forgiven a little nostalgia.

In setting up Dan Chambers Ltd I was fortunate in that I had the support of some admirable people in the industry and, as I reflect on the last 10 years, I am also conscious of the fact that lady luck smiled on me on occasions when nothing else would have sufficed.

However, the success of any enterprise is invariably the result of dedicated people working towards a clearly-identified common goal. In our case it was – and still is – the provision of ventilation (as opposed to air conditioning) appliances and the necessary attendant services.

Here at Dan Chambers Ltd we have a team of people who understand that goal and who also realise that our fortunes – be they good, bad or indifferent – are inexorably linked with those of our customers. Consequently, we put their needs first and also endeavour to do so in an atmosphere of friendliness and understanding. Putting people at ease is vitally important.

In response, our customers have always been understanding in their support for us and for this we are grateful. There is no doubt but that there are times when I reckon they are the most demanding in the world but then, I'm equally sure that we appear likewise at times in other instances. Overall though, the relationship tends not merely to be a pure business affair, but also one of friendship and cooperation. Our mutual interests are best served by such an attitude.

Nonetheless, if I can claim any special wisdom I would say it is in the selection of our suppliers. Here again it is not just a question of business partnerships but rather special friendships where principals have demonstrated a personal interest in the welfare of our company.

To all of you then with whom we have been associated in the past we say thank you, and look forward to having you with us throughout the next chapter in our development. To those of you whom we have not dealt with, we extend an invitation to join with us in furthering our mutual interests.

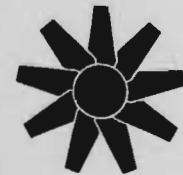
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Ten Years Of Continuous Growth

When Dan Chambers established Dan Chambers Ltd in 1977, the Irish economy — along with that of most of the western world — was experiencing something of a slight upturn after the recession brought on by the first real oil crisis of a few years before. However, no one foresaw — least of all Dan Chambers — that this upturn was but temporary relief from a major world recession which would have devastating effects on western nations' economies. In this respect Ireland was to be no exception and no one needs reminding or how difficult business life has been, for all industries, in recent years.

Given such a dramatic decline in Ireland's economic fortune, it came as no great surprise that the construction industry should be as badly afflicted as it was.

Nonetheless, it is against precisely this background which Dan Chambers Ltd has sustained continued growth. Overall, the market size has diminished considerably with competition becoming correspondingly fiercer. Yet Dan Chambers Ltd has not only survived; it has prospered.

While the reason for this achievement cannot be directly attributed to any one specific area of activity, it is nonetheless true that the overall attitude as demonstrated by Dan Chambers Ltd to the marketplace in general, and customers in particular, has had a bearing. From the outset the stated objective of the company was to provide the industry with the ventilation equipment it sought in conjunction with the necessary service elements.

NOT ALIENATING THE COMPANY

That this should be done in a professional manner was the uppermost requirement but, where Dan Chambers Ltd differed from its competitors was in ensuring that this professionalism did not alienate the company from the customer. In pursuing this high degree of efficiency no compromise was allowed in terms of friendliness, simplicity of approach or sense of fair play.

"It has always been my belief", says Dan Chambers, "that true professionalism embodies both efficiency and integrity. One does not compromise the other. We have always endeavoured to do what's right. If we fail anybody, then at least we know that we acted as we should have. I would like to think that nobody would point an accusing finger.

Indeed, far from recriminations, Dan



• Frank Gallagher.

Chambers Ltd's success to date is a positive indication from customers that they appreciate the company's informal, "no-nonsense" approach.

To fully understand the philosophy of Dan Chambers Ltd, one must first and foremost get to know and understand the main driving force behind the company, i.e. Dan Chambers himself. Never one to seek the limelight, he has always remained in the background though the

manner in which he personally has shaped the company's growth is very much in evidence. It's entire trading procedure carries his instantly-recognisable mark to those who know him.

This is particularly evident in his attention to detail, especially that of the customer's requirement. Dan Chambers Ltd is not just an equipment supplier but rather the provider of fan engineering services of which the product is only one aspect.

This attitude goes back to Dan Chambers' own formative years in the industry when he worked for the world-renowned Woods of Colchester. Having spent some years with the company learning all he could, he returned to Ireland in 1963 to join GEC who were the distributors for Woods in Ireland. He naturally enough became part of the ventilation department (then known as the fan department) where he remained for a number of years before going on the road for GEC. Thereafter he became Product Manager for fans but, as the years went by, he began to get itchy feet.



• Jim Bollard and Dermot Murray.



• Peter Coughlan (right), examining a sample product from the production line with Frank Gallagher and Declan Doran.

TAKING THE BIG STEP

For many years he harboured notions of "going it alone" so to speak, an urge which grew in intensity with the passage of time. In February 1977 matters came to a head with Ray Ball and Ray Stokes — both of whom he had dealt with in other capacities — forming their own company, Roof Units Ltd. It seemed a logical step that he should represent them here in Ireland and so, 10 years ago, Dan Chambers Ltd was born.

Over the years the fortunes of both companies have grown in tandem, with Roof Units becoming a major force in the UK, and indeed worldwide, in the ventilation sector.

For the first six years of its operation Dan Chambers Ltd was a partnership, run by Dan Chambers himself in conjunction with Tony McNamara, his brother in law. However, about four years ago a desire on the company's part to get involved with import-substitution coincided with Tony's urge to get into the manufacturing sector. Hence the partnership was dissolved with Tony establishing Aergrilles Ltd, which was specifically set up to make air distribution grilles and louvres. Dan Chambers Ltd is the major distributor throughout Ireland for Aergrilles. But more of that later.

To get back to February 1977, Dan Chambers Ltd began trading representing Roof Units Ltd in Ireland. However, a second complementary string was quickly added to the product portfolio with the acquisition of the Novenco agency. Again this development was directly attributable to the "personal" approach and reputation of Dan Chambers himself and came about as a result of assistance provided some years earlier to Novenco in another respect.

The upshot of this development was that, after lengthy negotiations during which Dan Chambers Ltd had to prove themselves in the face of severe scrutiny, the appointment was made. This left the company in the position of being able to offer a total fan and ventilation service with Roof Units Ltd providing the bulk of standard products and Novenco providing the heavier equipment.

However, as the company's reputation grew and more and more enquiries were generated, requests for "specials" became more and more common. Consequently, Dan Chambers Ltd were once again in the market for the addition of another string to their product portfolio. After much searching Metrico Systems in the UK were approached. Here again this was a relatively small company run by a gentleman named Roy Pickergill. He offered the ideal solution to the problem in being able to provide "one-off" tailor made items when required.

These three complementary product groups enabled Dan Chambers Ltd to offer a comprehensive service in the ventilation sector and also provided the latitude necessary for subsequent growth. As the business progressed and expanded, being dealt



• Dan Chambers Ltd has always maintained a promotional presence in the marketplace which includes trade advertising and exhibition participation. Pictured above at one such show is Dan Chambers with Peter Coughlan and examples from the DCM Ltd range.



• Claire O'Dowd at her computer terminal.

with, particularly for grilles, louvres and ducting accessories. Consequently, over a number of years, the distribution rights for a number of other product ranges were acquired. These include Duro-Dyne, Ducting Accessories, Smitka Flanging, Ziehl EBM (UK) Ltd agricultural fan products and the specialist range from Industrial Acoustics Co Ltd.

MANUFACTURING

In addition, the Aergrilles development came about in the midst of this pattern while another manufacturing venture — that of DCM Ltd (Dan Chambers Manufacturing) — also got off the ground. Here again the reasoning was twofold; firstly, as an import-substitution effort and secondly, and perhaps more important, to meet the immediate demand on a day to day basis for fire dampers and volume control dampers. It had been established that such equipment was impossible to stock due to the vagaries of size. Local manufacture was the only answer.

DCM Ltd also manufactures fibreglass roof cowls, again to cater to immediate orders and also to allow for the flexibility of being able to provide a choice of colours.

All of these developments were in direct response to customers requests and specified requirements.

With DCM Ltd the wheel has turned full circle in another respect in that the premises purchased for the new

operation is in Echlin Street, Dublin, in the same building block in which Dan Chambers Ltd began trading. Because of its growth over the years Dan Chambers Ltd moved to its present location in Brunswick Street, Dublin 7, some years ago. In this way both operations are kept separate but the long-term intention is to get everything under the one roof in the same building.

"The ideal location for this development would be city centre", says Dan, "though I honestly don't know why I have such a preference. Like many of the developments over the years, decisions are made on an immediate basis. Sure, the planning etc is done over a period of time and is gradually formulated into that decision but, once made, things happen fairly quickly. They also take full cognisance of all the prevailing factors and are not so fixed as to be unalterable. Flexibility is vitally important.

"As for the future, I want to see the level of growth we have experienced sustained over the next ten years and perhaps we might even expand into air handling. As I said already, we are presently a pure ventilation company and this concentration has served us well over the years. But you can't remain static. Whatever else the next ten years brings, I hope it is accompanied by a growth pattern which allows us to continue operating in a 'partnership' basis with both our suppliers and customers".



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'Team' Spirit Also Evident In Brand Line-Up

Just as team spirit among the staff is such a vital part of Dan Chambers Ltd, the same integrated quality of the brands and products carried is equally important. In the principals represented by the company, the names chosen were done so very carefully so that each and every item distributed by Dan Chambers Ltd is complementary to the other. Hence the "team" aspect of the product line-up. Brief details for each brand represented are outlined below.

Roof Units Ltd — The similarities between Roof Units Ltd and Dan Chambers Ltd are uncanny, given that both companies are now ten years old and both have seen — and contributed to — each others growth over that period. Obviously, the scale of this growth pattern is different in that Roof Units operate in a much larger marketplace. However, relative to the size of the Irish marketplace and the level of potential on offer, the development of both companies over the last decade has been inexorably linked.

Being that it was Dan Chambers Ltd's first distributorship, the Roof Units Ltd product line-up has, and always will be, the focal point of all the company's activities. Essentially, Dan Chambers Ltd is Roof Units Ltd in Ireland. The special relationship between the principals of both companies reflects this and is very much in evidence in the interest both Ray Ball and Ray Stokes of Roof Units have shown in the growth and development of Dan Chambers Ltd.

They too have seen tremendous growth since they began trading. From a turnover of less than £0.5 million in 1977, they now have an annual turnover approaching £10 million and supply products to all parts of the world, including Australia, New Zealand and the USA.

Roof Units Ltd began by producing just

the one single standard product but, since linking up via an agreement with the giant West German Ziehl-Abegg, they now produce a vast diversity of fan products. Ziehl-Abegg gave them the facility to develop special units around a unique type of motor while also providing them with a range of top-quality fans for distribution throughout the UK.

A few years ago they developed the turbo in-line centrifugal fan. The research and finance that went into the development of this fan has been well worthwhile. Orders are now pouring in from all over the world. Roof Units Ltd supply Britain's best-known range of roof extract units offering a neat compact design with either low silhouette or vertical discharge models. Either axial or centrifugal models are available, all of which are powered by the world-renowned Ziehl-Abegg external rotor motor with factory-matched and balanced impellers.

Housings are of glass fibre and are available in standard oak or can be colour-matched with a full range of choices in British standard colours at a nominal extra charge. Roof Units Ltd is a BSI-registered firm complying with the relevant BS5750 standard of quality control for design, engineering and the manufacture of fans.

The full ranges includes axial-fans, in-line duct fans, twin fans, fume handling units,

speed controllers and so much more.

Additionally, Roof Units Ltd are the distributors of the vast Swedish Flakt range of packaged type air handling units throughout the UK.

Novenco — Novenco of Denmark are one of the biggest suppliers worldwide of large industrial fans, their forte being the manufacture and supply of units for special applications.

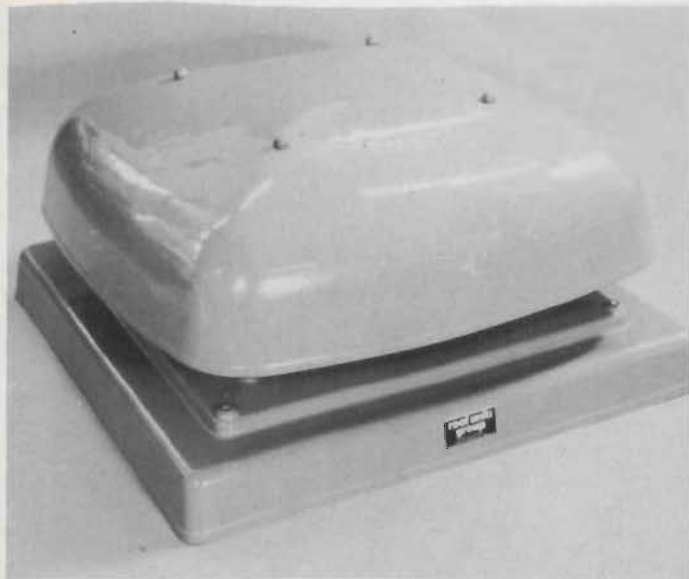
A typical "special" is one for the agricultural sector and comprises an individually-designed centrifugal fan for bulk compost pasteurising houses.

However, Novenco also manufactures a range of standard ventilation products which were chosen by Dan Chambers Ltd because they complement the lines already carried from other manufacturers.

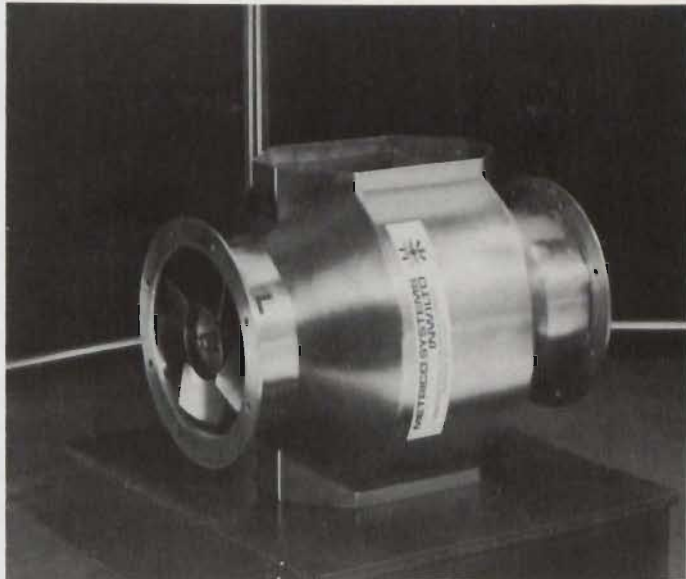
The quality of the Novenco range is superb, one of the key features from Dan Chambers' point of view being that call-backs are virtually non-existent.

Just as with Roof Units, Novenco has been in the Dan Chambers' camp since 1977 and consequently has made a vast contribution to the growth and development of the company over the period in question. Novenco, being the well-established world market leader in specialist industrial applications, played an important part by way of technical support and back-up in addition to providing a range of appliances for distribution which were market proven.

Metrico — Like Dan Chambers Ltd, Metrico Systems (NW) Ltd is a compact fan operation which specialises in custom-made ventilation equipment. Again it is a company which has had a similar growth



● *Europak roof cowl by Roof Units Ltd now manufactured by Dan Chambers Ltd.*



● *Metrico System's 300mm diameter 316 stainless steel bifurcated fan available up to 1200mm diameter.*

pattern to Dan Chambers Ltd having started in business approximately 11 years ago.

Managing Director Roy Pickergill has gone to great lengths to keep the operation compact and under his control. He prides himself in being expert at finding solutions to awkward and difficult situations where standard production fans simply can't cope with the requirement.

It is for this precise reason that Dan Chambers Ltd deals with Metrico. Given his own background and training, Dan Chambers appreciates the fan engineering expertise of Metrico Systems and the store of knowledge and applications experience which is available. Of particular interest is the Metrico range of stainless steel bifurcated and centrifugal fans.

Metrico Systems also provide a range of standard products including normal temperature and high temperature bifurcated fans, forward-curved centrifugal fans and belt drive and direct drive aerofoil axial flow fans.

AerGrilles — This company is a Dan Chambers Ltd off-shoot and was established approximately four years ago to respond to a specific demand for a particular type of product and to allow Tony McNamara, a former partner in Dan Chambers Ltd, develop into another area of activity.

Tony had been with Dan Chambers since the company was first registered in 1977 but always had a desire to develop into a specialist area of manufacture which would at the same time be complementary to the Dan Chambers Ltd product line-up. This opportunity came about in 1983 when the demand for air distribution grilles of varying sizes became so great that Dan Chambers Ltd had difficulty in meeting it.

Aer Grilles started with the standard range of egg crate and single/double deflection grilles. Availability within 24 hours was a demand which was frequently and gladly responded to. And so business grew, as indeed did the range, with the introduction of linear grilles, ceiling diffusers, heavy duty external weather louvres, computer floor

grilles and so on.

Today AerGrilles Ltd is an established name in the air distribution business and recently a selection of grilles were independently tested in a Danish laboratory to ensure that AerGrilles' products conformed to European Standards for their distribution equipment.

Doby Cleats — Doby Cleats is a new name in the Irish marketplace and is responsible for the manufacture in Britain of the Smitka range of duct flanging.

This range of flanging is not entirely new to Ireland but the re-designed corner pieces are. These new corner pieces have been well accepted and enable the contractor to achieve a full 90° corner which was not previously the case.

Three sizes are available — 20 mm, 30 mm or 40 mm with corresponding corner pieces and sealing gasket.

Ziehl EBM — Ziehl EBM is a sister company of Ziehl Abegg Ltd and are major suppliers of small fans to computer manufacturing factories in Ireland. They are also deeply involved in meeting the

ventilation requirements of agriculture and horticulture and it is at this end that Dan Chambers Ltd represents them.

The Ziehl EBM plate mounted axial fan is specially designed for agricultural applications as are a full range of environmental fan controllers.

Ziehl EBM (UK) Ltd is a rapidly expanding company under the leadership of Roger Scothern.

Duro Dyne — Duro Dyne is a name that goes back over many years and obviously a name that Dan Chambers Ltd was pleased to be associated with. The Duro Dyne range allowed Dan Chambers Ltd to offer a more complete service to sheet metal contractors who had already become quite familiar with Duro Dyne screws, feasible duct connection, vaul rail etc.

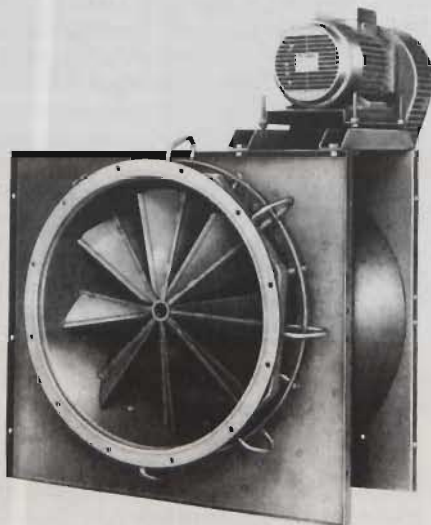
Recently Duro Dyno (UK) Ltd has undergone some management changes and is now under the leadership of the well-experienced Steve Batchelor.

Steve is conscious of the changing needs of sheet metal contractors and is accordingly introducing new products such as insulated access doors, blast gates, lightning bonding etc.

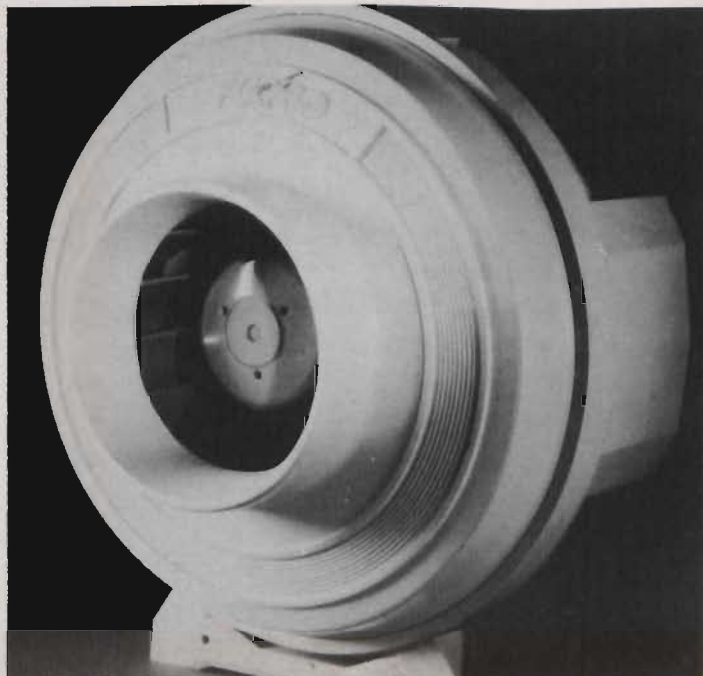
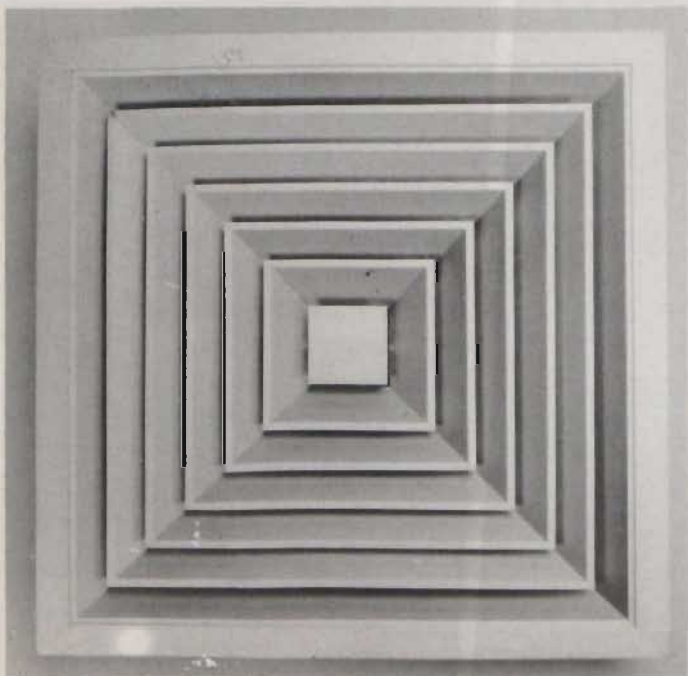
Industrial Acoustics Ltd — Industrial Acoustics Ltd approached Dan Chambers some time ago with a view to marketing their range of acoustic equipment. Noise from fan systems has always been a problem and so it is a natural progression for Dan Chambers Ltd to expand into the noise control business.

Noise control or sound attenuation is also required in industry in general and frequently acoustic enclosures are needed. This is where Industrial Acoustics Ltd come into their own as they specialise in ascertaining precise sound attention requirements and the type of enclosure necessary to achieve such requirements.

Sound attenuation is a specialised field and, this being the case, special training of Dan Chambers Ltd staff is regularly undertaken in the UK.

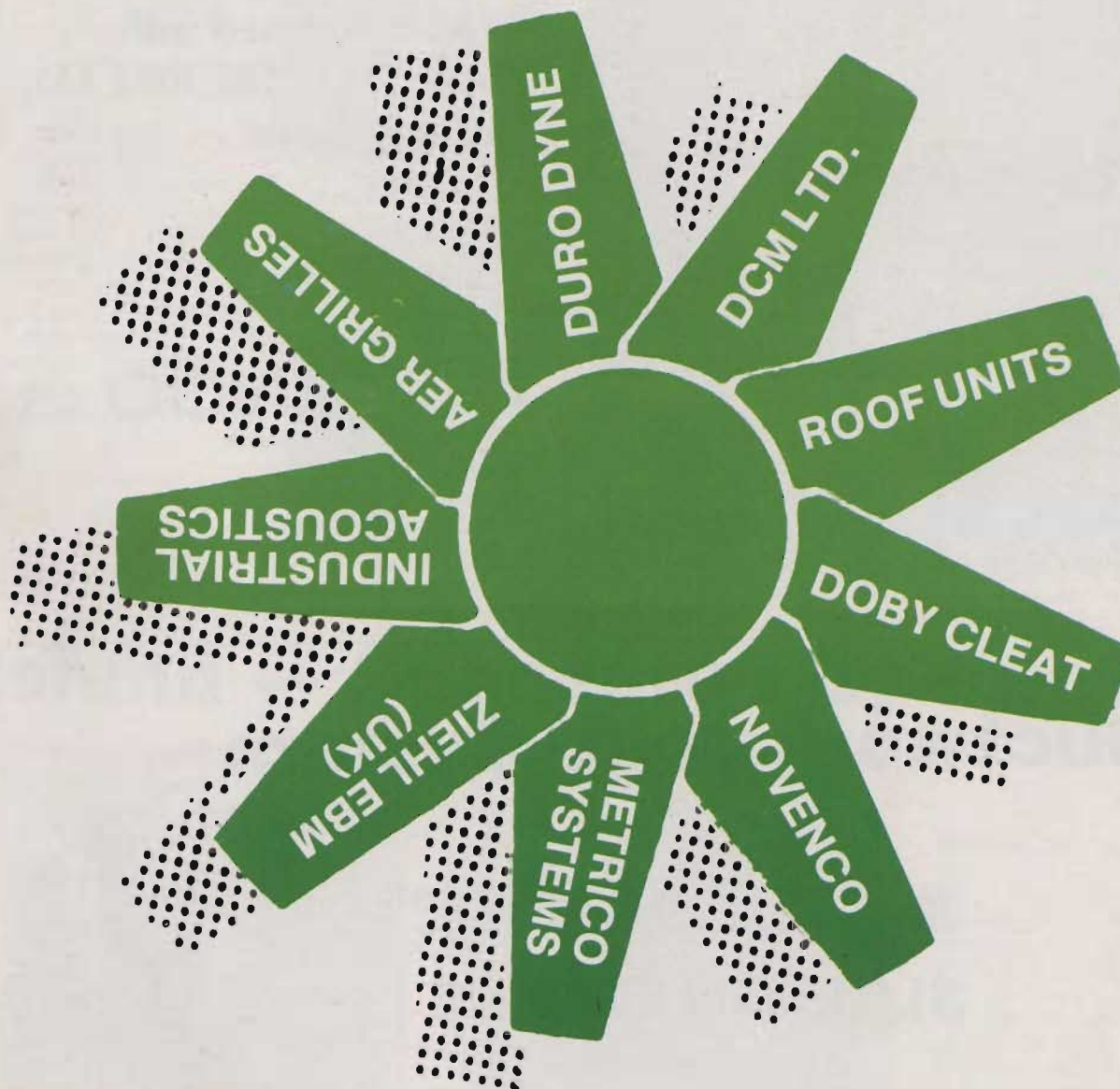


• Novenco centrifugal fan with inlet vane control gear.



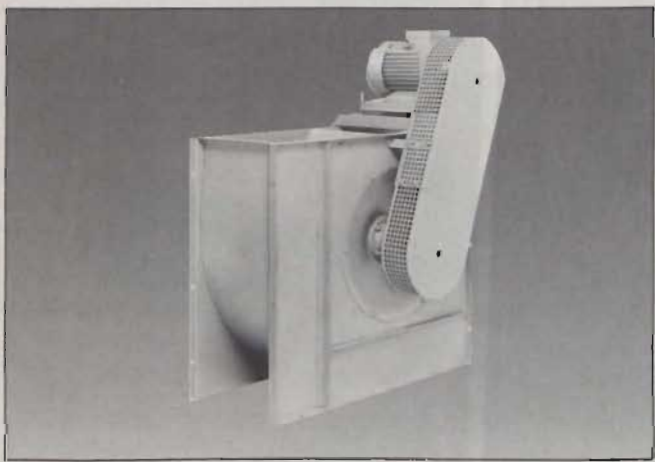
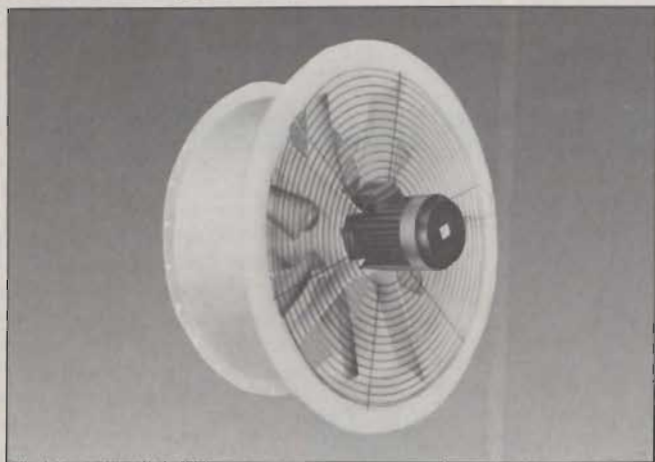
• Roof Units Turbo circular in-line duct fan.

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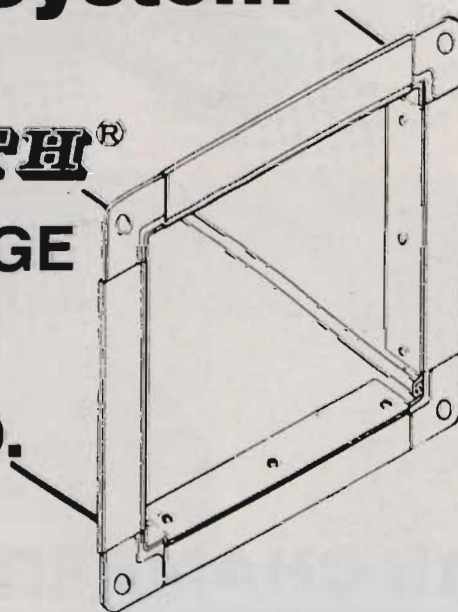
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WINNERS: Frank Somers and Eamonn Vickers, 44 pts, back nine;

2nd — Aubrey Moriarty and Noel Cullen 44 pts;

3rd — Michael McDonagh and Garvin Evans 42 pts;

4th — Sean Cagney and George Carlton 40 pts;

5th — Tony Delaney and Vinny Byrne.

Front Nine: Shay Kearney and Michael Carroll, 20 pts, last six from Peter Johnston and Tony Gillen;

Back Nine: Noel McKeown and Gerry Tobin, 20 pts; last six from John Loughlin and D. O'Rourke.



• *Rush Winner: Frank Somers and Eamonn Vickers with Tim O'Flaherty, Finheat and BTU Captain, John English.*



• *Rush 2nd: A. Moriarty and Noel Cullen with Tim O'Flaherty, Finheat and BTU Captain John English.*



• *Rush 3rd: Garvin Evans and Michael McDonagh with Tim O'Flaherty, Finheat and BTU Captain John English.*



• *Rush 4th: Sean Cagney and George Carlton with Tim O'Flaherty, Finheat and BTU Captain John English.*

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• *Island Winner Class 2: John Lavelle with Pat Keane of Runtal and John English, BTU Captain.*



• *Island Winner Class 2: John Lavelle with Pat Keane of Runtal and John English, BTU Captain.*



• *Island Winner Class 3: George Carlton with Pat Keane of Runtal and John English, BTU Captain.*



• *Island Winner: A. Moriarty with Pat Keane of Runtal and John English, BTU Captain.*

WINNER: Aubrey Moriarty, 39 pts.

CLASS I — 1st: Eamonn Vickers, 38 pts; 2nd: Peter Johnston, 35 pts (back nine); 3rd: Mick Devoy, 35 pts.

CLASS II — 1st: John Lavelle, 36 pts; 2nd: John Evans, 33 pts (back nine); 3rd: Tony Gillen, 33 pts.

CLASS III — 1st: George Carlton, 36 pts; 2nd: Garvin Evans, 35 pts (back nine); 3rd: Frank Somers, 35 pts.

VISITORS: 1st Leo Hickey, 37 pts; 2nd Shay Rogers, 36 pts (back nine).

BACK NINE: 1st: Frank Cahill, 20 pts (last six); 2nd: John White, 20 pts.

FRONT NINE: 1st: Tom Noone, 20 pts; 2nd: John Lawlor, 20 pts.

International Centenary Gas Conference

During April, Dublin witnessed the largest gathering of international gas experts ever in this country. The occasion was the 100th anniversary of the Irish Gas Association and the international groups to coincide meetings of the International Gas Union Council and one of the technical subcommittees of the International Standards Organisation.

Ireland is tiny in terms of world natural gas production or consumption but the current rapid expansion of the national grid and the prospect of further offshore discoveries put the industry here in a state of accelerated growth. To host such a major international conference has been a boost to the industry's prestige and a recognition of its potential.

The gas industry has a long tradition in Ireland dating back to the 1820s when the major cities first received supplies of piped gas manufactured from coal.

IGA Origins

The roots of the IGA are to be found in the North of Ireland, Irish Gas Managers' Association. In 1900 it became the Irish Association of Gas Managers and in 1947 was renamed the Irish Gas Association. The cross-Border links have remained strong although the Association's application to join the International Gas Union in 1983 meant that, for political reasons, the Association had to form the Corporate Section South since Northern Ireland was already represented via the UK.

In this, its 100th annual general meeting, the main priority of the IGA was the future of the Association in light of the decline of the gasworks network in Northern Ireland and the growing of integration of the gas companies in the Republic under the expanding natural gas umbrella of the Irish Gas Board.

Since 1983 the Association's involvement in the International Gas Union (which represents over 90% of the world's gas industry), has succeeded in placing Ireland on the world gas map by drawing on the experience of other countries who have changed from manufactured to natural gas and highlighting the particular supply limitations which we face by our reliance on a single gas field which is not linked into the European Gas Grid.

The European gas industry is heavily integrated and its cross-Border cooperation predates the EEC

Community. The criss-crossing of pipelines from Siberia to Brittany means that countries without native sources of natural gas can benefit from the cleanest, most efficient fuel in the world. By the time our own Kinsale Head Gasfield is used up it is hoped that a further gas discovery will be made or that we will be linked into the European Grid via an undersea pipeline.

The Conference Itself

The Centenary Gas Conference held in the Burlington Hotel, Dublin was attended by some 400 delegates consisting of 80 IGA delegates and their wives; and 50 ISO delegates. In addition, the IGRC (International Gas Research Policy Committee) assembled for a committee meeting and a group of bankers associated with the American Gas Association who came to Ireland at the same time, joined in for some of the activities.

Organising the Conference to facilitate numerous sub-committee meetings, simultaneous translations, joint meetings and of course, social events required many months of planning. The International Standards Organisation TC 138/SC4 meeting began on Monday 6 April and ran throughout the next day. The IGU held three separate meetings on Tuesday 7th with the main Council meeting on Wednesday 8th and a joint Technical Session of the IGU and IGA on Wednesday afternoon. The IGA Technical Papers meeting and Centenary AGM were held on Tuesday.

In addition, the Minister for Energy Ray Burke, TD, formally opened the Conference and two special general papers were presented by Dr Eugene

Palermo of Du Pont USA and Dr WT Shaw President of Rexnord Automation, Industrial Systems Division, USA.

The joint Technical Tour on Thursday, 9 April visited the natural gas operation at Guinness' Brewery and Dublin Gas.

The occasion of the IGA Centenary prompted several general interest events including the launching of *The Gasmakers* — a book of historical perspectives on the Irish gas industry since the early 1800s. A special programme entitled "Capturing the Will 'o the Wisp" was commissioned and received its first showing at the Conference. This programme, which will be screened by RTE in the Autumn, takes a trip into the past when gas was a dirty business and talks to some of the survivors of the old coal gas era.

A second film sponsored by the Irish Gas Board "Natural Gas" served to impress the conference delegates with the level of technology and expansion being undertaken by the industry here at present.

Conclusion

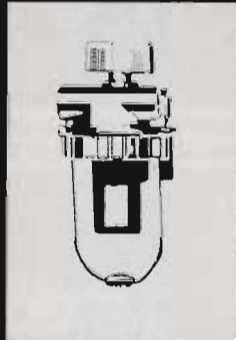
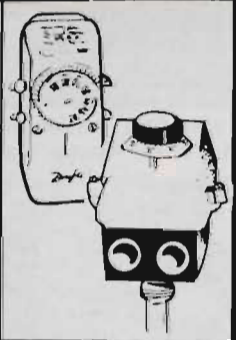
The success of the whole Conference was marred only by the unfortunate illness of Nevin Dowling, President of the IGA and Chief Executive of the Irish Gas Board which prevented him from attending the event. At the Centenary Banquet the incoming President, Tim Kyle of Bangor paid tribute to his ongoing work in the industry and his helpful cooperation with his northern colleagues. He also noted that the organisational success of the Conference should be credited to Nevin Dowling who had orchestrated the event from its early stages.



• At the International Gas Association Centenary Conference held in Dublin 6-8 April, 1987 were Mr. T.J. McHugh, Executive Chairman, Cork Gas Co., Chairman Irish Gas Association Corporate Section South; Mr. P.J. Dineen, Chairman Irish Gas Board; Mr. Ray Burke T.D., Minister for Energy; Mr. John Kane, President International Gas Union and Mr. Michael Boyle, Council Member I.G.A.

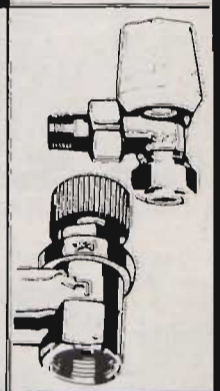
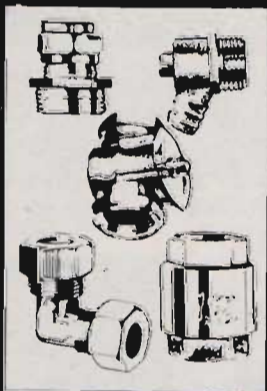
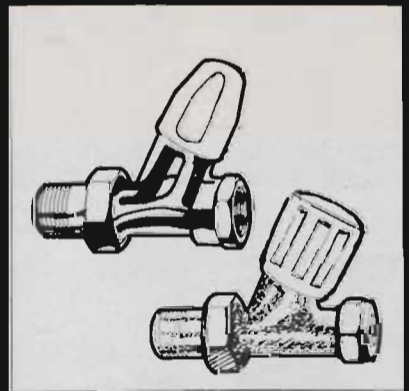
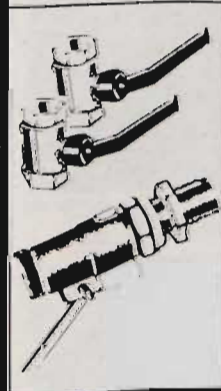
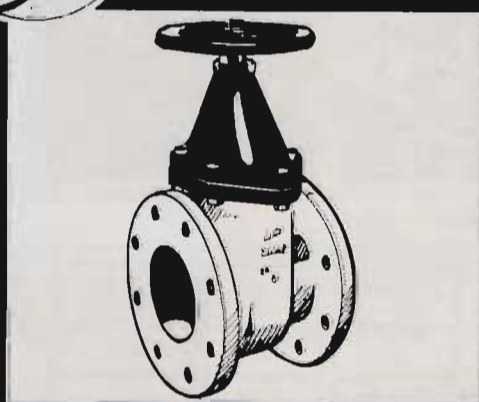
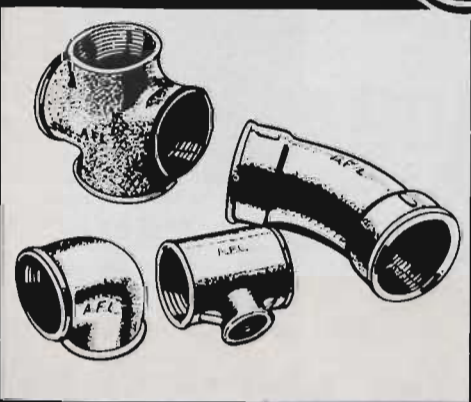
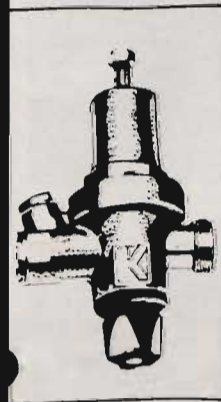
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IhVex Proves Pessimists Wrong

Despite the "doom and gloom" commentators, the recent IhVex '87 exhibition at the Burlington proved categorically that there is indeed a certain amount of business to be won as in times past, but nonetheless, the majority of

exhibitors were happy with their participation.

The visitor profile was reportedly "ideal", and while orders were not placed on a vast scale, the indications and signs for the coming months are not as depressed as some

lead us to believe. A further indication of this was demonstrated by the atmosphere at the IDHE Biennial Convention which ran concurrently with the show. Here in particular the mood was especially optimistic and all

credit to Conference Organiser Bill Penrice who, in addition to compiling an excellent group of speakers, also managed to attract over 100 delegates and 36 sponsors. Below are some photographs taken during the Conference and show.



• DAVIES PLUMBING AND HEATING LTD: Stand No 53 (left to right) - Kevin Long, Dawn Windum, Tom Right, Derek Patterson.



• MANOTHERM LTD: Stand No 47 (left to right) - Robert Gilbert, Bob Livingston (Belfast Office), and Brian Harms.



• MITSUBISHI AIR CONDITIONING: Stand No 32 - Michael Sheehan, (Sales Co-ordinator, Industrial Division).



• COOLAIR LTD: Stand No 14 (left to right) - Joe Hogan, J.W. Hogan & Ass.; John Lawlor, Director, Coolair; and G. Hutchinson, M & E Design.



• LOWARA: Stand No 17 - Niall Power, Director.



• GRUNDFOS: Stand No 20 (left to right) - Bernard Costello, Catherine Walsh, Denis Walshe, P.J. Nolan (customer), and Gordon Barry.



• Dublin Lord Major Bertie Ahern, TD, who performed the official IDHE Conference opening with IDHE President, Bob Couchman.



• Over one hundred delegates attended the IDHE Conference. They were drawn from all industry sectors and also included quite a number of students.

NEW PRODUCTS — LITERATURE



M&I Positive Seal Dampers

Ensertec Systems have recently announced that they have been appointed exclusive distributors for the complete range of M&I products in the UK and Ireland.

Manufactured in Canada by M&I Heat Transfer Products Ltd under Canadian Patent, the positive seal

dampers are an innovative design, which can achieve actual leakage rates far below other conventional "low-leakage" dampers. The actual level of leakage achieved is less than 0.001% of normal rated air-flow at 4" differential static pressure.

Unlike straight blade-type dampers, there are no end seals to leak and the indicated leakage rate is claimed to be by far the lowest obtainable with any commercially available damper.

The unique motion of the control disc allows for actual flow control at minimum volumes. Pneumatic actuators are installed as standard equipment to provide control with normal instrument air pressures; however, electric motors can be supplied upon request. Normally open or closed operation can be provided.

The linkage design has up to half the number of bearing points of conventional dampers.

Further details from Ensertec Systems International Ltd., Dewey House,

55 High Street, Ringwood, Hampshire. Tel: (04254) 3897 & 2766. Telex: 418297.

Designs For The Disabled

Shires Ireland Ltd have now expanded their range of products to include equipment for the disabled and elderly.

After an assessment of Irish requirements, Shires recently signed an exclusive distribution arrangement with IP Lund and Pressalit Rehab both from Denmark.

The new products include a wide range of specially-designed taps suitable for hospitals, institutions and private homes from IP Lund. These taps are very easy to operate and come with levers of varying lengths. They are also available in different colours.

Also, there is a range of bathroom products specially designed to give elderly and

disabled persons a higher degree of independence in the bathroom from Pressalit Rehab. This range includes height adjustable wash basins, various toilet supports, raised toilet seats, grab rails, etc. and are available in different colours.

Both these product ranges have been used in hospitals, institutions and private homes for some time now with great success.

Shires Ireland Ltd is carrying a stock of these products which may be seen at their showroom in Tallaght.

For further information contact: Ken Crowther or Kevin Sullivan at 01-515877.

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Construction Features

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- Easy access to all internal parts



Advantages of TURBO-AIR

- Attractively finished quality units
- Competitive pricing structure
- Plastic coated panels inside and outside gives a tough scratch resistant surface which is easily cleaned
- Low 'U' value, 0.74W/m²K 25.0 mm panel thickness
- High efficiency fan selection yields low noise and vibration levels
- Alternative dimensions can be supplied to suit awkward plantrooms
- Off-the-shelf standard renewable parts
- Delivery times to suit project programme

For further information or catalogue contact:

TURBO DYNAMICS LTD.,
Unit 2, Clondalkin Industrial Estate, Dublin 22.
Telephone 571029/571096 Telex 32875

NEW PRODUCTS — LITERATURE

Grundfos Boosts Sump Pump Range



• The Grundfos submersible sump pump range, designed for applications including waste water removal, water display and general transfer duties.

Grundfos Pumps Ltd has introduced two new models to the KP submersible sump pump range. Designed for applications including waste water removal in boiler houses, factories and homes, water display and general transfer duties, the additions to the range consist of a 220V single phase version without float switch (for manual or external control applications); and a 110-volt single-phase version with float switch (for sites where safety requirements make low voltage a necessity).

The KP range, which won a Danish Design Council award in 1985, now includes four models, and the new pumps join the successful 220V single phase with float switch (KP200), and 380v three phase (KP500) models.

Vital components in the KP range of pumps — such as impeller, shaft, outer casing, inlet strainer, discharge port and motor housing — are manufactured from grade 304 stainless steel for maximum reliability, efficiency

and corrosion resistance.

The KP's robust design and sturdiness provides long operational life which is enhanced by the stainless steel components. The wet rotor runs in carbon bearings and two back-to-back lip seals prevent the interchange of pumped water with the lubrication and cooling glycol solution in the rotor chamber. In addition, an automatic thermal cut-out is built into the motor to protect against overheating.

Designed to handle sand in suspension, which traditionally causes damage to most sump pumps, the KP range can cope with solids in suspension of up to 10mm diameter.

Capable of handling flows up to 20m³/hr, and heads up to 7.8 metres, the KP range operates at a maximum submerged depth of 15 metres.

Further information is available from Grundfos (Ireland) Ltd., Stillorgan Industrial Estate, Blackrock, Co. Dublin. Tel: 954926.

Faral Tropical

A new four-page technical brochure giving full performance and specification details of both its best-selling 80 and Lineal ranges has been issued by Faral

die-cast aluminium radiators.

Copies are available from Faral Tropical, Tropical House, Charlwoods Road, East Grinstead, West Sussex.

Tropical, the UK's supplier of
<https://arrow.tudublin.ie/bsn/vol26/iss3/1>
 26 April 1987, April/May 1987
 DOI: 10.21427/D73H6K

Lennox Selection at a Glance

With the aim of reducing the time it takes to make an initial selection of Lennox Industries' single package and split system air conditioning units, the company has produced a new and updated version of its popular Quickguide.

The three-colour, 16-page, A4 production summarises the range of equipment available and includes heat pumps and high efficiency warm-air heaters with add-on cooling. The company's

single package rooftop heating and ventilating systems are also included.

Other products listed are the 012 series of oil-fired warm air heaters, electronic air cleaners, wheel and spray humidifiers and the self-contained gas-fired storage water heaters.

The new Quickguide also draws attention to the Lennox supporting services.

Copies from PO Box 43, Lister Road, Basingstoke, Hampshire, RG22 4AR.

Waterloo-Ozonair's Damper Range

Of strong interest to everyone concerned with the specification and installation of fire, smoke, control and isolation pressure control dampers is the new 'Dampers' brochure recently published by Waterloo-Ozonair.

Throughout its 40 pages, the A4 sized handbook's comprehensive but easily comprehensible text is supported by clear technical drawings and performance charts. In this way Waterloo's damper range, which includes a damper for every

control application, is thoroughly detailed.

Separate sections of the brochure are devoted to each of the damper types within the range — combination smoke, fire and control damper; curtain fire dampers; air set and seal dampers; large format duct dampers; back pressure and pressure regulating dampers.

Copies of the brochure are available from Waterloo-Ozonair, Quarry Wood Industrial Estate, Aylesford, Maidstone, Kent ME20 7NB. Tel: (0622) 77861.

Valor Launches 40 New Products

FORTY (YES 40) new products for the ideal home — all from the one company — the Valor Group — were given a "City Showcase" launch by Chairman Michael Montague in London recently.

The new products, Michael Montague said, were the seed corn of Valor's business. "Unless you are up front with innovations within each of your products areas, the only way to even standstill is to cut your prices until your margins disappear, the products disappear and then, sadly, you disappear as well. Overall, he said it was Valor's firm ambition to produce a new product for

each week of the year.

"In property, estate agents tell you that it is position, position, and position that sells. In manufacturing for the consumer, it is products, products and even more new products if you want to survive and thrive. Above that it is the strength of a brand name — a name that can be trusted."

Mr Montague said he was proud for the company to have so many trusted brand names which included Valor itself, Dreamland, Breville, Monogram, Gainsborough, Heatare, Sadio, Orgatech, United Kitchens and Crewsa ver.

NEW PRODUCTS — LITERATURE

Vent-Axia T Series



• "Exploded view" of Vent-Axia T-Series unit.

The new T Series range of fans from Vent-Axia is designed to meet today's sophisticated ventilation requirements. A specially-prepared full-colour brochure illustrates these quality fans, manufactured to the highest standards, with many new features.

New ... TX Models replace the Universal Range and will be

approximately 20% cheaper; **New ...** attractively styled in two-tone grey to suit a wide range of applications;

New ... quiet, electronically controlled automatic shutter for maximum back-draught protection;

New ... slim internal and external profiles. External protection only 32mm.

New ... integral speed control pack allows unit to be pre-set to one of three performance levels;

New ... stylish two-tone grey controller matches unit and gives the added flexibility of: Three speed operation - reversible airflow direction - automatic sensor mode - unique shutter open, fan off setting.

New ... a special range of ventilation accessories completely compatible for colour and size.

For further technical information, brochures, prices, etc, contact Vent-Axia, Vent-Axia Ventilation Ltd at 01-903188 or 903418.

Building Services Maintenance

Regular maintenance of building services equipment has become recognised as an important discipline due to increasing capital costs of building services, escalating energy costs, pressure from health and safety legislation, and more recently the potential health hazards to occupants from poorly maintained plant and equipment within buildings.

The latest bibliography on the subject from BSI has been compiled to provide a ready reference to the wealth of literature which exists on the subject of maintenance. The contents are selected references to authoritative works on the subject and include general discussion

documents, educational texts, together with relevant British and other Standards.

For each reference a summary is provided indicating the salient points covered in the article. The whole bibliography has been arranged in groups, each reflecting a major area of interest within the overall subject of building services maintenance.

Building Services Maintenance — an annotated bibliography, by Stephen Loyd. Library Bibliography 108/87. price St.£15. Remittance with order to BSRIA, Old Bracknell Lane West, Bracknell, Berkshire, RG12 4AH.



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Published by ARROW@TU Dublin, 1987

CIBSE NEWS

TCS/CIBSE Awards 1987

The papers submitted for the TCS Awards this year were of a high standard and all authors and their tutors are worthy of congratulations on their efforts. Three finalists presented a condensed version of their papers to an audience of CIBSE members and other interested persons at Bolton St. College of Technology. Adjudication was entrusted to Messrs Hugh Munro, Seamus Homan, John Cuthbert and Gerry Curran.

First prize was awarded to Alan Campbell for a paper on sound and vibration. The author provided the audience with an indepth analysis on the subject matter. His paper included extensive practical data useful for every day applications. A section on the legal implications of the aspect of environmental

engineering was both appropriate and interesting. The adjudicating panel considered it a well researched and presented document, deserving the top award.

A paper dealing with the various methods of heating glasshouses was awarded second prize. The author, Jack Byrne, stressed the importance of maintaining adequate carbon dioxide levels and sterilisation of the soil. A recent development, still in the experimental stage i.e. the use of microwave technology for heating greenhouses was discussed. The adjudicators complemented the author on selecting an unusual and interesting subject for his presentation.

The final paper dealt with insulating materials concentrat-



• P.J. Doyle, Vice Chairman, CIBSE Republic of Ireland with Eoin O'Cionna President, CIBSE; Gerry Curran, MD, TCS Ltd; Alan Campbell, Bolton St College of Technology; Don Byrne, Senior Lecturer, Bolton St.

ing on the economics relating to domestic applications. The concept of optimum thickness was developed and illustrated in graphical fashion. It was considered a praiseworthy presentation.

On behalf of the Republic of Ireland Branch of CIBSE

outgoing President Eoin O'Cionna thanked Gerry Curran, Managing Director, TCS Ltd., for his continued support in providing these annual awards, which have contributed so much to the development of Ireland's environmental engineers of tomorrow.

CELEBRATING WITH LIGHT

Dublin's Lord Mayor, Bertie Ahern, recently launched a competition designed to encourage a wider use of floodlighting in the capital as part of the scheduled Millennium celebrations. The competition is being organised by Dublin Corporation in association with Philips Electronics and Thorn Ireland, two of the leaders of floodlighting equipment in Ireland. Competition results will determine which of the city's

finest buildings in a number of different categories look best after dark.

Owners of all types of premises are being encouraged to compete for the title of the best lit city building. Entries are being accepted in a variety of categories and it is anticipated that a big entry will have the effect of improving and enhancing the night-time appearance of our capital.

Both lighting firms have

agreed to offer special prices for equipment to be used on new floodlighting installations which are entered in the competition. The ESB is also offering concessionary electricity tariffs for these decorative floodlighting schemes.

A further contribution towards

the success of the competition is the free design service available from both suppliers and the ESB.

This competition is an imaginative and exciting project which should transform the appearance of Dublin by night.

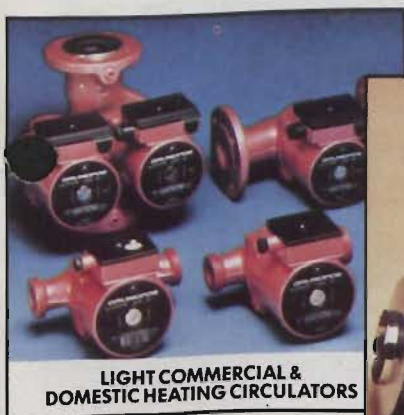


• Frank Feeley, City Manager with Sean Hayes, Thorn Lighting; Colm O'Connell, Dublin City Council; Lord Mayor; Frits Wermolder and Don Reddy, Philips Electronics Ireland.



• Some of the incoming committee for 1987/88. The picture shows some of the Executive though all are not present. The full list of officers for the coming term includes Hugh Munro, Chairman; P J Doyle, Vice Chairman (and Education Officer); Oliver Reddy, Hon. Secretary; Michael Lynch, Hon. Treasurer; George O'Neill, Lighting Representative; P J Clonan; Michael Curley; Greg Traynor; Michael Moloney, Publicity Officer; Michael McLoughlin; Vincent Wall; Michael Buckley; and Ray Clinton.

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