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BS News

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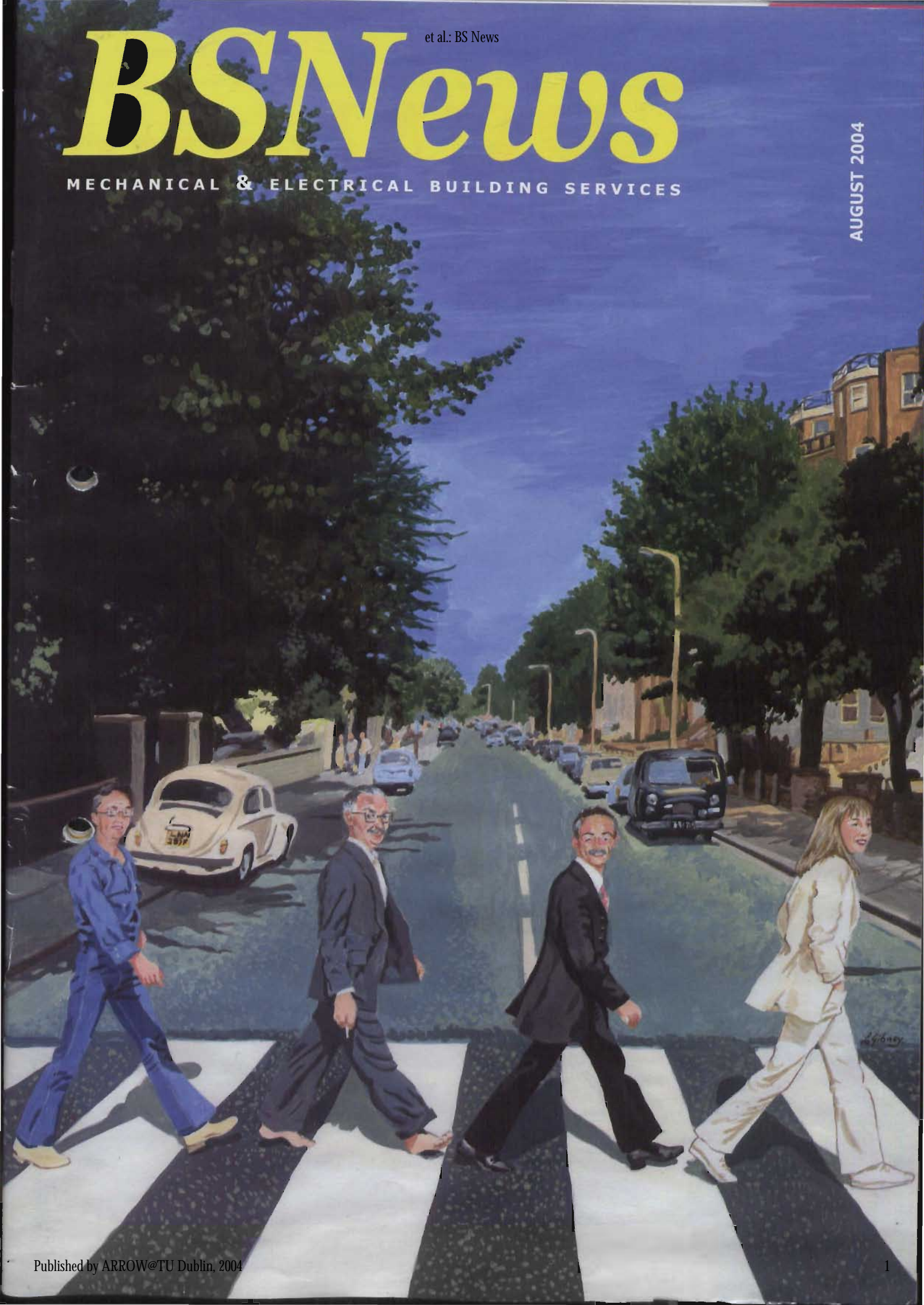
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BSN News

et al.: BS News

MECHANICAL & ELECTRICAL BUILDING SERVICES

AUGUST 2004



64 Irish Plumbing & Heating Engineer launched.

64 This was also a good year for four Liverpoolian lads called The Beatles when they released "I Want To Hold Your Hand", their debut single. They went on to break music industry records, and also teenage girls' hearts. Beatlemania was born.

64 Top Of The Pops debuted on a Wednesday evening and was introduced by DJ Jimmy Saville. The opening band was The Rolling Stones. The show was completed by filmed pieces with Cliff Richard & The Shadows. It was transmitted from an old church hall in Manchester.

64 Pope Paul VI and Patriarch Athenagoras I met in Jerusalem, the first meeting of the leaders of the Roman Catholic and Orthodox churches since the fifteenth century.

64 The London Underground's first automatic ticket barrier was installed at Stamford Brook.

64 The US Surgeon General Luther Terry released a report that said smoking cigarettes was a definite health hazard.

64 The very first Ford Mustang rolled off an assembly line at the Ford plant in Michigan. The cars were so popular so quickly that Ford had to build them at two additional plants in New Jersey and California, just to meet the demand.



BSN News

Back To The Future

Welcome to the *BSNews Ruby Anniversary* issue, a special edition celebrating 40 years of continuous publication. Throughout that time we have changed and evolved in tandem with the industry, culminating in the *BSNews* of today.

To all of you participating in this issue we say thank you. A small number of you have been dealing with the publication since its inception; many others have been with us for a considerable number of years; and of course there are those of you who have joined us in recent years.

Apart from the magazine itself, we have been instrumental in helping establish industry representative bodies; in promoting the interests and objectives of professional bodies such as the CIBSE, REGII, MEBSCA, IDHE, etc; and in making representation to educational institutes, statutory bodies and Government Departments on behalf of the industry.

We consider it an honour that the building services industry in Ireland — from product suppliers through to consultants and contractors — regard *BSNews* as an integral part of the industry, not merely publishers serving it.

Magazine founder Mr Gerry Murphy, now Chairman of Expo Exhibitions, endorses this view. "When I first set up the magazine I realised that it was critical to become deeply involved in all aspects of the industry. It is a philosophy which served me well down the years and which Pat and Joe embraced when they came to work for me in the mid 1970s. They continued with this approach when they purchased the title in the early 1980s and I see that Louise too has the same outlook. I congratulate them for bringing to fruition with such success what was but a germ of an idea all those years ago."

In looking back through the archives spanning 40 years, we realise just how lucky we are to be part of such a vibrant, dynamic, industry sector. Even more apparent still is the wealth of experience, technical know-how and enthusiasm there exists across all market segments. It is obvious that, if we work collectively to maximise this resource, we have a bright and profitable future ahead.

But commercial success is only half the story. We have also made many friends down through the years, some of whom — sadly — are no longer with us. We dedicate this issue to their memory.

Pat Lehane

Joe Warren

Louise Byrne

Cover: Concept and painting by Laura Gibney

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65 Eoin Kenny becomes first Honorary Secretary of the newly-formed Irish sub-committee of the Institution of Heating & Ventilating Engineers.

65 Bob Couchman (deceased) was appointed Technical Officer, Domestic Heating Department, Irish Shell & BR Ltd. Bob was a long-standing contributor to *BSNews* in all its guises, his most memorable series being the Seven Deadly Sins of Domestic Installation, Talking Shop, and the McWhinge Files.

65 Martin Luther King Jr led a five day march starting with 3,200 marchers to protest against racial violence in Alabama. After the third attempt, violence and pressure from President Johnson the march finally proceeded and ended with 20,000 demonstrators. Soon after Congress passed the Voting Rights Act.

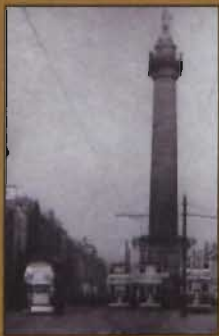
65 Sir Winston Churchill, British Prime Minister, World War II died at the age of 90 after a severe stroke. His funeral was held in London and Big Ben was silenced for the duration of it.

65 The Rolling Stones were all fined £5 for urinating in public in a petrol station, after a gig in Romsford, Essex.

65 The US and South Vietnam made the first major bombing attack of North Vietnam.

65 The British Medical Council suggested a drink-drive limit of "about a dozen whiskies".

- 66 An IRA bomb destroyed Nelson's Column in Dublin.



- 66 Bob Gilbert of Manotherm introduces "a new and improved shaft motion indicator" from the Bindicator Company of Detroit in the USA. To this day Bob still has very strong links with leading, American-based, instruments and controls manufacturers.

- 66 Contingents from Welsh, Breton, Manx, Cornish and Scottish liberation movements march behind the IRA to mark the 50th anniversary of The Easter Rising.

- 66 Aidan Barlo of Barlo Heating — flushed with the success of the Barlo range first introduced 12 months before — appoints JS Lister Ltd of Dorset Street in Dublin as sole selling agent for Dublin City and County.

- 66 Herbert Asquith introduces the third Home Rule Bill in the House of Commons.

- 66 The UVF carried out a petrol bomb attack on a Catholic-owned bar in the Shankill Road, Belfast. The attackers miss their intended target and set fire to the home of Matilda Gould a 77-year old Protestant civilian who lived next door to the pub. Gould was severely injured in the attack.



Contacts

Bob Gilbert
Robert Gilbert
Noel Walsh

For Instruments & Controls

The name Manotherm is synonymous with instruments and controls in Ireland. It was established in 1958 by company founder Bob Gilbert who, to this day, is still very much involved in running the business with his son Robert. The objective at the time was to provide instrumentation and control solutions for both the process and research industries using the most advanced equipment available.

Right from the outset Bob's vision took in the entire world, not so much in the markets served but rather in sourcing products and equipment to serve the Irish marketplace. That he was successful in this endeavour is beyond doubt, the portfolio of today incorporating major brands from across the globe.

Incredibly, Manotherm still represents many of the the world-leading brands it took on in 1958. These include West Instruments, Johnson Controls, Bindicator, Seetru, ENFM and Rueger. Additionally, Dwyer Instruments and GEMS Sensor have been on board since 1960.

There are many other world-leading brands in the Manotherm portfolio, all of whom have considerably-long trading relationships with the company. Product types include flow, level, temperature, pressure, humidity, process and control, and infra-red measurement devices.

Down through the years the products, equipment and support services provided by Manotherm has always been at the cutting edge of technology developments. By virtue of its access to such world-leading names, it was instrumental in pioneering and encouraging the acceptance of advanced technological breakthroughs by Irish industry.

Apart from the products and equipment, this same philosophy applies to Manotherm's applications engineers. All were — and still are — highly-qualified and totally up-to-date with advancements in the various industry sectors served. All engineering and technical staff are trained to such a level that they are capable of comprehensively troubleshooting all equipment supplied. They also participate in regular refresher training courses which are run in-house and also by suppliers and sub-suppliers of specialist equipment.

Today Manotherm is actively involved in most industry sectors including pharmaceutical, food, water, power generation, chemical, petrochemical, semiconductors, mining, HVAC, oil and gas.

Moreover, different industries have varying requirements. To that end Manotherm combines its extensive product portfolio with the knowledge, experience and technical know-how of its engineers to develop tailored systems solutions to meet the nuances of particular industry sectors.

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Read Manotherm



Manotherm Product Types

Temperature

Thermometers, Thermostats, Infrared Thermometers, Controllers, Digital Indicators, Transmitters, Thermocouples/R.T.D's, Recorders, mV Potentiometers, T.C Cable, Temperature Crayons/Labels, Calibrators.

Pressure

Gauges, Transducers, Switches, Transmitters, Recorders, Relief Valves, Regulators, Manometers, Test Equipment, Calibrators.

Flow

Meters, Controllers, Switches, Valves, D/P Transmitters Regulators Flowstats.

Level

Indicators, Controllers, Transducers, Sight Gauges, Float Switches.

Humidity/Moisture

Humidistats, Recorders, Dewpoint and Moisture Contents Hygrometers.

Pneumatic

Tubing, Fittings, Regulators, Calibrators, Valves.

Counters

Production Counters, Tachometers, and Speed Meters.

Signal Conditioning

Transmitters, Isolators, Converters, SQR Extractors.

Data Acquisition

Data Loggers, Chart Recorders.

Steam Speciality

Traps, Regulators, and Control Valves.

Flue Gas Analysers

66 John Lennon of the Beatles made his infamous remark during an interview with Maureen Cleave, The London Evening Standard: "The Beatles are probably bigger than Jesus right now". It resulted in some US states burning Beatles records.



66 The first controlled soft landing on the moon was made by the unmanned spacecraft Luna 9 (USSR). It touched down in the Oceanus Procellarum (Ocean of Storms).

66 From 1 January all US cigarette packs had to carry "Caution: Cigarette smoking may be hazardous to your health"

66 Levi Strauss began selling bell-bottom blue jeans.

66 Pow! Zork! Crunch! Holy hot cakes, Batman premiered with Adam West as the superhero. The show offered the first prime-time comic superhero of the 1960's.



66 England win the World Cup against Germany with a victory of 4-2. Kenneth Wolstenholm: "Some people are on the pitch, they think it's all over," then as Hurst's shot hits the roof of the net he completes the phrase with "It is now!"

67 Peat-fired boilers chosen for the first series of buildings to be erected on the new University College Dublin site in Belfield in Dublin. An unusual feature was "the system of ventilated underground subways carrying all the main services under each building, and between each building".

67 Irish Heating & Plumbing Engineer moves from Dame Street to Hawkins Street in Dublin.



67 The Northern Ireland Civil Rights Association (NICRA) is formed. This awareness of civil liberties was not just a Northern Ireland phenomenon ... it was something which was happening all over the world, most notably the US where mass demonstrations were held in favour of black civil rights and against the Vietnam War.

67 Seven Drunken Nights by the Dubliners enters the British Top Ten and reaches number 5 in the charts.



TEMPAIR

Contacts

Damien Parlour

Séamus Morgan

The Complete Package From

Established in 1982 as a service and maintenance company, Tempair Ltd is dedicated to maintaining the right indoor environment for clients by adhering to the highest standards of customer care. Whether it is the hospitality sector, retailing, industrial, commercial, pharmaceutical or food processing, Tempair has the perfect air conditioning solution.

From the outset Managing Director Damien Parlour and fellow Director Séamus Morgan set very high standards, for both themselves and their team of highly-qualified engineers. The company motto — The Complete Package — is direct and to the point. Whatever the client's need Tempair will deliver a tailored solution, on time and within budget, anywhere in Ireland.

The experience, skills and technical expertise of Tempair personnel is the perfect complement to the design service provided by consultants. Additionally, its close association with leading air conditioning brands further strengthens the package provided. These include Robur, Montair, Mitsubishi Electric, Sabiana and Chunlan.

Established originally as an after-sales service and maintenance company, clients very soon began to seek Tempair's advice on the purchase, installation and commissioning of new equipment. Consequently, there are now two distinct aspects to the business ... the supply and installation of top-quality, leading-brand products and equipment; and the provision of after-sales service and planned maintenance services for all industry sectors.

In choosing a product for a particular application, Tempair is not restricted to the use of a particular brand. Whatever best meets the requirements of the client's needs is selected. That said, it also has the distribution rights for two leading-brand manufacturers — Montair close-control a/c equipment and chillers with free-cooling and heat recuperation, and Robur modular gas-fired absorption chillers, chiller heaters, and heat pumps.

Customer care is all-important at Tempair. Senior management, field engineers, delivery personnel and in-house support staff all operate to a clearly-defined customer charter. A crucial aspect of this is the creation of a free-flowing relationship with clients and their key management personnel. Decisions at every level are thus made on an informed basis and, more often than not, flag up potential problems before they become too serious. Indeed, planned maintenance packages tailored to suit different market-segment requirements are a feature of the all-embracing service provided by Tempair.

That said, there is also a team of engineers on constant standby — 24 hours a day, 365 days a year — to respond to emergencies. They liaise directly with the service control base at Tempair's purpose-designed headquarters in Dublin and can respond instantly to customers' urgent call-outs.

The overriding desire for excellence, coupled with the experience, technical know-how and skills of all Tempair personnel, results in exemplary standards of customer care, across all aspects of The Complete Package provided.

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Tempar



ROBUR

Robur gas-fired absorption chillers

Product Portfolio

- * Fan Coil Units
- * Air Handling Units
- * VRF "City Multi" Systems
- * Packaged Roof Top Units
- * Portable A/C Units
- * Heat Exchange Ventilators
- * Condensers and Condensing Units
- * Control A/C Equipment
- * "Split-type" A/C Systems and Heat Pumps
- * Water Chillers and Heat Pumps (electric and gas-fired)



Montair close-control equipment and chillers



The Tempar service engineers

Tempar Services

- * Site Surveys
- * Equipment Sales
- * Installation
- * Commissioning
- * After-Sales Service
- * Planned Maintenance
- * Emergency Service

67 The Torrey Canyon, a massive oil tanker struck rocks off the Isles of Scilly triggering the worst pollution emergency the world had seen all along the South West coast of England from Lands End to Plymouth. Almost a thousand feet long, carrying around 120,000 tons of crude oil, she was stuck fast on the notorious Seven Stones reef killing countless sea creatures and 200,000 birds.



67 Nancy and Frank Sinatra had a UK No.1 with Something Stupid, making them the only father and daughter to have a No.1 single as a team

67 The Jimi Hendrix Experience played the first of what would be over 240 gigs in the one year. Jimi Hendrix burnt his guitar on stage at the Finsbury Park Astoria, London, starting his regular practice of setting his guitar on fire at the end of concerts.



68 Monsell & Mitchell celebrate 100 years in business.

68 IDHE branches formed throughout Ireland.



68 Traffic wardens appear in Dublin for the first time.

68 St. Phelim, an Aer Lingus plane crashes into the sea near Tuskar Rock, Co. Wexford, with the loss of all 61 passengers and crew.



68 Arkle, the greatest steeplechaser of all time or Himself as he became known as, officially retired to see out the rest of his days at Anne, Duchess of Westminster's farm in Bryanstown, Co Kildare. He eventually had to be put down due to injury. He was given his final injection, lay down in his box and went to sleep forever.



Contacts

Gerry McDonagh
Séamus Kerr

Ireland's Premier Refrigeration

When Gerry McDonagh established RSL Ireland in 1967, the refrigeration industry was in its infancy in this country. It was a difficult market but Gerry's perseverance in the first few years was rewarded when Refrigeration Spares Ltd in the UK stepped in and the two operations were merged. This was the early 1970s and RSL was supplying refrigeration and air conditioning equipment out of small premises located in Clanbrassil Street in Dublin.

With a more focussed management plan and a carefully-devised strategy, RSL began to make significant market inroads. Right from the outset the marketing philosophy was based on education and information dissemination, rather than product centered. This proved extremely successful with product sales multiplying year on year on the back of the technical advice and support services provided by the company.

It also became apparent that the ready availability of stock, especially spares, was also essential. Consequently, in 1974 RSL moved to its present site in Dublin's Robinhood Industrial Estate. Easily accessible from all parts of Dublin, and the rest of the country, the move also facilitated the opening of a trade counter.

Here again the technical support was reinforced, callers invariably asking for advice and assistance, detailing the situation they were dealing with, and determining if the solution they were proposing was correct.

In this respect nothing has changed at RSL. Today more than ever it is regarded first and foremost as a solutions provider. The fact that it has a stable of brand-leading products to marry to the advice it provides is an added bonus. This in turn reinforces the quality of the technical support it provides in that it can readily tap in to the experience and resources of its principals when considering a particular requirement.

The strength of the relationships it enjoys with both suppliers and customers alike is reflected in the fact that many have been trading with it in one guise or another virtually from day one. In seeking out and sourcing new suppliers, RSL has always sought market-leading brands whose priority is developing innovative products. It is also imperative that they do so in a manner that satisfies environmental and regulatory considerations.

That refrigeration should become such a major industry sector — with such global as well as local importance — bears testimony to Gerry McDonagh's foresight back in 1967. However, even he admits that he did not envisage having offices and depots in Dublin, Cork and Galway, along with associates' locations in Belfast, London, Manchester, Glasgow and other sites throughout the UK.

As the foregoing illustrates, RSL brings a wealth of experience, knowledge and technical expertise to bear on devising refrigeration solutions. Whatever the application, it has the answer.

RSL Ireland Ltd

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Belfast Office: 048 - 9037 0595 Cork Office: 021 - 431 7221

Galway Office: 091 - 757 818

email: info@rslireland.com

& Air conditioning Wholesaler



RSL super-quiet refrigeration condensing units



Swep fully welded type heat exchanger



Swep conventional type heat exchanger

Strength in Brands

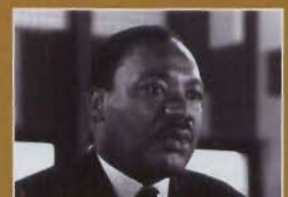
- Bitzer** — Screw, Scroll and Reciprocating Compressors
- Baltimore Aircoil** — Evaporative Cooling and Thermal Storage
- Ineos Klea** — HFC and HCFC Refrigerants
- Hansen Technologies** — Steel Control Valves and Air Purgers
- Centauro** — Coolers, Condensers and Compressor Packages
- Honeywell Flica** — Refrigeration Control Systems
- McQuay** — Split System Air Conditioners
- Technoblock** — Prefabricated Refrigeration Systems
- Swep** — Plate Heat Exchangers
- Siebe-Ranco-Eliwell** — Refrigeration and A/C Controls
- Rivacold** — Hermetic Condensing Units
- Fermod** — Coldroom Door Hardware

68 Rowan & Martin's Laugh-In, debuted "from beautiful downtown Burbank", co-starring two short-haired young actresses, blond go-go dancer Goldie Hawn and sock-it-to-me girl Judy Carne. The weekly show used 260 pages of jokes in each hour-long episode.



68 The first news programme in colour was broadcast on BBC2.

68 On 3 April, less than 24 hours before he was assassinated in Memphis, Tennessee, civil rights leader Martin Luther King Jr. delivered a speech to a rally of striking sanitation workers.



68 Viet Cong guerrillas and North Vietnamese soldiers launched the Tet New Year offensive, targeting more than 100 towns and cities in South Vietnam. At the same time the infamous photo of Saigon police chief Nguyen Ngoc Loan executing a Viet Cong officer with a pistol shot to the head was first seen. This turned the world against the war in Vietnam.



69 10,000th Clyde burner installed in the Republic of Ireland.

69 Scanglo International, now Myson Heating Controls, set up factory in Newcastle West.

69 First Dublin heating and ventilating exhibition held in the RDS.

69 Bernadette Devlin is elected MP for Mid Ulster, standing as the Independent Unity candidate. At 21-years she is Britain's youngest female MP and the third youngest MP ever.



69 Rioting breaks out in Derry and Dungiven, resulting in the first death related to "The Troubles" — a 70-year-old farmer is struck in a melee outside an Orange Hall in Dungiven.

69 Samuel Beckett wins a Nobel Prize for Literature. "Waiting for Godot" is generally regarded as his best-known play.



Providing Professionalism &

To say that GT Phelan Ltd and Toshiba are synonymous with one another is an understatement. Indeed, such was the strength of company founder Gerry Phelan's association with the brand that he was affectionately known as Mr Toshiba. Unfortunately, he passed away a little more than 12 months ago but today, almost 35 years after he set up the company, that relationship is as strong as ever. The family presence is equally strong with Gerry's sons — Kevin, Rodney and Derek — now running the business.

Gerry was undoubtedly instrumental in establishing and spearheading the company's early growth but his sons have been very much an integral part of its expansion and development in recent years. Between them they have 60 years service with the company and have been virtually running the business for the last couple of years as Gerry took more of a back seat.

All are directors of the company and, while they work very closely on strategic matters, day-to-day responsibilities are reflected in their respective titles. Rodney is Managing Director; Derek is Sales & Marketing Director; and Kevin is Operations & Service Director.

Professionalism and meticulous attention to the smallest of details set GT Phelan apart from the competition from the outset. That philosophy — coupled with sincerity, integrity and a sense of fair play — made for long-standing trading relationships which continue to this day. Whether it is a key supplier such as Toshiba, or one of its extensive list of blue-chip client companies, GT Phelan is seen as a genuine trading partner.

GT Phelan is every bit a service provider as much as a product supplier, the critical objective being to precisely identify the clients requirement and then to devise the most appropriate, efficient, and cost-effective solution.

GT Phelan is one of the few independent companies left who were instrumental in introducing air conditioning to Ireland back in the early 1980s. Down through the last two decades in particular it has played a major role in developing and shaping what was originally an insignificant market segment into the multi-million euro business it represents today.

That said, GT Phelan is not content to sit back and bask in past successes and achievements. The focus is very much on the future, on bringing to the marketplace the innovative and technologically-advanced products continuously coming on stream from Toshiba.

The management team is dynamic and pro-active. It is not content to merely supply products as they become available, but actively engages with the product development team in Toshiba to ensure that its clients' needs, and anticipated needs, are catered for within the product development programme.

In essence, GT Phelan brings all the benefits and massive resources of Toshiba to bear when using its own considerable experience and expertise to devise tailor-made solutions for the conditions which prevail in Ireland.

GT Phelan Ltd

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Quality ... With Integrity



Contacts

Kevin Phelan, Operations & Service Director with Rodney Phelan, Managing Director and Derek Phelan, Sales & Marketing Director

Daiseikai ... A Breath of Fresh Air From Toshiba



R410A



Toshiba Super MMS Modular Multi System

TOSHIBA



69 The Apollo 11 with crew Neil Armstrong, Michael Collins and, Edwin E. Aldrin, became the first craft to land a man on the moon. When Commander Neil Armstrong said the words: "One small step for man, one giant leap for mankind" history was made.

69 Richard Nixon was inaugurated as the 37th president of the USA. Only persons with special invitations to the ceremony were admitted to the Capitol Grounds.

69 The first ever commercial flight of a Boeing 747 took place. The milestone ushered in the age of the Jumbo Jet.



69 Jim Morrison, The Doors, was arrested for exposing himself during a Doors performance in Miami. He was charged with lewd and lascivious behaviour, indecent exposure, open profanity and public drunkenness some weeks later. He was sentenced to six months of hard labour with a \$500 fine on the first charge, and 60 days hard labour on the second charge. The sentences were on appeal when Morrison died.

70 Scanglo International (now Myson Heating Controls) commences production of radiator valves.

70 PJ Matthews opens Limerick branch outlet.

70 Charles Haughey, Minister for Finance and Neil Blaney, Minister for Agriculture are dismissed by Taoiseach Jack Lynch; later, they are arrested and charged with importing arms for the IRA. Blaney is discharged on 2 July; Haughey is acquitted on 23 October.



70 After having been in prison for unlawful assembly and breach of peace, the "anti-popey" Reverend Ian Paisley is elected to Westminster.

70 Irish Catholic bishops announce that it is no longer obligatory to abstain from eating meat on Friday.

70 IRA splits into Officials and Provisionals (Provos).

70 Sir Arthur Young announces his resignation as chief constable of the Royal Ulster Constabulary.



70 The Social Democratic and Labour Party is founded with Gerry Fitt as leader.

SANYO

Contact

Barry Hennessy

AIR CONDITIONERS

Sanyo Air Conditioners

- 1958 — Sanyo commences manufacture of air conditioning products in Japan, starting the division that has grown to become a huge global giant;
- 1961 — First sales of split-type air conditioning;
- 1970 — Launches world's first split system equipped with rotary compressor;
- 1971 — Offers first absorption chiller to global market;
- 1980 — Receives commission from Tokyo-Gas to produce pilot gas VRF system (GHP);
- 1985 — Releases first GHP for sale (15hp);
- 1989 — Introduces simultaneous heating & cooling electric VRF to market;
- 1992 — Opens new manufacturing plant in Milan, Italy and forms Sanyo Air Conditioners Srl to oversee the growth of European business;
- 1995 — Sanyo products become available in Ireland for first time;
- 1999 — Achieves sales of 1 Million hp of GHP (2800 megawatt);
- 2002 — Sanyo's direct operation opens for business with Barry Hennessy joining as National Sales Manager;
- 2003 — Launches Gas VRF within European Market;
- 2004 — Sanyo declares 'The Year of Choice' as the full range offers both R407c and R410a refrigerant options;
- 2004 — Introduces R410a DC inverter split systems;
- 2004 — Launches R410a simultaneous VRF system in Ireland;
- 2005 — Introduction of simultaneous heating and cooling GHP scheduled with Ireland chosen for a European product launch for the first time.
- 2004 — This is the Year of choice from Sanyo, and *BSNews* is the publication of choice in the Irish industry.

Sanyo Air Conditioners wish continued success to *BSNews* just as we have enjoyed great success over the years.

Sanyo Air Conditioners Europe Ltd

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— Firsts Over The Years



Electric Eco at Barrow Street development, Dublin

GHP with LPG



Sanyo Air Conditioners wish to congratulate Barry Hennessy, our National Sales Manager, and his wife Esma on the birth of his first born Neil.



70 Sandblasting, which is a method of cutting hard substances by the erosive action of a jet of driven sand, was invented by BC Tilgham.

70 Eighteen children born with defects caused by their mothers taking the drug Thalidomide during pregnancy were awarded damages. Compensation varied but the five worst cases born with "flipper" arms, would get £28,000stg each.

70 Paul McCartney announced the official split of the Beatles. The Fab Four turned from musical pioneers to squabbling businessmen. Songwriting partners Lennon and McCartney in particular were unhappy for some time.

70 Keith Moon, drummer with The Who, accidentally killed Neil Boland, Moon's driver, when in a melee with Skinheads. While Boland was outside of Moon's Bentley trying to clear an exit from the Skinheads, Moon took the wheel and stepped on the accelerator. Moon accidentally ran over Boland and killed him. Subsequently, Moon was depressed and some say he was never the same. Moon stated: "I'll always have his death on my conscience."



71 Bob Couchman begins McWhinge File series in Irish Plumbing & Heating Engineer. Fanny McWhinge went on to become cult figure in heating sector.

71 Heating Centre transferred to Building Centre.

71 Domestic Heating Council formed.

71 In Belfast, Robert Curtis becomes the first British soldier to be killed by the Provisional IRA.

71 The Irish Women's Liberation Movement, in defiance of the Republic law, brings contraceptives bought in Belfast into Connolly Station, Dublin.

71 Internment without trial is introduced in Northern Ireland. Hundreds of Catholics are "lifted" in pre-dawn raids. The first wave of arrests are based largely on incorrect or outdated information and causes massive resentment among nationalists. The operation is directed only at the IRA — no loyalists are arrested. Twenty-two people are killed in three days and 7,000 people are burnt out of their homes. Many Catholics flee to camps set up by the Republic.



71 Ireland gets a change of currency. The new "decimal" system replaces pounds, shillings and pence. The Minister for Finance hears claims of unjustified price increases.

wavin

Still Innovative 40 Years On

The late 1950s and early 1960s saw the first stirrings of what was ultimately to become the Irish Celtic Tiger. At the time Ireland was dragging itself out of a "protectionist" era and into a period of economic expansion. The country's first Programme for Economic Expansion was published in 1958.

At the time the country lacked a proper infrastructure. Not just in terms of roads, transport or communications, but in such basics as water distribution. Running water only became a reality for thousands of Irish homes in the early 1960s.

The Wavin founders had the foresight to see the opportunities about to open up.

Just seven years before this magazine saw the light of day Wavin was establishing itself as an innovator in Ireland when the first Wavin pipe was extruded in a small factory in Cian Park, Drumcondra, Dublin. This was 1957 and since then architects, engineers and builders have discovered the benefits of highly-engineered pipe systems which were light, easy to transport and install, and adverse to corrosion in any type of soil.

Demand grew quickly and a new and much larger plant was needed to meet this demand. A suitable site was acquired at Balbriggan, County Dublin and the purpose-built facility opened for production in 1962.

Wavin brought an innovative product to Ireland in 1957 and since then it has consistently developed an ever-enlarging innovative range of systems for the Irish building and construction industry, civil engineering, public utilities gas, telecommunications and farming sectors. To remain a leader in any business sector for almost 50 years is quite an achievement. Wavin Ireland has achieved this leadership position by combining technical excellence with continuous product and marketing innovation, and providing a quality customer support service.

Wavin employs 159 people, most of whom work in the manufacturing and distribution centre in Balbriggan. The company also has sales and distribution centres in Cork and Lisburn.

Satisfying the changing needs of customers is a continuous process. The assessment of those needs and then adapting to ensure that they are met is part of the Wavin vision.

Using the most sophisticated communications channels has also been a feature of Wavin throughout the years. Today Wavin stockists, end-users and others interested in the use of plastic pipe systems have a wide ranging information source available at www.wavin.ie

The site offers a wealth of information on Ireland's largest manufacturer and distributor of plastic pipe systems with in the region of 3,000 plastic products for a range of uses by the building/construction industry, local authorities, utilities and the farming sector (see product headings in panel, right).

Builders and DIY enthusiasts can locate their nearest Wavin merchants/stockists by simply clicking on a map of Ireland to find key stockists by county. This section of the site also provides contact details for Wavin's commercial and technical representatives.

Product brochures and technical literature can also be viewed or downloaded. All part of the continuous customer service ethic found at Wavin.

Wavin Ireland

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Co Dublin

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web: www.wavin.ie

Still Innovative 40 Years On



Wavin supplies over 3,000 products for specific applications.

These include:

- Wavin Rainwater Systems
- Wavin Soil & Waste Systems
- Wavin Water Systems
- Radon Systems
- Wavin Land Drainage Systems
- Sewer Systems
- Ducting Systems
- Stormwater Systems
- Wavin Soffit & Fascia Systems

71 Sixty six people died when they are crushed to death after a barrier collapsed at Glasgow Rangers Ibrox Park football ground at the end of the Rangers vs. Celtic soccer match.

71 A team of Israeli scholars announced the discovery in Jerusalem of a 2,000-year-old skeleton of a crucified male. Found in a cave-tomb, it was the first direct physical evidence of the well-documented Roman method of execution.

71 South Vietnamese forces sweep into neighbouring Laos to disrupt the North's "Ho Chi Minh Trail" supply line. The US continues its gradual withdrawal of combat troops. Many Vietnam veterans join the anti-war movement in the US.



71 Former world heavyweight boxing champion Sonny Liston was found dead at the age of 38 in the swimming pool of his home in Las Vegas, Nevada several months after his last fight.

71 Gabrielle 'Coco' Chanel, fashion designer, died in her suite at the Paris Ritz hotel. She was 87. Her No5 perfume was and still is a world best seller.





Contacts
Ciaran King
Eamonn King

Air Movement & Acoustics

VenTac & Co Ltd was established in 1972 by Tom King and Noel Tyman, trading from a small office in Pembroke Row in Dublin. Specialising in the supply, manufacture and distribution of ventilation products, the company quickly outgrew its base and moved to a landmark site in Ringsend where it developed and prospered by providing quality products supported by service excellence. Today, just over 30 years later, the VenTac Group has trading interests, wholly-owned subsidiaries, and partner-group companies in Ireland, Europe and the US.

As the nature of the industries served changed, so too did the VenTac portfolio and the type of the services provided. VenTac was never merely about selling products. Right from the outset the philosophy was one of customer engagement, of determining precisely the application the customer had in mind, and then advising and assisting on product selection and system design.

This close customer liaison also resulted in a very pro-active trading philosophy with VenTac identifying emerging trends and requirements and literally travelling the world to specialist suppliers to find suitable solutions. It also developed many solutions in-house. Environmental considerations and energy-usage were at the forefront of this drive, legislation at both national and EU level providing further impetus.

Noise considerations were also very much to the fore. Hence the emergence of Noise Control Research Laboratories (NCRL), a wholly-owned subsidiary with state-of-the-art test and research capabilities and the authority to independently test, and provide formal certification of, third-party products and equipment for the construction and HVAC sectors.

The knowledge base and experience gained in the NCRL laboratory led to yet another related spin-off sister-company called AcTech. This too deals with noise control and reduction but has to do with the automotive and airmotive sectors. Clients include major off-road vehicles for companies such as Caterpillar, Volvo, Wright-Bus, Land Rover and various Government agencies, especially in the US.

The pace of change at VenTac in recent years, coupled with the increased trading levels, led to the decision to move to an out-of-town location in 2001. VenTac now operates from purpose-designed headquarters located in Blessington, Co Wicklow. This consists of 40,000 sq ft of office, production and storage facilities, along with noise testing laboratory facilities independently housed in a 12,000 sq ft unit, which are on a par with the most advanced anywhere in the world. Standing on seven acres, there is more than sufficient room to cater for anticipated future needs.

Somewhat uniquely though — and despite the rapid pace and nature of change at VenTac — its long-standing trading relationships with suppliers remain intact. Names like Soler and Palau (S&P), Gebhardt and Ventilatoren, Matthews and Yates, Waterloo, Actionair etc, are all still very much associated with VenTac. The same holds true for its blue-chip client base.

On first appearance the VenTac of today is light years away from the VenTac of yesteryear. Nonetheless, when the core strengths and deeply-rooted trading philosophies are compared, it is obvious that very little has changed.

72 Just three years after moving into new premises in Merrion Square, Irish Plumbing & Heating Engineer building badly damaged when British Embassy next door is fire-bombed and burned down following Bloody Sunday deaths by British troops in Derry.

72 Ergas pump LPG ashore at Arklow.

72 IDHE holds first formal dinner in Dublin.



72 Thirteen unarmed civil rights marchers are shot dead (the fourteenth later dies in hospital) by British paratroopers. The Bloody Sunday deaths provoke immediate reactions of fury and disbelief. In Dublin, a crowd burns down the British Embassy in Merrion Square. A British inquiry into the killings is quickly established... ..and quickly concludes that at worst, firing "bordered on the reckless". No British soldier is ever convicted or even disciplined for his actions.

72 Unemployment hits hard in the West of Ireland. Thousands of people travel to England to look for work. The search for work divides many families across the Irish Sea.

72 A fresh faced Alex Higgins wins the World Snooker title.

72 Value-Added Tax (VAT) was introduced to Ireland.

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Made Simple



NCRL Laboratory

VenTac premises,
Blessington, Co Wicklow



VenTac has a solution for
all air movement
requirements



72 Japanese soldier Shoichi Yokoi was discovered on Guam, having spent 28 years hiding in the jungle thinking World War II was still going on.

72 The first scientific hand-held calculator, the HP-35, was introduced by Hewlett-Packard at a cost of \$395.

72 Paul McCartney wrote and recorded his protest song "Give Ireland Back To The Irish" within 24-hours of Bloody Sunday. Banned by the BBC and the IBA, it made No.16 in the UK and No.21 in the US.



72 Car company Volkswagen broke the record held by the Model T Ford by selling the 13,007,034th model of its classic Beetle.

72 Arab extremists break into the Olympic Village. They shoot two Israeli athletes dead and take nine others hostage. West German authorities begin negotiations to free the athletes. The gunmen demand the release of Palestinian prisoners held in Israel and a safe passage out of West Germany. A shootout ends in disaster. All nine Israelis and a German policeman are killed. Five of the eight-man Arab gang also die.

- 73 Irish Plumbing & Heating Engineer takes over *Zone* magazine and becomes Irish H&V News.
- 73 Entire industry is decimated because of the effects of the so-called Arab Oil Crisis
- 73 Liquidations and company failures become commonplace.
- 73 Ireland, Denmark and the UK join the EEC.
- 73 Ireland's politicians go on the campaign trail in the general elections. The Fine Gael-Labour coalition wins a two-seat Dail majority. It is the first change of government for sixteen years.
- 73 A report published on the status of women in Ireland recommends radical changes to promote equality. While the Civil Service finally ends its "marriage bar", women in manufacturing earn just 43% of the hourly pay of men.
- 73 Northern Ireland's voters go the polls. They elect an Assembly to replace the old Stormont parliament. Plans emerge for a power-sharing Executive in the North, and for a North-South Council of Ireland. The Sunningdale Agreement is signed although there are worries about Unionist opposition.
- 73 Seven years after the first families moved in, Ballymun still lacks adequate social and community facilities. There are 6,000 children under the age of 6 in a total population of 17,000.

Here's To The Next 50 Years!

Hevac's lineage as a specialist supplier to the heating, plumbing and building services industry in Ireland stretches back more than half a century. For something like the last 35 of those years Managing Director and principal shareholder John English — who led a buy-out of the company from the JS Lister Group in 1988 — has been at the helm.

Essentially, there have been four life cycles in Hevac's history. Established initially in the mid-1960s as a divisional operation of the JS Lister Group, the pace of growth was such that it was formed into an independent limited company called Hevac Ltd in 1973. Then came the management buy-out in 1988 and, more recently, the move in 2000 from its long-term home in Dorset Street in Dublin, to a purpose-built office and warehouse complex on the Naas Road in Dublin 12, which also serves as company headquarters.

Additionally, Hevac has outlets in two other locations. One is in Santry, to service the north side of the Dublin city, while the other is in Cork and caters for needs of the southern half of the country.

Today Hevac Ltd is a multi-million euro operation with a portfolio of brand-leading names, including Chappie, Sime, IBP Conex, Hamworthy, Outokumpu, Fernox, Metstrut and many more. These are strategically compiled to deliver a comprehensive range of solutions across the entire spectrum of the building services. It is an enviable portfolio with new, technology-driven products constantly coming on stream. The fact that many of these names have been trading with Hevac for decades reflects not just the amount of business done, but also the strength of the underlying trading relationships.

Product availability is another major factor in Hevac's success. Substantial stocks are held right across the entire portfolio, in addition of course to large quantities of spares. Hevac handles literally hundreds of thousands of individual products every year, the computerised stock-control programme ensuring that information on availability and deliveries is readily accessible.

That said, products are but half the story ... equally important is the comprehensive technical support, design assistance and selection advice provided by Hevac's team of fully-qualified sales engineers.

The quality of personnel employed by Hevac has always been exceptional. Moreover, the quality of in-house training programmes — coupled with those provided by its many principals — has transformed the knowledge base of staff into an invaluable resource. While long-service records are not uncommon at Hevac, it is also a compliment to its operational methods that some of those who came through the Hevac process now run successful businesses of their own.

Such is the extent of Hevac's business that its day-to-day trading is conducted via a number of key divisions — Domestic & Residential Products Division; Industrial & Commercial Division; Sanitaryware Commercial & Residential; Technical Projects & Site Support; Copper Tubes, Fittings & Valves Division; and Spare Parts & Service Division.

Additionally, there are two stand-alone limited sister companies. The Tube Company of Ireland Ltd's origins date back to the early 1950s but it was only in recent years that the business of steel pipes, valves and fittings was encapsulated into a separate entity.

Meanwhile, Polytherm Heating Systems Ltd is a modern-day business, established specifically to provide ultra-professional design, technical advice and product support for the fast-expanding underfloor heating sector.

The three companies trade independently but obviously benefit from the synergies afforded by the fact that they are sister companies who, in addition to some common directors, also have a great many shared clients.

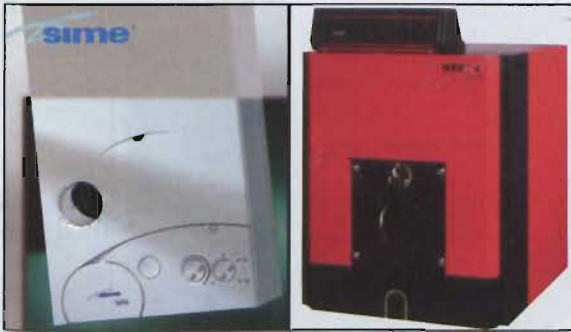
As the foregoing illustrates, Hevac's constant evolution down through the last 50 plus years was not merely in response to changing industry requirements, but more so as a pace-setter in shaping and directing many of those changes. This process continues to this day with management at the company firmly focussed on the next 50 years.

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Sime and Chappee cast iron boilers, both gas and oil



Hamworthy cast iron gas-fired modular boilers



IBP Conex Triflow solder ring fittings, compression fittings and valves



Professional answers to central heating problems from Fernox



Chappee — modern day comfort with the heat of cast iron

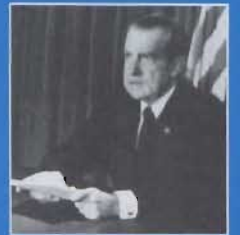


Underfloor heating — product, design and technical support

The Tube Company of Ireland carries massive stocks



73 A break-in at the Democratic Party offices in the Watergate building leads to political scandal in the US. Investigations reveal a conspiracy trail that leads directly to the White House. Prosecutors demand access to the President's secret White House tapes. The tapes contain recordings of conversations about Watergate. As he loses another legal and political battle, Richard Nixon struggles to avoid impeachment.



73 Peace negotiators agree terms for the ending of the Vietnam War. Over 50,000 Americans have died in the last 11 years. South Vietnamese losses are estimated at 400,000, while the North Vietnamese/Vietcong death toll is 900,000.

73 John Lennon and Yoko formed a new country with no laws or boundaries, called Nutopia, its national anthem was silence.

73 Mick Jagger was refused a Japanese visa on account of a 1969 drug conviction causing The Rolling Stones to cancel their tour.



74 Irish H&V News moves to Main Street, Blackrock, Co Dublin

74 Oil crisis continues to cause widespread damage across all industry sectors.

74 The dynamic duo — Tony Denvir (left) and Dave McMenamin (right) — began their long association with what is now Fläkt Woods (Ireland). Between them they have close on 60 years involvement with the company through all its guises.



74 Nell McCafferty brings a new style of campaigning journalism to coverage of legal and women's issues, and a group of women set up Ireland's first-ever refuge for battered wives.

74 In 1974, the Irish State still uses the legal concept of "illegitimacy". It denies equal rights to children born outside marriage. Campaigners demand changes in the law.



74 Loyalists explode three car bombs in Dublin and Monaghan without warning as the streets are busy with people on a Friday evening. The death toll rises to thirty-three. In the history of Ireland's Troubles, it was the highest-ever number of people killed on one day. No-one was ever arrested for the the Dublin and Monaghan bombings.

FläktWoods

Contact
Robert Kenny

Strength Representing 200

January 2002 saw the launch of a brand new company, the Fläkt Woods Group, following the merger of Fläkt and Woods Air Movement. Fläkt has been represented in Ireland since the early 1960s and has been specified and installed in a vast number of high-profile, landmark projects. The new group brought together two of the world's leading names in the air movement and treatment industry, namely Fläkt and Woods Air Movement, and represents the combined strength of over 200 years of experience.

The Fläkt Woods Group has operations in more than 30 countries, employs over 400 people, and has a turnover in excess of €600 million. The strength this represents filters right down to the company's Irish customer base.

"As a combined business", says Mark Grimes, Managing Director of the Irish operation, Fläkt Woods (Ireland) Ltd, "we benefit considerably from the in-depth technology base and global market experience of the Group. We can offer products and services many other companies in the generally-fragmented industry cannot match."

Fläkt Woods (Ireland) operates in the following business areas: –

- Indoor Climate;
- Air Distribution;
- Fans— Building Services and Industrial;
- Fans —Heavy Duty;
- Components;
- Cylon BMS;
- Climaveneta Chillers;
- Siemens Industrial & Residential Controls;
- Dirivent Warehouse Ventilation;
- Dirivent Underground Car Park Ventilation.

With demand for improved air quality growing and the need for increased safety in the extraction and treatment of air, the Fläkt Woods Group is ideally placed to continue setting new standards in the industry. This includes Ireland where it offers customers the very best in air movement systems and solutions.

To better serve the growing customer base and improve on the quality and nature of the support services provided, Fläkt Woods (Ireland) recently took possession of a new, purpose-fitted-out headquarters in Dublin 24.

"With new management systems now in place, a plethora of new and innovative products coming on stream, and efficient logistics and customer support mechanisms running smoothly, Fläkt Woods (Ireland) is perfectly placed to provide customised solutions for virtually any air movement and related requirement", concludes Mark Grimes.

Fläkt Woods (Ireland) Ltd

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Years of Experience



Climaveneta air cooled chiller



Air Handling Unit



Siemens damper actuator



An example from the extensive range of Woods fans

Product Portfolio

- Air Handling Units
- Air Terminal Devices
- Ducts & Accessories
- Housing Ventilation
- Heat Exchangers
- Fans
- Compressors
- Components for AHUs

- 74 The first sextuplets to survive were born to Sue Rosenkowitz in Cape Town, South Africa.
- 74 Happy Days debuted. The show made a star of Henry Winkler, who played Arthur "Fonzie" Fonzarelli, and he received a Golden Globe for his portrayal of the street-savvy biker. Happy Days originated as a 1972 skit on Love, American Style, but it ran for 11-years!

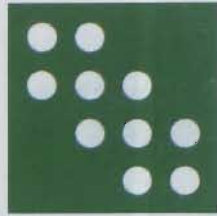


- 74 Millionaire heiress Patty Hearst is kidnapped in California by extremists from the self-styled "Symbionese Liberation Army" (SLA). The SLA demands \$2 million from her father Randolph Hearst to be distributed to the poor of San Francisco for food. Ten weeks after her kidnapping, Hearst is seen taking part in an SLA bank raid. She is later arrested and renounces all links to the SLA.

- 74 Charles de Gaulle Airport opens in Paris, France.

- 74 Turkish armed forces invade Cyprus. The attack follows a military coup by Greek officers. Turkey claims it is acting to protect its population on the island. The war divides the state of Cyprus in two.

- 75 First IHVEX exhibition organised in conjunction with Irish H&V News.
- 75 First solar energy seminar held in Dublin.
- 75 VMRA move to Tramway House in Dartry, Dublin 6
- 75 The Anti-Discrimination (Pay) Act establishes the right to equal pay for equal or like work and provides a system whereby this right may be attained and enforced.
- 75 Eamon de Valera dies. His life had spanned the history of the Irish State. He had been a leader of the 1916 Rising, Taoiseach for 21 years and President for 14.
- 75 A report published on the status of women in Ireland recommends radical changes to promote equality. While the Civil Service finally ends its "marriage bar", women in manufacturing earn just 43% of the hourly pay of men.
- 75 Dr Tiede Herrema, chief executive of the Dutch-owned Ferenka factory in Co Limerick, was abducted by two members of the IRA. His freedom came after a two-week siege by Gardai. The IRA members holding him, Eddie Gallagher and Marion Coyle, demanded the release of three republican prisoners being held in Limerick jail.
- 75 Ireland loses investment and jobs in a worldwide recession. Inflation hits 20% as the international oil crisis worsens. Irish people continue protests against rising prices. Dole queues lengthen. Ireland now has the highest unemployment rate in the EEC.



**IRISH METAL
INDUSTRIES**

KME

Copper Tube Is Best

Irish Metal Industries supplies a complete range of copper tube for hot and cold water installations, gas services, sanitation, central heating, and numerous other building and engineering applications. All tubes are manufactured to the stringent requirements of IS EN 1057 and BS EN 1057 and IMI is licensed to engrave them with the coveted Irish Standard Mark, which is the registered mark of the National Standards Authority in Ireland.

Copper is suitable for all manner of applications, advancements in flame-free technologies making it even easier still to work with. New push-fit fittings are proving particularly popular as they make installation simpler and speed up the amount of time spent on each job.

Copper is also best for quality and reliability. So confident is IMI in the product that it gives a unique 25-year guarantee against manufacturing defect on all material supplied.

The sustainability of copper is another benefit, especially with environmental considerations being such a major factor in building services today. Allied to this are the health and safety elements. Copper has a proven track record in this respect, recent studies illustrating that copper appeared to have a beneficial effect in preventing the growth of dangerous pathogens such as Legionella, and limiting the proliferation and spread of E.coli bacteria.

Against this background it is hardly surprising that copper tube continues to be the dominant material for heating and plumbing, and other building services-related installations. Contractors regard it as familiar, traditional, and more available and reliable than modern-day substitutes, especially plastic.

Copper has excellent resistance to corrosion, heat, pressure and fire. This is particularly important given that today's preventative treatments and disinfecting techniques are carried out at much higher temperatures to reduce flushing times. Copper is ideal in that it remains unaffected by higher temperature cycles over the lifetime of a water system.

It also offers a professional finish, irrespective of the application, looks better — especially when pipework is exposed — and does not have the DIY connotation of other materials. Easy to work with and suitable for all manner of installations, copper tube is undoubtedly the professionals' choice.

When considering the cost of copper over other materials, studies have shown that it offers excellent value for money. Conor Lennon, General Manager of IMI, says that a study by independent international research experts Davis Langdon Consultancy prove this point across a number of comparative studies, the most dramatic results demonstrating that copper is 27% more cost-effective to install than steel in non-domestic installations.

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For Quality & Reliability

Copper — the choice of professionals



- 75 International Women's Year began.
- 75 Two years after signing a treaty that guaranteed they would not invade the South, North Vietnamese and Viet Cong forces seize power in Saigon. The US Embassy is the last hope for many trying to flee the city. Only Westerners and well-connected locals are airlifted to safety. Fourteen years after the first US military intervention, the Vietnam war finally ends.



- 75 At the age of 49, Margaret Thatcher became the first woman leader of a UK political party, after she defeated Edward Heath for the Conservative leadership.
- 75 The tartan teen sensations Bay City Rollers scored their first UK No.1 single with "Bye Bye Baby".
- 75 Twenty people were injured at France's Paris-Orly Airport in a battle which erupted after Arab gunmen attempted a grenade attack on an El Al jumbo jet and then seized three hostages.
- 75 The Organisation of Petroleum Exporting Countries (OPEC) — Algeria; Indonesia; Iran; Iraq; Kuwait; Libya; Nigeria; Qatar; Saudi Arabia; UAE; and Venezuela — agreed to raise the price of crude oil by 10 per cent.

76 IHVE becomes CIBS.

76 Draft Building Regulations introduced.

76 Kinsale gas pipeline contract awarded.

76 Golden Jubilee of Institute of Fuel.

76 An IRA getaway car crashes into the Maguire family, three children are killed. A new mass movement grows out of the tragedy. The "Peace Movement", founded by Mairead Corrigan and Betty Williams who were both awarded the Nobel Peace Prize, demand an end to violence. It provides a rare glimpse of unity and hope.



76 Women protest against men-only bathing at the Forty Foot in Sandycove, Dublin.

76 Cabinet Minister Paddy Donegan provokes a constitutional crisis. He reportedly calls President Cearbhall O Dálaigh "a thundering disgrace" after the President delays signing tough new anti-crime laws. Cearbhall O Dálaigh resigns as President. A Fianna Fail candidate is elected unopposed. Patrick Hillery becomes Ireland's sixth President.



Finheat

Ventilation : Air Conditioning : Heating

Put Yourself In Safe Hands

In celebrating its Silver Jubilee in 2001, Jim King, Managing Director of Finheat Ltd, said: "Acknowledging, and even celebrating, achievements to date is one thing but, it is far more important to look to the future, to make sure that we can replicate, and build on, the success we currently enjoy".

Hence the occasion was marked at the time, not by retrospective self-congratulations but rather by the unveiling of a new development plan and management strategy aimed at securing Finheat's market-leading standing, and growing the business still further, over the coming 25 years. Now three years into that five-year plan, many of the goals and objectives set have already been surpassed.

Finheat provides all manner of building services solutions, from air movement and heating requirements, right through to entire sophisticated indoor environment management systems. This is why the principals Finheat represents — among them Diffusion, Gilberts, Wilo — are all to the forefront in each of the industry sectors represented.

"However, to get the maximum value, performance and efficiencies out of these products", says Sales Director Pat Keane, "it is critical that the manner in which they interact with one another, and the functions they perform, are carefully taken into consideration. Developments in technology, coupled with innovative designs, mean that sophisticated, highly-advanced products are continuously coming on stream. We embrace these with enthusiasm, ensure that all our engineering personnel fully understand them, and then bring them to the marketplace, helping clients, consultants and contractors understand their relevance."

This is the the backbone of the product/service combination provided by Finheat. It has the expertise, the knowledge and the complementary products within its portfolio. Additionally, it represents international, market-leading brands, all of whom it can tap in to for technical support and advice.

It is one thing having the best products ... equally important — especially in this age of sophisticated technology — is to ensure that these products are properly installed and deployed in applications they were designed for.

This philosophy underscores everything Finheat does. Hence the very close working relationship it enjoys with system designers, especially consulting engineers. Apart from supplying products, Finheat also endeavours to understand the application requirement, to identify the possible problem areas, and to work closely with the consultant in devising an appropriate solution.

Moreover, this approach is something of an evolving process, a concept which arose in direct response to situations which transpired on site. Initially it was a reactive scenario, driven by the need to solve problems which had already arisen. Now Finheat has refined it to the point where it is very much a proactive process.

This, essentially, is the essence of Finheat ... always dynamic and forever changing ... seeking out better-performing and more cost-effective solutions to meet all manner of building services requirements.

Put yourself in safe hands — and the company of Finheat's market-leading principals — you will not be disappointed.

Finheat Ltd

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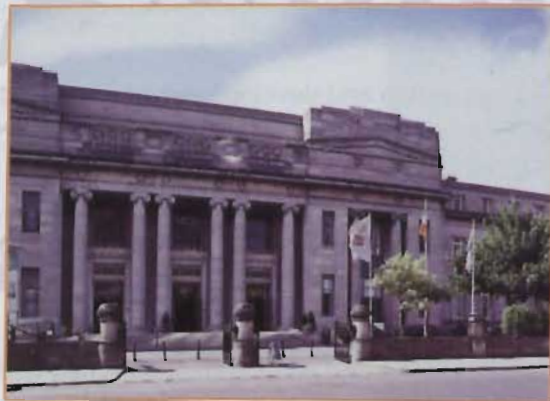
... & Good Company



Keeping Good Company

With Finheat you are always in good company, from the manufacturing principals represented to the prestigious projects it is associated with.

Independent Newspapers



Guinness Storehouse



76 The first quadrasonic movie track was heard on Ladies & Gentlemen by the Rolling Stones.

76 Barbara Walters became the first anchorwoman of a network news programme and the highest-paid journalist in history to be offered a 5-year contract at \$1 million annually.



76 David Bowie was detained on a train trip from Russia to Poland after Nazi books and mementoes were found in his luggage. He claimed he was using them for research for a project.

76 BBC Radio 1 DJ Johnny Walker announced he was quitting the station after being told he must pretend to like The Bay City Rollers.

76 The British and French Concordes made their first commercial flights from London and Paris respectively to Washington Dulles International Airport in just under four hours.



76 After a gig in Memphis, Bruce Springsteen took a cab to Elvis Presley's Graceland home and proceeded to climb over the wall. A guard took him to be another crank fan and apprehended him.

- 77 Backboiler warning gets national media coverage.
- 77 Large-scale layoffs in contracting/installation business.
- 77 Glogas Ltd formed in Drogheda.
- 77 In Limerick, the Dutch-owned Ferenka steelcord plant shuts down. After Dr Herrema, the CEO, was kidnapped two years previous he was advised to move back to the Netherlands because his employers felt he was at risk in Ireland. The Ferenka factory closed down after his departure, with a loss of 1,400 jobs. Efforts to save the plant are complicated by inter-union disputes.
- 77 Workers begin industrial action at the Shannonbridge ESB Station over manning levels and back pay. As the dispute spreads, pubs and restaurants work by candlelight. After a week of power cuts, the dispute is resolved.
- 77 The Boomtown Rats, fronted by Irish man Bob Geldof, played their first gig in England when they appeared at Studio 51, London.
- 77 The All-Ireland Football Final between Dublin and Armagh ends in victory for the boys in blue — Dublin are champions for the second year in a row. Cork also win a second consecutive All-Ireland title when they beat Wexford in the Hurling Final.



Superior Choice

MFP is a leading producer of quality plastic building products for the construction industry, public utilities and local authorities. Established in 1967, the company is part of the Grafton Group Plc, which employs over 800 people in the Irish building materials and DIY sectors. It changed its name to MFP in 1989.

Located at Lucan on the outskirts of Dublin, MFP utilises the most up-to-date technology and equipment, and employs a dedicated and skilled workforce and management team. This, coupled with the vast experience and knowledge base accumulated over a history stretching back nearly 40 years, makes for a formidable resource.

Commitment to quality is evidenced by the fact that MFP operates a comprehensive quality system to ISO 9002. MFP is also licensed by the British Standards Institution to apply the Kitemark to a number of products.

In addition to manufacturing a comprehensive range of building and drainage products, MFP distributes selected ranges from other manufacturers, including Marley and Multikwik.

Continuous product innovation and development, coupled with the highest standards of quality and service, are at the heart of MFP. This policy is driven by a desire to simplify use, improve performance, reduce costs and adapt to changing market requirements.

The concepts of quality, innovation and service permeate every aspect of MFP and this, along with its financial strength, provides a firm basis for further growth and development. Principal product types are as follows:—

Eavemaster

Eavemaster is a complete fascia and soffit system designed with the installer in mind. There is no need for special tools and all accessories and trims are provided. Available in a wide choice of styles and colours. Eavemaster will last a lifetime without maintenance.

Rainwater Systems

MFP, in association with Marley Extrusions Ltd, offers a complete range of gutter systems, designed to enhance the aesthetics as well as satisfy the requirements of all types of buildings. The systems are available in various sizes in half-round, semi-elliptical, square and ogee profiles, and in a variety of colours;

Drainage Products

The comprehensive MFP range of drainage products includes many technical innovations which simplify work on site, improve performance and reduce installation costs. MFP sewer pipe and fittings in PVCu form part of a wider range of drainage systems for rainwater, soil and waste discharges and conform to all appropriate national and international standards;

Soil & Waste Systems

The MFP range of products for soil and waste disposal is designed to satisfy the requirements of all types of buildings, whether domestic, industrial, commercial or public, and forms a complete MFP range of above and below ground drainage systems. Soil systems are available in diameters of 82, 110 and 160mm. Waste systems are available in diameters of 32, 40 and 50mm.

MFP Sales Ltd
Lucan, Co Dublin, Ireland.
 Tel: 01 - 630 2500 Fax: 01 - 628 1119
 website: www.mfp.ie Email: sales@mfp.ie

Dargan Road, Belfast BT3 9JU.
 Tel: 028 - 9077 4790 Fax: 028 - 9077 4716

For Professionals



Multiflex bends and branches from the Multikwik range

Other MFP Products

- Multikwik Pan Connectors
- Fernco Flexible PVC Connectors
- Gullies and Gully Components
- Access Junctions
- Ducting
- Meter Boxes Climaflex & Sanflex Pipe Insulation



MFP's innovative 2-piece telescopic AJ

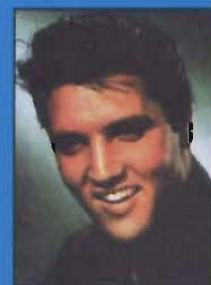


Eavemaster fascia and soffit system

Technical Advice

A technical advisory and computer-aided-design service is available to give guidance on design and the correct use of all MFP products. Literature describing products is also available.

77 The King is Dead — Elvis Presley dies at his home in Memphis! He was endeared to millions, for the humility and human kindness he demonstrated throughout his life. Known the world over by his first name, he is regarded as one of the most important figures of twentieth century popular culture.



77 The record was set for splitting a human hair. It was divided into an amazing 16 parts.

77 The United States, the Soviet Union and 29 other nations signed a UN pact banning artificial use of the weather as a weapon of war, pledging never to attack each other by triggering storms, earthquakes or tidal waves.

77 The Human Fly. George Willig, made an unauthorised climb up the outside of the 110-storey World Trade Center building in New York, using specially designed equipment. It took Willig three and a half hours to make the climb, and \$1.10 in fines - a penny for every floor.

77 Star Wars was first shown to the public. It became one of the most popular and profitable sci-fi films ever made. George Lucas movie depicted the archetypal battle between good and evil.

78 Irish H&V News undergoes image change with new logo, page size and presentation format.

78 Joe Warren, Advertisement Director, BSNews, teams up with Editor Pat Lehane for the first time ... and they are still together!



78 Master Air established to manufacture air handling units.

78 Irish Bathroom Manufacturers' Association formed.

78 After seeing The Hype (U2) appearing at the Project Arts Centre, Dublin, Paul McGuinness became their manager.

78 Kinsale gas became commercially available, while the search for oil continues off Ireland's coastline. £100m is spent on offshore exploration.

78 Plans go into place for building Ireland's first nuclear power plant in Carne, Co. Wexford. Many people, both locally and nationally, were strongly opposed to the idea of nuclear power in Ireland and so the "Carnore Anti-Nuclear Festival" was born.



78 Ireland has over twenty "pirate" radio stations. Demand grows for the legalisation of independent radio and for a new pop music channel on RTE.

WILO

Pumping Perfection and More ...

Now one of the world's foremost pump manufacturers, Wilo was founded in 1872 as a brassware/copperware manufacturer by Louis Oplaender. Within less than a decade the company was moving towards heating and plumbing, the granting of a patent for its gravity accelerator in 1928 leading to own-brand pump manufacturing. This, in essence, is the foundation upon which today's global giant is based.

Wilo AG philosophy is to move water efficiently, conveniently and without harm to the environment to all the places where it is needed by people. Included are units and systems for heating, refrigeration and air-conditioning applications, as well as water supply and sewage lifting.

The year 1965 saw the establishment of Wilo International with wholly-owned manufacturing subsidiaries being set up outside of Germany for the first time. As part of that continuing expansion programme Wilo's manufacturing plant in Limerick came on stream in 1979, as did its Irish sales subsidiary, Wilo Engineering Ltd.

Wilo has pioneered the development and advancement of pumping technology over the last 75 years. It is responsible for many industry firsts, including the use of more durable materials, advanced electronic and computerised control mechanisms, sophisticated performance outputs, and low energy-usage. Many of these developments have come about as a direct consequence of research programmes into the natural world where plant and animal studies have led to some amazing discoveries.

Progress has also been advanced through acquisitions. For instance, Wilo took over the French pump manufacturer Pompes Salmson in 1984, followed three years later by the acquisition of Drouard Tec, another leading pump industry company. More recent acquisitions have opened up complementary market segments such as the municipal sewage sector and a vibrant presence in Korea and China.

At the beginning of 2002 Wilo also acquired an Italian company that specialises in processing stainless steel because profitable growth cannot be achieved by focusing on potentially-lucrative markets alone. It also necessitates the continuous extension and supplementation of the product portfolio and production know-how. This included the opening of a dedicated Dublin sales and technical office in 2003.

Today the Wilo Group is much more than just a fully integrated manufacturer and supplier of heating pumps and systems. It also manufactures pumps and systems for water supply and drainage. Now part of the multi-million euro Wilo AG group — one of the largest pump manufacturers worldwide with over 3000 employees — the Wilo brand is internationally recognised and is synonymous with quality and innovation.

From the smallest domestic heating circulator through to sewage units, fully-packaged pumping stations and the most sophisticated BMS-ready, integrated variable speed drive circulators, Wilo has the perfect solution, whatever the water movement requirement.

Dublin Technical Office

Wilo Engineering Ltd (Dublin)
E7 Riverview Business Park,
Nangor Road,
Dublin 12.

Tel: 01 - 426 0000
Fax : 01 - 426 0010
email: sales@wilo.ie
web: www.wilo.ie

Wilo Engineering Ltd

Limerick Headquarters
Wilo Engineering Ltd
Unit B1 Corcanree Business Park
Dock Road, Limerick

Tel: 061 - 227 566
Fax: 061 - 229 017
email: sales@wilo.ie
web: www.wilo.ie



Wilo Stratos — this innovative range of pumps is unique and is the world's first high-efficiency range of circulators



Wilo IL, DL and BL ranges which are available in single, twin or end-suction configuration (L single shown)

PRODUCTS OVERVIEW BY APPLICATION

- Commercial and industrial buildings
- Residential buildings
- Irrigation and watering
- Original Equipment Manufacturers
- Industrial processes
- Dosing
- Professional water supply
- Wastewater/sewage



Wilo TOP ED with electronic dual pump management



78 JR Ewing and the clan arrived at Southfork for the first time, when Dallas debuted as a five-week mini-series.

78 Velcro became available for the first time.

78 Episcopal Canon Mary Simpson, New York spoke from the pulpit of Westminster Abbey, London. She was the first ordained woman to preach there in the 913 years since 1065, when the Abbey was first consecrated.

78 A scaffold inside a cooling tower at the Pleasants Power Station, West Virginia, USA, fell 168 ft to the ground killing 51 construction workers.

78 Compact discs were created by scientists working for Philips.

78 Sun Day fell on a Wednesday as thousands of people held events across the USA extolling the virtues of solar energy.

78 A Korean Air Lines Boeing 707 crash-landed in northwestern Russia after entering Soviet airspace and being fired on. Two passengers were killed.

78 Tory leader Margaret Thatcher called in the advertising agency Saatchi and Saatchi, to give the party a new image, ushering in a new era of political advertising.

- 79 Oil panic continues with oil companies and suppliers of oil-fired boilers and burners struggling to stay in business.
- 79 John Duignan — then of CIF and now C&F Quadrant — at the launch of the Lennox Industries new modular heating and ventilating units.



- 79 IHVEX exhibition held in Simonscourt Pavilion, RDS.
- 79 Back-boiler grants introduced.
- 79 Pope John Paul II arrives in Dublin for the first ever papal visit to Ireland.
- 79 This is the worst year ever for industrial disputes in Ireland. The Army gets called in during a nationwide bus strike and a national postal strike that lasts 4-months. Industrial disputes cost the economy over 1,460,000 working days.
- 79 Jack Lynch resigns after 13 years as leader of Fianna Fail. Although George Colley is the leadership's preferred choice, Charles Haughey is elected by 44 votes to 38. Nine years after the Arms Crisis, Haughey is Taoiseach and leader of Fianna Fail.



ABC

ARCON BATHROOM CONCEPTS

Simple Solutions To

Arcon Heating & Plumbing Supplies needs no introduction to Ireland's building services sector. Over a period of 20 years principal Tony Callaghan and his colleagues have delivered a thoroughly-professional service combining cutting-edge, quality products with a full programme of technical advice and after-sales service support.

Right from the outset Arcon has been progressive and pioneering, anticipating emerging trends and sourcing the appropriate product solutions so that its broad customer base is always that one step ahead of the competition.

The product portfolio has always been extensive and all-embracing, catering for the entire building services spectrum. As such it includes everything from boilers and fittings right through to sanitaryware and related accessories.

Arcon Bathroom Concepts, its stand-alone bathroom division, epitomises this philosophy. Perhaps better known as ABC, this dedicated bathroom division has Mark Mulville at the helm as Sales Director. Mark is widely known and respected in the industry, his experience and knowledge of aesthetics surpassed only by his technical ability and expertise.

Apart from the obvious, his particular strength lies in his ability to assess any given scenario and devise a tailor-made solution which accommodates the desired result within the allocated budget. Sounds simple but then, to execute simplicity is perhaps the most difficult thing of all.

Critical to the integrity of the service provided by ABC is the quality of the showroom setting and, more especially, the facility to not only see but also feel and touch the products. With bathrooms in particular this is an essential part of the decision-making process.

Arcon and ABC are the conduits through which its blue-chip suppliers get their products to key decision-makers in the marketplace, be they architects, consulting engineers, contractors or interior designers.

The company's success — and by association the success of its suppliers and customers — is testament to the strength of that trading relationship and the bond that exists between the three vital cogs in the supply chain.

If its Simple Solutions to Bathroom Design that's required, Arcon Bathroom Concepts has the answer.

Arcon Bathroom Concepts

Glenview Industrial Estate
Herberton Road
Rialto
Dublin 12

Tel: 01 - 454 1384 Fax: 01 - 454 4220

Bathroom Design



The Zen Bath, from the Christo Lefroy Brook ultra-modern XO range



Tam-Tam basin from the Laufen Alessi range



Grohe rain shower

- 79 The Police, headed up by Sting, made their debut on BBC "Top Of The Pops" performing "Roxanne".



- 79 Margaret Thatcher became the first woman Prime Minister of England. Mrs. Thatcher promised to transform the British economy and industrial climate.



- 79 Reactor 2 at the Three Mile Island nuclear power plant suffers a partial meltdown. Within weeks attorneys filed a class action suit on behalf of all businesses and residents within 25 miles of the plant. Over 2,000 personal injury claims were filed, with plaintiffs claiming a variety of health injuries caused by gamma radiation exposure. The Pennsylvania district court quickly consolidated the claims into ten test cases.



- 79 Invading Vietnamese forces reveal the horror of Pol Pot's regime in Cambodia. Millions have died in the biggest genocide since the Nazi holocaust. Pol Pot's evil has brought mass graves, torture, forced labour and starvation.

THE DECADE

1980

40-Years

80 Irish H&V changes title yet again, this time to H&V News, incorporating the strap Ireland's Building Services Magazine.

81 A St Valentine's disco turns to tragedy when a blaze breaks out at the Stardust Club. 48 young people die.

80 The Post-It was invented by Art Fry of 3M. In 1970 his colleague Spencer Silver accidentally invented an adhesive that was much weaker than the adhesives 3M usually used. Nothing was done with until 10-years later when Art Fry decided the adhesive would be perfect for marking his hymn book.

80 Dublin smoke emissions — especially from domestic homes — highlighted as a serious health hazard and something which the Government would have to address.

82 The official police death count of the "Troubles" in Northern Ireland reaches 3,000 with the killing of Hugh McKibbin in Belfast.

40-Years

82 Malcolm McArthur, who is wanted for the murder of nurse Bridie Gargan, is found in the flat of the Attorney General, Patrick Connolly. Mr Connolly resigns.

81 Bob Marley, who took reggae music from the slums of Jamaica to the stages of the world, dies of cancer (brain tumour) at the age of 36. Always politically engaged, Marley used his fame to fund the cause of black rights around the world. The dreadlocked Rastafarian had many hits with his group The Wailers.



40-Years

81 Republican prisoners in the H Blocks of the Maze Prison and Long Kesh go on hunger strike to demand political status. Bobby Sands leads the hunger strike and is elected MP for Fermanagh and South Tyrone. Ten IRA and INLA hunger-strikers die before the strike is over.

80 U2 plays their first-ever open-air show at the "Dublin Festival 1980" in front of 15,000 at Leixlip Castle.

82 Paul McCartney and Stevie Wonder stormed the UK singles chart with Ebony And Ivory. It reached number one. This was McCartney's 24th No.1 as a songwriter.

40-Years

83 A constitutional amendment on abortion provokes fierce debate. Critics say the amendments wording is sectarian. Anti-abortion campaigners say the new law is necessary. The amendment is carried by 841,233 votes to 416,136.

82 IBM released PC-DOS version 1.1.



84 Death of Luke Kelly, lead vocalist and 5-string banjo member of the Dubliners.

83 Michael Jackson introduced the 'moonwalk' at the taping of the Motown 25th anniversary TV special, which was only 23-years after Motown was formed



84 Grundfos (Ireland) Ltd — the wholly-owned Irish branch of the Grundfos Group — sets up dedicated office in Dublin.



84 Ethiopia is stricken by famine and civil war. A BBC report provokes Bob Geldof into action. "Do They Know It's Christmas? / Feed The World" written by Bob Geldof and Midge Ure was recorded by Band Aid, which was a group consisting of 40 of the best-known pop stars of the time. Originally Geldof hoped to raise £72,000 for charities from sales. The single sold 3-million copies becoming the best-selling record ever, and raised over £8 million worldwide.

82 The Falklands War begins when Argentine troops invade the islands they call 'Malvinas'. When British (who ruled there) and UN diplomatic moves fail, a British battle fleet sails 8,000 miles to free the island from Argentine rule. A bloody campaign begins. The fighting ends on June 14 when British troops retake Port Stanley. 255 Britons and 652 Argentinians have died.



40-Years

85 Washington and Lee University researchers reported that Martha Washington (wife of President George Washington) had £29,650 when she and George were married - £29,650 was worth \$5.9 million on their wedding day.



85 The Coca-Cola Company, USA, made the announcement that it was changing its 99-year-old secret formula. New Coke was called 'the most significant soft drink development' in the company's history. Fans of the original Coke didn't buy the new Coke and it turned out to be one of the biggest corporate flops ever.

40-Years

AT A GLANCE

1990

86 The late Jim Anderson completes the buy-out of Walker Air Conditioning from the Smurfit Group.



86 After a bitter campaign, the referendum to legalise divorce is defeated, 63.1 percent to 36.3 per cent.

86 British journalist John McCarthy and Irish journalist Brian Keenahan were kidnapped in Beirut. They weren't released for a further 5-years.

40-Years

87 In Utah, USA the state began pumping water from the Great Salt Lake to reduce damaging record water levels.

86 By overriding a Home Box Office (HBO) broadcast, an unknown video pirate announced that he would not pay for his cable service. HBO were unsettled that someone could override HBO's satellite transmission.

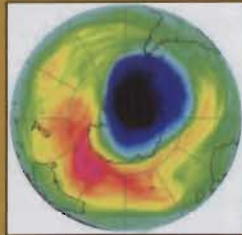


86 It was at 1:23am in Pripyat, Ukraine when the Chernobyl atomic power station exploded. A 300 sq mile area was evacuated in an attempt to protect over 100,000 residents of the area from radiation poisoning. Thirty one people were killed immediately and 150,000 were exposed as the radioactive material carried in the atmosphere spread throughout the world. Time has not been a healer for the people of Ukraine and the greatest fear is for the children of future generations.

87 For the first time, a compact disc of an album was released before its vinyl counterpart. The Art of Excellence by Tony Bennett went on sale.

40-Years

87 In Antarctica, scientists discover a huge hole in the ozone layer.



87 It was a grand day in New York Harbour when Bobro 400, a huge barge, set sail within eyesight of the Statue of Liberty with 3200tons of garbage that nobody wanted. The floating trash heap soon became America's most well-travelled garbage can as it began an eight-week, 6000 mile odyssey in search of a willing dumping site. Bobro 400 returned to New York Harbour after the lengthy journey — and brought all that garbage back with it!

88 Irish H&V News changes name to Irish Building Services News.

40-Years

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89 The Berlin Wall that divided East and West Germany for 28-years was finally re-opened by the East Germans. It was fully pulled down a year later.



88 Gordon Barry — now Director of Grundfos (Ireland) — joined the company as a sales engineer serving the industrial sector

40-Years



88 Gordon Barry — now Director of Grundfos (Ireland) — joined the company as a sales engineer serving the industrial sector

88 Dublin celebrated it's official millennium. The vikings that first settled in 988 named the city after a trading port where two rivers met and formed a black pool, which in Irish is Dubh Linn or Dublin.

87 Tim O'Flaherty, then of Finheat, enjoying himself at the CIBSE weekend in Nuremore.

89 Adrian Cooke (now Managing Director of Walkair) as he appeared in the Walker Air Conditioning 25th anniversary publication published by Irish H&V News on the company's behalf.



90 John English as he appeared in the special Hevac Supplement to BSNews in February 1990.



90 Stephen Hendry, 21, became the youngest ever World Snooker Champion.



91 *BSNews* market survey in December 1991 predicts that the domestic boiler market for 1992 will be of the order of 60,000 units.

91 Special supplement within January 1991 issue of *BSNews* for Glowtherm.



91 Domestic bonanza for installers and suppliers — Bord Gáis announces in June 1991 that upwards of 6000 homes will be connected to the natural grid over coming months.

91 Fred Cooney of Reconair and Sean McCarthy of SMA join forces to form SMC Reconair.

91 Myson celebrates 21 years of Irish operation from its Newcastlewest, Co Limerick, headquarters.

91 Grafton Group acquires Heatovent from principal director Joe Noone.

91 Manning & Usher ceases trading.

91 Three IRA activists — Tony Doris, Peter Ryan and Lawrence McNally — were shot dead by British soldiers as they drove through the village of Cough, Co Tyrone. Soldiers opened fire from hidden positions using heavy machine guns, the men's car was hit by a hail of bullets, before crashing and bursting into flames.

91 Condoms go on sale in Dublin's Virgin Megastore for the first time but the Irish Family Planning Association is convicted and fined. Under the law, shops are not allowed to sell condoms.

GRUNDFOS®



BE > THINK > INNOVATE >

Grundfos Pumps are renowned the world over as market innovators in pump technology. It is an international Group with a global mindset but delivers customised solutions to meet local requirements. Sustainable development is a key concept at Grundfos with the emphasis on respect for the environment, especially in terms of energy consumption and use of materials.

Founded by Poul Due Jensen in 1945, today the Grundfos Group is represented by 58 companies in 43 countries, including Ireland. Approximately 10 million pumps are manufactured annually by Group production companies located in 12 countries.

Grundfos (Irl) was established in 1984 and today, 20 years later, is established market leader in Ireland with a network of nationwide stockists and distributors. Operating out of headquarters in Stillorgan Industrial Park, Blackrock, Co Dublin, in-house sales engineers and a team of highly-qualified field engineers provide technical and after-sales service support across the entire range.

A continuous programme of training and product familiarisation is run in-house by Grundfos in Dublin, while engineers also attend courses in Grundfos UK and the state-of-the-art technical training centre in Denmark. Where appropriate, engineers working for stockists and distributors also participate.

The Grundfos Group is growth-oriented, continually striving to maintain its position as one of the world's leading and most successful manufacturers of pumps and water supply, heating and waste water systems. It invests vast amounts in research into new materials and processes in order to devise new and innovative pumps and pump systems that can meet the need and demand for effective, safe, and energy-efficient systems while satisfying customer expectations. It has also made strategic acquisitions to strengthen its knowledge base and broaden its scope of applications.

All forms of human habitation produce wastewater and Grundfos has the perfect discharge solution, whatever the scale of the building or application. Already renowned as an industry innovator in producing solutions to bring water into buildings, and to circulate it within them, the same depth of research and development has now been applied to devising wastewater discharge solutions. Included are portable dewatering pumps; pumps for municipal applications; pumps for heavy duty and super-heavy duty applications; stainless steel pumps; gringer pumps; and lifting stations.

Customer satisfaction is the key objective, hence the emphasis on providing advice and technical support to assist in the most appropriate pump selection for a given application. This process also involves customer liaison, talking to customers and, more important still, actually listening to, and trying to understand, their precise requirements. Essentially, innovation is the essence ... if it does not exist Grundfos will invent it.

Grundfos (Ireland) Ltd

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Blackrock, Co Dublin.

Tel: 01 - 295 4926 Fax: 01 - 295 4739

email: gbarry@grundfos.com Website: www.grundfos.com



Grundfos — pump solutions for all applications

91 In Iraq a US-led military force of 30 countries launches Operation Desert Storm against Saddam Hussein's occupancy of Kuwait. As the war ends, an estimated 50,000 people have died and Kuwait's oil fires are out of control. An ecological disaster threatens the Gulf.

91 Heavyweight champ Evander Holyfield beat 42-year-old George Foreman.



91 Greddie Stowers, a World War I corporal, was posthumously awarded the Medal of Honor to become the first African-American to receive the highest medal for valor in combat.

91 The US announced its first financial aid to Hanoi since the 1960s. It gave \$1 million to make artificial limbs for Vietnamese disabled during the war.

91 Roxette scored their fourth No 1 single with Joyride. It was inspired by an interview they saw with Paul McCartney when he said that writing songs with John Lennon had been like a Joyride.

91 The video for the REM song Losing My Religion, was banned in Ireland because its religious imagery was seen as unfit for broadcast.



1992

92 BSNews lead article asks: "Have Banks Become the Raiders" how prophetic!

40-Years

92 John Kennedy — now head of Aervent — appointed Managing Director of the Radiator Division of Barlo Group.



92 Mitsubishi Electric opens new showpiece headquarters of nearly 50,000 sq ft.

92 Barlo granted European radiator patent.

92 Quadrant and C&F merge.

92 U2 takes part in a Greenpeace protest at the Sellafield nuclear power plant in the UK. Wearing radiation suits, the band travels in rubber dingys with Irish dirt allegedly contaminated by the power plant, depositing the drums back on Sellafield grounds.



92 Seven Protestant construction workers at a security base in Co Tyrone are killed by an IRA bomb. The driver of their bus also dies.

92 An off-duty RUC officer in Belfast kills three people in a Sinn Féin office before committing suicide.

92 Ireland's High Court prevents a 14-year-old girl from travelling to Britain for an abortion. Although the Supreme Court overturns the ruling, the 'X' Case leads to bitter debate and a referendum on abortion.

1992



Leading Brand, Technology-

Euro Gas was established in 1985 to serve a niche market of design, supply and installation of Schwank Radiant heating solutions for one-off applications. However, in the 20 years since its inception, the company has undergone a transformation to become recognised as a specialist supplier of high-end, high-technology, market-leading products in all areas of heating, hot water and ventilation.

This process of change was gradual at first, with the introduction of Rendamax boilers to complement the radiant heating. Rendamax, being known as a producer of innovative and efficiency-driven products, allowed Euro Gas to get a toe-hold in the commercial and industrial central heating and hot water generation fields.

The presence of Euro Gas in the Irish market took a major step forward with the recruitment of Des Prendergast as a shareholder in 1988. With his experience of the heating industry and golf courses in Ireland, Euro Gas continued to develop its product portfolio of quality suppliers. In the following years other market leaders were added to the stable such as Beel Industrial Boilers, A1 Bridge Flue Systems, Reznor air heating, Lochinvar water heaters, and Niche air handling units.

The long-standing arrangement Euro Gas has developed with its suppliers has been built on mutual success and the ability to offer products that foresee the future needs of the building services in Ireland. That said, Euro Gas has never been afraid of change and to seek out new suppliers where appropriate to satisfy clients' needs. Examples of this are Remeha boilers, Monican gas detection, Envirotec door curtains and Quartz fan coil units, which have all been introduced since 1988 and have become market leaders in their respective fields.

Today's portfolio is expansive and all-embracing with the common thread being that it incorporates brand-leading names. All are engineering-based, technology-driven, and very much to the fore in pioneering new methodologies and solutions (see panel on page, right).

Given the advanced technical nature of the products, Euro Gas engineers routinely participate in educational programmes and product familiarisation courses. That, coupled with the wealth of experience represented by all who work there, makes for a very pro-active service with the quality of advice and technical support given matching that of the products themselves.

This encapsulates the company statement and objective which is to be industry leader in the supply of energy-efficient, green technology and cost-effective heating, ventilation and air conditioning products by providing:—

- Energy saving for industrial and commercial buildings;
- Innovative products of acknowledged technical excellence, quality and reliability;
- Superior customer support, from customer enquiry through to system design, implementation, performance and after-sales service.

It was this philosophy which led to the formation of a sister-company called Euro Gas Pak Plant Ltd. Under the stewardship Martin Garvey, this company provides fully-packaged plant rooms. Tailor-made for each application, Euro Gas Pak Plant handles the entire project, from design through to manufacture, delivery to site, installation and commissioning.

It is this dynamic approach which has underpinned the success of Euro Gas to date. It is also the cornerstone upon which future growth will be achieved.

Euro Gas Ireland Ltd

Unit 38B Southern Cross Business Park
 Boghall Road
 Bray Co Wicklow
 Tel: 01 - 286 8244 Fax: 01 - 286 1729
 email: sales@eurogas.ie

driven, Engineered Solutions



Remamax model number 2700 Low No_x condensing boiler

A sample of the Remeha Quinta range of high-efficiency wall hung condenser boilers with extra low NO_x emission

Quality Brands You Can Trust

Remamax Heatnology — Range of modulating, high-efficiency, low-nox, hot water and central heating boilers. Stainless steel heat exchanger is unique;

Qu. Fan Coils — Extensive range of fan coils, both airside and water;

BIB Cochran — Long-established manufacturer of very large industrial steam boilers and heat recovery equipment;

Lochinvar Water Heaters — Water heating products for residential, commercial and industrial applications with emphasis on efficiency and versatility;

Reznor Unit Heaters — Specialists in the design and application of warm air heating and ventilation systems;

Monicam Detectors — Irish-made range of gas-detection equipment;

A1 Bridge Flue Systems — Manufacturer of flue systems, masted systems and fan dilution systems. Full installation service to ISO 9002;

Niche — Direct gas-fired heating and make-up air solutions for industrial, commercial and civic buildings;

Schwank Heaters — Radiant plaque and tube heaters for a wide variety of applications. Renowned over 40 years for trouble-free operation at the lowest possible cost;

Remeha Boilers — Cast iron boilers for oil and gas firing, high-efficiency atmospheric gas boilers, high-efficiency pre-mix gas boilers and calorifiers and leading supplier of condensing technology;

Envirotec Door Curtains — Leading supplier of war air door curtains for retail, commercial and industrial applications.

92 In a formal Gulf War report, the Pentagon said allied bombers destroyed more Iraqi electrical generating facilities than necessary, causing undue postwar hardship on civilians.

92 Fighting erupted in the Bosnian capital of Sarajevo just hours after the warring parties signed a truce amid sniper fire. The UN is powerless to prevent the carnage. The world is shocked, but not shocked enough to act decisively — even after atrocities at a Bosnian Serb prison camp.



92 The worst rioting ever seen erupted in Los Angeles after a Californian all-white jury, acquitted four white police officers of nearly all charges in the videotaped beating of black motorist Rodney King. Fifty-three people eventually died in three days of rioting, looting and murder.

92 Patti Davis, daughter of Ronald and Nancy Reagan, released a statement, before her book *The Way I See It*, hit the shops. She claimed that her mother beat her from a child until she went to college, that her father refused to believe her and that her mother lived in a drug-induced fog. The Reagans denied all allegations and Davis said that denial was a common element in her family.

1993

93 Tony Callaghan of Arcon appointed Chairman of the newly-established Heating, Plumbing & Allied Merchants Association.



93 Cries of "unbelievable" and "unacceptable" ring out at Fingal Heat Ltd creditors meeting in the Grand Hotel, Malahide, Co Dublin.

93 Clyde Systems Ltd unexpectedly announce liquidation. The collapse of such a long-established — and seemingly very successful operation — took most people by surprise.

93 BSNews cover from January 1993.



93 Albert Reynolds and John Major agree a joint policy on NI when they sign The Downing Street Declaration which says if the IRA stops its campaign for three months, Sinn Féin will be allowed to join all-party talks.



93 Boyzone make their debut on the Late Late Show with Gay Byrne.

93 Ireland's first agony aunt, Frankie Byrne, whose legendary programme with its "Dear Frankie" letters of advice was broadcast from 1963 to 1985, passes away.

B.J. Caraher (Distributors) Ltd.
WHOLESALE DISTRIBUTORS OF PLUMBING PRODUCTS

For Brands of Distinction

Since it was founded as a one man business by Brian Caraher in Belfast in 1948, BJ Caraher (Distributors) Ltd has grown into one of the largest and most respected companies in Ireland supplying the plumbing wholesale distribution sector. Focussing primarily on heating and plumbing, the portfolio is all-embracing and includes brands of distinction, known for their quality, innovative designs, and performance excellence.

The BJ Caraher of today is nothing like the original one-man operation in terms of scale and market penetration, but the trading philosophy is still the same. Brian Caraher's ethos was to source and supply quality products, at competitive prices, and to be in a position to deliver to customers on demand. Current Managing Director Aidan Vance and his team adhere rigidly to that principle.

Brian Caraher was a dynamic person. He cut his business teeth selling second-hand engineering plant and machinery for a Belfast-based engineering company. New equipment was hard to come by immediately after the Second World War, but the young Caraher made sure that any up-and-coming new businesses were furnished with good quality second-hand plant and machinery that could be easily adapted for new purposes.

The decision to start on his own came after a major supplier withheld his commission on a very large project. The disillusioned young salesman decided that in future he would be in control of his own destiny and the the rest, as they say, is history.

Given the national scale of the business as it stands today — and the vast portfolio of brand-leading names represented — it's hardly surprising that the original 2500 sq ft Belfast premises has been replaced by a 64,000 sq ft modern warehouse and office complex standing on a 4.5-acres site located in Saintfield, Co Down.

Among the brands represented are:— **Ideal Standard** sanitary ware, baths, water fittings, shower valves, bathroom furniture; **Dolomite** sanitary ware; **Aquatherm** shower valves; **Ramon Solar** water fittings; **Vasari** bathroom furniture; **Albion** calorifiers, domestic cylinders and the **Saturn** Super Duty Aquapak; **Imperial** hot water towel rails; **Matki** shower enclosures; **Flamco Breffco** flue pipe, sealed systems equipment, unvented hot water equipment, pumps; **Carron Phoenix** stainless steel and coloured silk quartz sink tops; **Midland Stom** water fittings and accessories; **Trevi** high-performance shower valves;

Critical to the growth, and continuing success, of BJ Caraher is the importance placed on establishing loyal and trusting relationships with customers and suppliers alike. The company is renowned for the strength of its trading partnerships which, quite apart from the efficiency with which they are conducted, also involve a bit of fun. Make no mistake ... BJ Caraher (Distributors) epitomises professionalism, yet somehow manages to do so in a manner that espouses open and warm inter-personal relationships based on sharing the benefits of each transaction.

BJ Caraher ... for brands of distinction and distinctive service.

1993

BJ Caraher (Distributors) Ltd

Dorphan House,
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Saintfield,
Co Down BT24 7EP
Tel: 048 - 9751 1071 Fax: 048 - 9751 0921
email: sales@bjcaraher.co.uk

& Distinctive Service



From this ...



To this ...



Then this ...

Today BJ Caraher trades from a 64,000 sq ft, purpose-designed office and warehouse complex standing on a 4.5 acre site

- 93 Violence raged throughout South Africa as hundreds of thousands of black people protested the slaying of popular Communist Party chief Chris Hani.
- 93 In Waco, Texas the compound of the religious cult-leader David Koresh was burnt to the ground after a 51-day standoff with US federal agents. Koresh ordered his followers not to surrender themselves or the children. They exchanged gun fire with the US agents instead, with 86 people dying including 17 children. Nine members of the cult escaped.



- 93 Monica Seles, the world's number one women's tennis player, was stabbed in the back and wounded by a self-described fan of second-ranked Steffi Graff during a match in Germany.
- 93 Virgin Radio went on air for the first time in London.
- 93 An estimated 300,000 people took part in a gay rights march on the National Mall in Washington, USA.

- 93 Virgin Radio went on air for the first time in London.
- 93 Take That released It Only Takes A Minute in the US, along with a Take That breakfast cereal box.
- 93 British archaeologists unearthed a 7,000-year-old seafarers village on Dalma Island, UAE. They said it was the first major settlement of the Ubaid period in that area.

1994

94 Football fever strikes entire industry ... Ireland's success in qualifying for the 1994 World Cup heralded a plethora of promotions and competitions aimed at specifiers and installers alike.



94 Kentz Group examiner Hugh Cooney's interim report confirms creditors worst fears that much of the Group's individual companies cannot be saved. As we went to press in January the deficit was said to be close to 50 million Irish Punts.

94 Barlo acquires Kingspan Vchu

94 Coolair acquires the assets, work in progress and goodwill of ailing Aircare.

94 Dan Chambers unveiled the first of a new line in air handling units to be made under a licensing agreement with Roof Units.

94 Brendan Stack, highly-respected and popular industry stalwart, retires from BSS.

94 Senior Catholic clergy are harshly criticised over a paedophile priest scandal. There is outrage over a delay in extraditing Fr Brendan Smyth to the North.

94 Martin "The General" Cahill is shot dead in his car on the street in Ranelagh by a man posing as a council worker on a motorcycle driven by an accomplice. The IRA admitted responsibility for "the execution of a crime lord".

mark[®]

Best For Indoor

Mark BV is a name widely know and respected throughout Europe as a leading player in air movement technology. Based in Holland, it has a wholly-owned subsidiary called Mark Eire BV which has operated out of Coolea, Macroom, Co Cork since 1987.

For most of that time Mike Donoghue has been at the helm. Indeed, an ability to retain staff for many years is a particular strength of Mark Eire, the experience, expertise and depth of technical know-how it represents proving an invaluable resource.

New products and new applications are the lifeblood of any business but, in Mark Eire's case, this philosophy has led to innovative developments coming on stream at very regular intervals. Mark has also invested in plant and equipment. Just recently it embarked on a major expansion programme which includes the erection of a new factory, installation of new, state-of-the-art manufacturing equipment, and new management procedures which entail manufacturing certain product lines for stock.

The €2 million programme is already underway and, when completed, will see combined production, office and warehousing facilities all housed within a covered complex standing on 60,000 sq ft.

Investment in research and development has also increased, fully-qualified graduates now working on various projects which will gradually come to the marketplace over the coming months and years. Particular emphasis is being focussed on life-cycle costs and eco-friendly features.

Condensing-modulating gas unit air heaters are a typical case in point. These units are up to 33 % more efficient than conventional air heaters and, with complete combustion of gas, carbon dioxide (CO₂) and water (H₂O) are by-products. In a standard (unit) air heater the flue products are +/- 250 °C and the water produced is in the form of vapour. This is lost through the flue as well as 33% of the heat produced.

Premix technology, together with an energy-saving combustion chamber and heat exchanger, cool down the flue gases to 35 °C - 50 °C, especially when modulating, at which point the flue gases are converted to liquid again (H₂O). The energy normally lost through the flue is therefore saved.

At temperatures of 35 °C - 50 °C no heat is lost through the housing of the unit. Because of these savings, and the nett value of the gas used in calculation, you get greater than 106% efficiency, a calculated average yearly efficiency of 103%.

So, while casting a brief eye on past growth and expansion, Mark Eire is nonetheless very firmly focussed on developing products and systems such as the above to meet the future needs of its existing and new customer base.

1994

Mark Éire Bv

Coolea
Macroon
Co Cork

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email: sales@markeire.com

web: www.mark.nl

Environmental Technology**PRODUCT PORTFOLIO**

- FÖHN — Gas/Oil-fired Air Heater
- Module — Gas/Oil-fired Air Heating Module System
- GS+ — Gas-fired Ecological High-efficiency Unit Air Heater
- GS/GC/G/Rooftop — Gas-fired Unit Air Heater/Gas-fired Rooftop Unit
- Calflo — Gas-fired Make Up Air Unit
- Distri Air — Air Supply System
- Infra/Infra Mono — Gas-fired Black Tube Radiant Heating
- Infra Line — Gas-fired Radiant Heating System (max. length 50m)
- Infra Aqua — Hot Water Radiant Panel
- Tanner MDA — Hot Water or Steam Unit Air Heater
- Tanner FBA/ZDA — Hot Water Unit Air Heater
- Tanner LGD — Hot Water Unit Air Curtain
- Klimat — AHUs
- Ecofan — Ventilation or De-stratification Unit
- Dryflo — Process Burner Unit
- Ventilation MDV — Roof Fans
- Bender — Hydraulic Pipe Bending Machine (3/8" — 4")

94 Genocide was unleashed in Rwanda after a plane crash claimed the lives of the presidents of Rwanda and Burundi. In the months that followed Hutu gangs launched a genocidal rampage against the Tutsi people. Hundreds of thousands of Tutsi were slaughtered. Of those that could physically flee over the border into Zaire they were faced with huge refugee camps that lacked food, water and medicines.

94 Kurt Cobain, lead-singer with Nirvana, was found dead in his home from a self-inflicted gunshot wound to the head. His body was discovered by an electrician who was working at his house. At the same time his wife, Courtney Love, was arrested after a reported drug overdose at their home. She wasn't aware that her husband lay dead in another part of the house.



94 Ayrton Senna, three times world F-1 auto racing champion, died after a high-speed crash in the San Marino (Italy) Grand Prix.



94 Singapore carried out a controversial caning sentence — four strokes with a cane — on US teenager Michael Fay for vandalism.

1995

95 The untimely death of the late Jim O'Reilly of Veba in a car accident was a massive shock to the industry. Apart from his professionalism, Jim was a friend to all ... big-hearted and a big softie.

95 Heatmerchants acquire Jim O'Connell Heating & Plumbing of Cork.



95 Declan Kissane — now a Director of Hevac Ltd — appointed Hevac Domestic Heating Division Manager in January 1995.

95 JJ Sampson & Son — now Danfoss Ireland — celebrate 75 years.

95 A mass rally of the whole Irish Press Newspaper workforce takes place through the centre of Dublin in a demonstration of unified protest against the planned closure of the newspaper group.

95 More than 100 people are evacuated from The Kitchen nightclub, Clarence Hotel, Dublin after a fire is spotted on the roof. No injuries or fatalities are reported.

95 Ireland's mobile telephone boom begins. The telephone market is opened up to competition.

95 After nine years, two world cup finals and one European final, Ireland says goodbye to Jack Charlton.

95 Ireland's Hepatitis C scandal goes back over 18-years. Hundreds of people have been infected by contaminated blood products. Despite repeated warnings, health officials had failed to act. There is widespread anger at the conduct of State authorities.

1995



Contacts

Tom Marren, Managing Director
Carl Dumbleton, Sales Manager

Engineered HVAC Solutions

Marren Engineering was established in 1998 and has grown considerably since then. The success achieved to date reflects the unique mix of engineering expertise, design capabilities, and quality-engineered products brought to bear on each project.

There are three distinct operational centres within the company — Marren Contracting, Marren Sales and Marren Maintenance. What underpins the activity of each, and cements and strengthens their inter-trading, is adherence to a strict code of engineering excellence. From the outset of each project Marren Engineering's team of fully-qualified building services engineers emphasise the importance of providing engineered air conditioning and refrigeration solutions, whatever the particular application.

With 37 direct employees and 13 service vehicles on the road, Marren Contracting, Marren Sales and Marren Maintenance represent the cutting-edge of Ireland's building services sector. All employees are highly-qualified; undergo regular educational updates; work according to clearly-defined management structures; adhere to strict operational procedures; and carry out their duties in accordance with recognised Best Practice in respect of safety and environmental issues.

That said, this emphasis on quality does not result in an austere, rigid service. Flexibility and even friendliness are the hallmarks of working with all three of the Marren operational centres. A solution can be devised — and provided — no matter what the circumstances. Moreover, it is done in a cost-effective, energy-efficient, and environment-friendly manner.

Marren Contracting

Marren Contracting handles the supply and installation of leading-brand products such as Mitsubishi Electric and Edpac. Using the experience and technical expertise of its highly-qualified engineers, coupled with advanced CAD design systems, it devises the most efficient and cost-effective solutions.

Marren Contracting also offers a range of precision-designed Edpac controls. These are critical to ensure the optimum performance of the installed system and are manufactured in accordance with IS/ISO9001/EN29001 (1992). They also conform to CE requirements.

Marren Sales

Marren Sales is responsible for the supply only of equally high-profile brands such as McQuay. The McQuay range of chillers covers all manner of applications offering higher efficiencies, greater performance, and lower noise emissions. These advantages are a result of the use of HFC 134a which, additionally, is less environmentally harmful. Capacities go from 8kW to 10mW. Products in the range include chillers, air handling units, fan coil units, water-sourced heat

Marren Maintenance

As the name implies, Marren Maintenance is the after-sales and maintenance arm of the company. While engineering excellence is the underlying theme with all Marren Engineering operations, perhaps it is most evident in the services provided by Marren Maintenance. Maintenance, and especially preventative maintenance, is essential to ensure that the many problems associated with system downtime are eliminated. That said, the unexpected can also occur. In such instances Marren Maintenance has a rapid-response team who are on 24-hour standby.

Marren Engineering Limited

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Email: info@marrenengineering.ie



The McQuay chiller



The McQuay Vision air handling unit



The McQuay water source heat pump (WSHP) system



95 In a move that stunned the business world, billionaire Kirk Kerkorian and former Chrysler Chairman, Lee Iacocca made an unsolicited \$22.8 billion-dollar bid to buy the nation's third largest automaker. Chrysler responded that it wasn't for sale.

93 The UN Security Council gave permission to Iraq, still under sanctions for its invasion of Kuwait, to sell \$2 billion worth of oil to buy food, medicine and other supplies. Iraq rejected the offer.

95 The Federal Building in Oklahoma City was destroyed by a car-bomb of an estimated 5000 lbs. Timothy McVeigh was charged with the terrorist murder of 169 people including 19 children and a nurse injured in rescue efforts.



95 Jacques Chirac, the conservative mayor of Paris, won France's presidency after his third attempt, ending a 14-year Socialist grip on the presidency.

95 World leaders marked the 50th anniversary of the end of World War II in Europe with three days of emotional Victory Day celebrations.

95 Actor Christopher Reeve, better known as Superman, was paralysed when thrown from his horse during a jumping event in Virginia.

95 After nine months on trial for murder, OJ Simpson awaits the verdict. The murder victims families are distraught at the outcome — he was found not guilty of murder.

96 Receiver appointed to Walker Air Conditioning on 5 July 1996. This marked the end of an era as the company was the training ground for personnel who went on to form ac ventures of their own. Most of the independently-owned ac and refrigeration companies which now make up the industry are led by former Walker Air Conditioning employees.

96 Tallaght Hospital project fails to deliver bonanza. While a handful of companies in the services sector did well out of this major development, a pattern of unrealistic tender prices for much of the work led to quite a number of companies going into liquidation.

96 VMRA celebrates Golden Jubilee.

96 Carrier appoints Core Air Conditioning, new company led by Managing Director Austin McDermot.

96 Building services grand prix — Merriott and BSNews go-karting series proves immensely popular.



96 17-year-old Bernadette O'Brien died the day after being injured "body surfing" at The Smashing Pumpkins gig in The Point, Dublin.

96 Journalist Veronica Guerin is murdered in Dublin



EUROFLUID

HANDLING SYSTEMS LTD.

Contacts

Stephen Costelloe
Cahir O'Donnell
Liam Trundle

Advancing Technology Boundaries

Euro Fluid Handling Systems is a relatively small company yet it represents a portfolio of leading-brands, multi-national manufacturers, and has been involved in some of Ireland's most prestigious projects. Established by Managing Director Bernard Costelloe in 1989, it very quickly gained a reputation of note for the provision of combined hot water packages; the manufacture of customised pump booster sets; and of course the supply of individual products from its principal suppliers.

Key to its initial success — and the cornerstone upon which continued growth has been maintained over the years — is the quality of service provided. At Euro Fluid Handling Systems the emphasis is not on matching customers' needs to available products but rather vice-versa. The wealth of in-house experience and technical expertise, which adds up to almost 100 years across all personnel, is married to the vast resources of its suppliers to devise the most appropriate solution for each application.

"We go to great lengths to tease out the precise end-use application and then devise a customised package specifically tailored to satisfy that need", says Bernard. "In doing so we ensure that the solution implemented is cost-effective to install and run, while also giving optimum performance."

This is especially true in respect of Euro Fluid Handling Systems' Europak Booster Sets. Manufactured under strict quality control procedures within its own workshop, these units are, by definition, purpose-designed and carefully assembled and engineered to meet a specific requirement.

The products and resources of the principal manufacturers represented play an integral role in this process, the engineering skills of Euro Fluid personnel ensuring that they combine efficiently to make up the finished product.

Another major development in this respect is the development of an own-brand piezo controlled pressurisation unit in conjunction with Flamco. This is a complete package incorporating everything required, and available at a very competitive price.

Inter-personal relationships are critical in this respect. To provide the optimum quality service Euro Fluid engineers are also taught to listen, to probe and question intelligently, so that they understand fully what is required for any given scenario.

That they are successful in this endeavour is evidenced by the tremendous success the company has enjoyed to date. It is also reflected in the longevity of relationships it enjoys with its trading partners, be they suppliers, consultants or end-user clients.

In celebrating 15 years in business Euro Fluid Handling Systems is not concerned with being retrospective and reflecting on past achievements but is very firmly focussed on securing its future by strengthening still further the core values it has espoused to date.



SONDEX



Flamco



GRUNDFOS

Euro Fluid Handling Systems Ltd

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The ACV HeatMaster combined boilers and water heaters



Sondex plate-heat exchangers and fresh water generators

MANUFACTURERS OF EUROPAK

- Mains water packaged booster sets
- Fire hose-reel booster sets
- Oil transfer pump sets
- Condense recovery sets
- Pressurisation equipment
- Packaged hot water transfer sets
- Packaged steam/water transfer sets



The Grundfos Hydro Multi-E booster set



Flamco calorifiers, buffers and storage vessels

1996

- 96 Kuala Lumpur's Petronas Towers were declared the world's tallest buildings by a committee of experts meeting in the shadow of the previous title-holder, Chicago's Sears Tower.



- 96 Prince Andrew, and his wife Sarah Ferguson, popularly known as Fergie, announced they were to divorce after 10 years of marriage.

- 96 Britain's Spice Girls are the most successful pop act of 1996. Wannabe is one of three Number One hits for "girl power".



- 96 A fire at the home of Eric Clapton caused over £1.5 million sterling worth of damage when firemen arrived on the scene they found Clapton braving the blaze to save his collection of guitars.



- 96 Oasis became the fastest selling group in UK history after all 330,000 tickets for their summer shows sold out in just nine hours.

1996

1997

97 Champagne corks popped on the M50 as Armitage Shanks celebrated the opening of its new, purpose-designed showrooms and office complex in Ballymount, Dublin 12.

97 Skills shortage begins to bite as the market recovery gathers momentum. Little or no investment in apprentices and training during the previous decade comes home to roost.

97 BSNews carries 32-page, full-colour, Chadwicks Plumb Centre profile

97 While very sad, the death of Bob Couchman — industry father-figure and BSNews contributor in all its guises — left a legacy of wonderful memories of a gentleman, industry innovator, and solid fuel heating champion.



97 The British government orders the deployment of the SAS in Mid-Ulster in a bid to thwart another Loyalist Volunteer Force outrage, as IRA commanders in Tyrone meet in emergency session in an effort to keep the lid on the Provo ceasefire.

97 St Stephen's Day fox hunts are marked by major animal welfare protests, with Gardai forced to separate hunt supporters and animal welfare activists.

97 In one of the worst storms in living memory, seven people die and many others are injured as hurricane-force winds wreak havoc across the country.

Applying the Resources of Multi-Nationals To Irish Needs

Originally established as Myson Ireland in 1972 to distribute Myson valves and radiators in Ireland, the company became Potterton Myson Ireland (PMI) in 1993 and immediately added the extensive Potterton boiler range to its portfolio. The Potterton and Myson names already had a very strong market standing but, with PMI's carefully-devised management and marketing strategy, the brands have made considerable market share gains over the last decade.

PMI is a wholly-owned subsidiary of Baxi Group, one of Europe's leading manufacturers of quality hot water solutions. From boilers to water heaters, showers to combined heat and power units, the Group is at the leading edge in technology in its field.

PMI sells and distributes Group products such as Potterton domestic and commercial boilers; Myson-branded equipment such as radiators, towel warmers, fan convectors, valves and controls; Heatrae Sadia and Santon residential, commercial and industrial electric water heaters; and also sells and distributes products for Circulating Pumps Ltd in the Irish market.

Originally founded 1850 by Thomas Potterton, the Potterton name has become synonymous with top-quality, high-specification products that are easy to install and reliable in service. All Potterton products benefit from world class manufacturing skills and one of the largest and most experienced research and development teams in the industry. They are designed to be inherently reliable and to meet the needs of the most demanding user.

Myson is one of the oldest and most respected names in heating with a history stretching back to the early 1960s. Today, as part of the Rettig Group, Myson has factories in the UK and Newcastle West in Ireland, manufacturing radiators, fan convectors, underfloor heating, towel warmers and heating controls.

Heatrae Sadia is one of the largest manufacturers of electric water heating products in Europe. Established over 75 years ago, it is a trading division of Baxi Heating UK Ltd, which is also part of Baxi Group, and has a €1 billion turnover.

Taken together, the PMI product portfolio represents an enviable collection of highly advanced, innovative products from some of the world's longest-established and progressive names in heating and controls. Virtually all segments of the market are catered for, new products constantly coming on stream.

However, PMI is not merely about products. Allied to this product armoury is a dedicated team of highly-qualified sales, marketing and technical support engineers. PMI aims to provide the very highest levels of customer satisfaction. Its purpose-designed flagship headquarters in the Belgard Road, Dublin, houses offices, warehousing, and a large stock of spare parts.

There is also a state-of-the-art training centre where installers and staff from stockists regularly attend, and participate in, technical briefings, products demonstrations, etc. A telephone technical support desk is also provided to deal with technical queries.

Potterton Myson Ireland ... bringing the resources of brand-leading, multi-million euro international conglomerates to bear on the needs of the Irish marketplace.



1997

Potterton Myson (Ireland) Ltd

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email: post@potterton-myson.ie

www.potterton-myson.ie

Potterton Commercial Paramount Boiler



Myson MEP 2c Dual Channel Programmer



Potterton Acapella Radiator



Myson underfloor heating



The full range of Heatrae Sadia products



- 97 While on tour in the UK, Fun Lovin' Criminals drummer Stephen Borovini received a police caution after he was arrested on suspicion of making obscene phone calls to women working in gyms in the Leeds area.
- 97 Tiger Woods became the youngest golfer to win the Masters Tournament.



- 97 The ashes of 1960s LSD guru Timothy Leary and Star Trek creator Gene Roddenberry were blasted into space in the world's first space funeral.
- 97 Club boss Paul Donavan was fined over £2,000 after being found guilty of tricking fans that he had Peter Andre appearing at his club in the West Midlands. He had in fact an act called Peter Andrex, a puppet who threw toilet rolls.



- 97 Hong Kong officially opened the world's longest road-rail suspension bridge, linking the colony to its new offshore airport.
- 97 18 years of Conservative Party rule in Great Britain ended with a Labour Party landslide victory in the elections. It allowed party leader Tony Blair to succeed John Major as prime minister.

- 98 JJ Sampson & Sons — who have had a close working partnership with Danfoss for nearly half a century — have finally taken over and become Danfoss Ireland.
- 98 Sean Mulcahy, so often mistaken for an architect, is elected Honorary Member of the RIAI.
- 98 Fred Cooney finally stands aside for sons Mark and Brian so that he can enjoy his passion for outdoor pursuits.

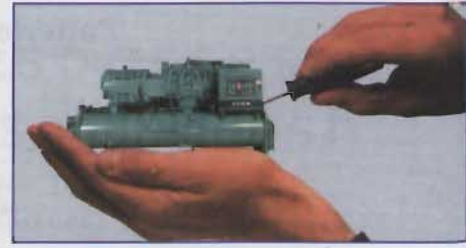


- 98 Building boom continues with pro-rata increase in demand for building services.
- 98 Tony Cusack appointed Managing Director of Wilo Engineering.



- 98 In a landmark ruling on army hearing disability cases — immediately interpreted as a disaster for soldiers with noise-induced deafness — the High Court lays down a compensation marker of £1,500 per 1% loss of hearing.
- 98 Triple Olympic champion, Michelle de Bruin, is banned for four years by FINA, the swimming's world governing body, for tampering with a urine sample.

RESPONSE AND RESPONSIBILITY



Engineered Solutions That Stretch

York International is the world's largest independent manufacturer of air conditioning and refrigeration systems with a network of dedicated, wholly-owned sales and service outlets in over 120 countries worldwide.

York ACR Ltd in Ireland is a typical example with its unrivalled wealth of experience and skills across the total spectrum of the industry. It is at the forefront in providing pioneering and innovative engineered systems solutions to meet the exacting requirements of the commercial, industrial and specialist electronic, microchip, medical and pharmaceutical industries. This, coupled with a diverse product portfolio and the ability to tap in to the massive bank of international expertise and know-how at its disposal, is what sets the company apart from its competitors.

Substantial funds have been invested in York ACR's purpose-built headquarters at the prestigious Citywest Business Campus in Dublin which houses offices, warehousing and workshops. Additionally, there is the company's satellite branch in Cork which serves the Munster region.

Somewhat uniquely, York ACR enjoys all the benefits of being part of a global, market-leading brand while, at the same time, being free to operate autonomously at local level. This is critical to the company's success in Ireland ... bringing trans-national experience and expertise to bear in a tailored manner to suit the specific needs of the Irish marketplace.

Full turn-key installations can be provided to include system design, plant selection, installation and commissioning. Additionally, York ACR's integrated system network offers design, project management and engineering capability for chiller sequencing, energy management and process control.

Equally important is after-sales service and preventative maintenance. Service, commissioning, maintenance and retrofit is an essential ingredient in York ACR's armoury when delivering engineered systems solutions. Product knowledge, experience and continuous professional development are the prime requirements in this respect and all York ACR engineers undergo training upgrades, educational and practical hands-on courses on a regular basis.

The entire country is catered for with engineers available for call-out, 24 hours a day, 365 days of the year. A 2-hour response time is guaranteed in most regions, with a maximum of three hours for all other areas.

Extensive spares are held in stock with the more uncommon items available on an overnight DHL service which operates daily between York's UK centre and Dublin.

While the Engineered Systems Group is responsible for all sales within the company, it works in close partnership with the Service Division to ensure that, whatever the client's requirements, a customised, cost-effective and energy-efficient solution is provided.

York ACR ... delivering Total Engineered Systems Solutions.

York ACR International Ltd
 Citywest Business Park, Naas Road, Dublin 22
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Unit 19, University Hall Industrial Park, Sarsfield Road, Wilton, Cork
 Tel: 021 - 434 6580 Fax: 021 - 434 6586

Web: www.york.com

The Boundaries of Technology



PRODUCT TYPES

- Chillers
- Condensing Units
- Air Handling Units
- Close Control Units
- Rooftop Units
- Fan Coil Units

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98 Linda McCartney, wife of former Beatle Paul McCartney, dies of breast cancer. Linda had been a champion for animal rights, and was a vegetarian long before it was fashionable. She supported many animal rights issues, and launched a successful line of vegetarian frozen entrees.

98 18-year-old Michael Owen became the youngest ever player to score a goal for England, in a game against Morocco.

98 Federal Judge Norma Holloway Johnson ruled that members of the US Secret Service could be required to testify before a grand jury investigating President Clinton's relationship with former White House intern Monica Lewinsky.



98 James Earl Ray, who confessed to assassinating Reverend Martin Luther King Jr. in 1968 and then insisted he was framed, died at a Nashville hospital at the age of 70 years.

98 Autumn Jackson began serving a 26-month prison term for her attempted extortion of comedian Bill Cosby of The Cosby Show fame. Ms Jackson claimed that Cosby was her father.

99 Skills shortage begins to reflect on labour rates. With something like 24 million sq ft of office space in the supply pipeline in October 1999, the industry was just beginning to realise that boom is all very well but, can we handle it?

99 Ideal Standard acquires Armitage Shanks ... Wolsley plc acquires Heatmerchants and Tubs & Tiles.

99 Mitsubishi Heavy Industries portfolio becomes available through 3D Air Sales (Ireland) with Michael Clancy at the helm.

99 Statutory Regulations in relation to air quality, air movement and ventilation now being actively enforced. Thought to be severe then, who would have foreseen the total smoking ban imposed just five years later!

99 CIF Specialist Contract Document introduced.

99 Noel Traynor remembers ... and looks forward.



99 British actor Oliver Reeds remains arrive in Ireland and are taken to the North Cork town of Buttevant, not far from his Castle McCarthy home in nearby Churchtown.

99 It is announced by Bord Gáis that the freeze on gas prices put into effect in 1984 will remain until at least 2003.

99 The Cabinet approves the construction of Ireland's first 50 metre swimming pool at the University of Limerick.



Next Generation Air Filters

Established in 1995 as a small family business by husband and wife team, Donal and Áine McGoey, Delta Filtration Ltd of Kilmallock, Co Limerick, has grown in less than a decade to become Europe's leading independent supplier of semi-finished and private-label air filtration products. Export-driven from the outset with a target to supply semi-finished filtration products to the UK, the company now employs 30 people working over a 3-shift daily cycle to serve its ever-expanding presence in over 40 countries worldwide. Users of Delta Filtration products include Harrods of London, Ministry of Defence UK, 3M, Singapore, and Panasonic, Japan.

Flushed with this success the company has now turned its attention to the Irish market. To that end it has appointed Donal Lynch Sales Manager (Ireland) with a specific brief to promote and develop sales of the extensive product range throughout all of Ireland.

Under the supervision of Production Director Denis McCarthy, Delta Filtration has invested significantly in plant and equipment over the years and has always been to the forefront in employing the latest and most advanced manufacturing techniques. It uses an ultra-sonic welding process and, as an ISO 9000 registered company, puts every single product coming off the line through a rigorous inspection and testing procedure.

Most of Delta Filtration's portfolio is 100% synthetic, containing no glass fibre. Efficiency ratings are excellent, each product being certified for compliance for the specific application, including UL certification. There are five primary product categories:—

Del-Pleat

This extended surface pleated panel filter can be used in a wide range of residential, commercial and industrial air filter systems. Available in both standard and special sizes in depths of 1", 2" or 4", the Del-Pleat panel filter is constructed from pleated filter media enclosed in a cardboard frame;

Delta UltraSeal Bag Filter

The Delta UltraSeal Bag is a revolutionary synthetic, extended surface, high-capacity air filter designed for situations requiring the highest degree of air cleanliness. It consists of a number of individual pockets, enclosed in a corrosion-resistant metal frame. Standard and non-standard sizes are available in all filter efficiency grades;

C-Cell

Pleated filter made from 100% polypropylene filter media produced using a modified meltblown process. Extremely durable with high compressive strength in the airflow direction, it is tested to a burst strength of 6250 Pa. The unique V configuration ensures low initial resistance and a longer lifespan;

V-Cell

Delta V-Cell follows the successful line of the C-Cell. It is a cartridge-type rigid bag filter containing 14 m sq of media in the form of eight individual slabs of 22mm-deep pleated media. Ideal for all HVAC or gas turbine applications.

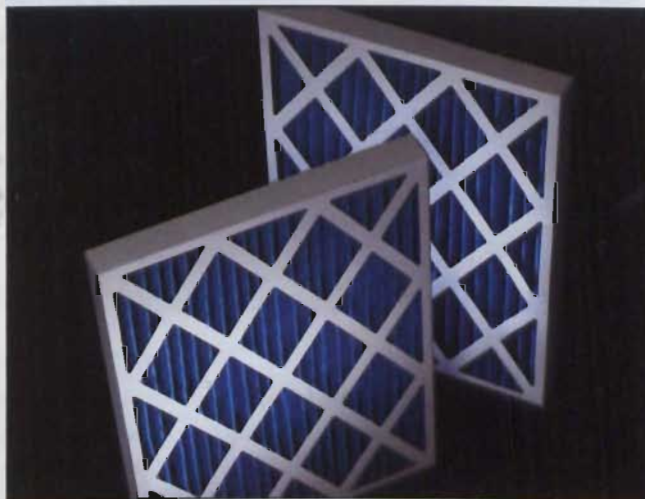
However, the Delta Filtration portfolio is not made up entirely of own-manufactured products. The company also distributes a number of leading-brand ranges for specialist applications, such as hepa filters for cleanrooms and hospitals, and the renowned Filtrair BV range of spraybooth media.

Operating out of purpose-designed premises in Kilmallock, Co Limerick, Delta Filtration has enjoyed considerable success on the export front and is now set to emulate that by becoming the leading supplier of air filtration products to the Irish marketplace.

Delta Filtration Ltd
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 Kilmallock,
 Co Limerick
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 Contact: Donal Lynch



Delta UltraSeal Bag Filter



Delta extended surface pleated panel heater



Delta hepa filter for cleanroom applications

- 99 Astronomers announced they had discovered evidence of a solar system in the constellation Andromeda. It was the only known solar system other than our own.
- 99 Students Eric Harris and Dylan Klebold shot and killed 12 classmates and one teacher before taking their own lives at Columbine High School in Littleton, Colorado, USA. A day after the shooting memorial services were held across the city, and counsellors offered support to grieving students, parents, friends and family.
- 99 On the first day of a 50th anniversary NATO summit in Washington, Western leaders pledged to intensify military strikes against Yugoslavia and vowed no compromise on demands that Slobodan Milosevic withdraw his troops from Kosovo.
- 99 Former Crimewatch and Holiday presenter Jill Dando was found dead with a gunshot wound to the head, on the doorstep of her Fulham, London home.



- 99 Following months of media hype, promotional gimmicks, and thousands of ardent fans camping out in front of theatres to buy tickets, George Lucas's much-anticipated Star Wars: Episode One - The Phantom Menace opened in theatres across the US. The film starred Liam Neeson, Ewan McGregor, and Natalie Portman.



Contacts

Austin McDermott, Managing Director
Shane Satell, Sales Engineer
Kevin Myler, Sales Engineer

Strength In Partnerships ...

While relatively young in company terms — Core Air Conditioning was established in 1996 — the combined knowledge and experience of company personnel represents something like 120 years. Moreover, the diversity and all-embracing nature of this knowledge base and experience means that virtually all possible permutations are catered for. This is an invaluable resource and one which Managing Director Austin McDermott has effectively applied to the marketplace to carve out a significant market share of the air movement sector.

Quality of service coupled with quality products from brand-leading names — Carrier, Liebert Hiross and LG — is the cornerstone upon which success to date has been achieved. Core Air Conditioning is ultra-professional in its dealings with suppliers and clients alike, yet somehow manages to do so in a friendly, flexible manner. Structured systems do not mean rigid practices. Indeed, Core's ability to adapt and change to devise the most appropriate solutions to suit individual situations is well known.

The extensive scope of the product portfolio facilitates this approach. Individually, any one of the principals represented offers a myriad of air movement solutions. Taken together, they are a formidable armoury in satisfying clients' needs.

Core Air Conditioning is all about partnerships ... the partnership between management and installers; the partnership with clients; and the partnership with suppliers. Effectively, Core Air Conditioning acts as the conduit through which the clients' needs are matched with the appropriate suppliers products to provide the most effective, energy-efficient, air movement solutions.

Brief details of its principal product ranges are as follows:—

Carrier

From the time Willis Haviland Carrier invented the basics of modern air conditioning in 1902, Carrier has been the world leader in the manufacture and sale of heating, ventilating, air conditioning, hvac systems and products. He truly created a century of possibilities that is now embodied in the extensive and diverse Carrier portfolio of today. Moreover, his invention also made possible incredible improvements in health care, manufacturing processes, research, building capacities, food preservation, art and historical conservation, general productivity, indoor comfort and much more.

LG Electronics

LG Electronics is one of the world's leading electronics manufacturers, producing a wide range of air conditioning products, consumer electronics and IT products. It has an established reputation for pioneering industry innovations, especially in air conditioning. Today's LG range — and scope of applications — is vast, catering for all conceivable air conditioning requirements.

Liebert Hiross

Liebert Hiross is synonymous with high-performance air conditioning systems. A typical example is the unique Hirovisor concept which allows the user visualise and manage one or more installations of Liebert Hiross air conditioning units, superchillers and UPs, from one central point, the PC, where the software applications run.

After the so-called Tiger Economy years, there are initial signs that boom is slowing down. This, paradoxically, is actually welcomed. The frenetic pace and relentless pressure of recent years has left everyone frazzled and asking ... is all this really worth it?

BSNews asks ... is building services the Cinderella of Ireland's construction boom? It is becoming increasingly apparent that product and service providers in the building services sector have not made the type of returns that the construction sector at large has out of the boom.

Trane Air Conditioning opens Irish office with Aidan Flannery at the helm.

RIBEC — the Register of Irish Boiler Engineering Contractors — is formed.



Large crowds turn out in Fenit, Co. Kerry, where President Mary McAleese officially christens the three-masted, famine ship replica, the Jeanie Johnston. Over budget and deeply in debt, the departure of millennium ship, Jeanie Johnston, is further postponed.

Joey Dunlop, motorcycle racer and humanitarian worker, dies in an accident during a race in Estonia.

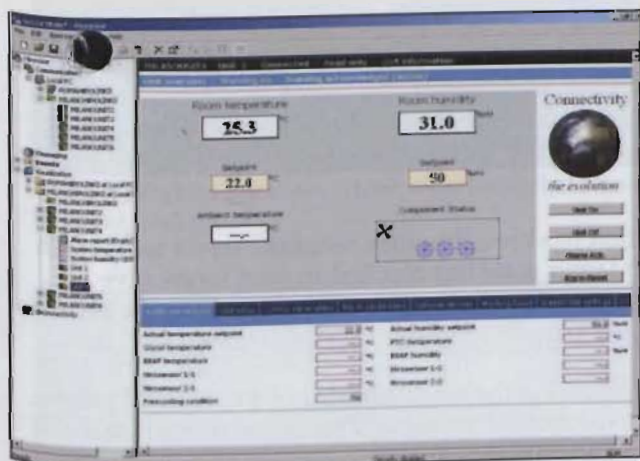


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 email: info@coreac.com Web: www.coreac.com



LG Art Cool range of air conditioning products which more closely resemble a designer wall-hanging than an ac unit

Carrier XPower ... top performance, maximum flexibility



Hirovisor — Total reliability in controls and communication from Libert Hiross



00 Scientists discovered the longest comet on record. It had a tail of over 350 million miles long - almost four times the distance from the sun to Earth.

00 British Nuclear Fuels admitted breaking safety regulations after three of its workers were injured in an acid leak at its Sellafield nuclear plant.

00 A coroner sought permission to hold inquiries into the deaths of 23 suspected victims of killer GP Harold Shipman.

00 A blaze swept through James Brown Enterprises, the office that co-ordinates the superstar's tours. Nobody was injured, but memorabilia and live tapes were destroyed in the blaze. An employee was later arrested charged with arson.



00 Vladimir Putin was sworn in as Russia's second president in the first democratic transfer of executive power in the nation's 1,000-year history.

00 At least seven people died and over 70 were injured after the WAGN 1245 service from London to Kings Lynn crashed at Potters Bar in Hertfordshire. Three of the four carriages derailed and one ploughed along the platform and smashed into a bridge.

- 01 Tony Harmon of Tony Harmon Services celebrates many years in the business with the appointment of extra personnel and the implementation of a new operating and management structure.



- 01 Pressure Equipment Directive and other legislation covering refrigeration and air conditioning begins to bite.
- 01 RVR, the Kenmare-based manufacturer of HVAC equipment, opens second production facility in Killorglin.
- 01 York global strategists meet in Dublin.
- 01 It is announced that the Irish immigration authorities are to open special visa offices in Beijing and Moscow. The move is aimed at speeding up the entry of Chinese and Russian workers and students to Ireland.
- 01 More than 340,000 provisional license drivers miss out on the new Driver Theory Test because test centres would not be able to handle the flood of applications.
- 01 One of Ireland's best loved actors, Joe Lynch, best known for his role as Dinny in Glenroe, dies after being taken ill at his holiday home in Spain. Family and close friends gather in the resort of Alicante for the cremation.
- 01 The Taoiseach and Tánaiste urge Irish workers not to panic as computer giant Gateway signals a shutdown of Irish operations with 900 job losses.

AMERICAN
STANDARD
COMPANIES

Bathrooms of Distinction ...

While American Standard Plumbing (Ireland) was only established in 1999, the brands it represents — Armitage Shanks, Ideal Standard, Trevi Showers, Qualitas, Sottini, Dolomite, Borma and Jado — have had a major presence in Ireland for decades. Indeed, some of them date back literally to the last century and are regarded as pioneering originators of modern-day sanitaryware.

American Standard is the world's largest global manufacturer of bathroom equipment and fixtures with a history that dates back to 1875 when The Standard Sanitary Manufacturing Company made cast-iron bathtubs, washstands and water closets in Pittsburgh, Pennsylvania. While the roots are American, today the business is truly global with products ranging from exquisite luxury designs to everyday styles for the budget-conscious market segment.

American Standard Plumbing (Ireland) came about following the acquisition of Armitage Shanks and Qualitas by American Standard back in 1999. Initially, all of the above-named brands continued to trade independently, being sold through two dedicated sales teams. However, they are all now encompassed within the one trading entity.

The establishment of American Standard Plumbing (Ireland) Ltd brought about a number of key benefits for customers, the most important being the creation of a combined sales force operating over a dedicated geographical area selling all brands. This bringing together of the two teams means a greater concentration of expertise throughout the entire country.

In addition, many of the products are now stocked at the company's distribution centre in Dublin, further improving the level of service to customers, especially with regard to product availability and order fulfilment. These reduced lead times are already being experienced and will improve still further as new, more streamlined, logistics procedures are fully implemented.

Another very important benefit is the striking headquarters building — incorporating dramatic product presentations in the purpose-designed showroom — which occupies a prime site in Ballymount, Dublin 12. Ideally located just off the M50, it is easily accessible from all sides of the city, and is perfect too for those travelling from the south, north and west of the country.

Being part of such a massive organisation has brought other benefits. Access to research and development resources on a much larger scale has resulted in new, innovative designs and products coming on stream, thereby making for a far more dynamic and pro-active operation.

Complementing these product developments is the establishment of a Creative Design Team whose brief is to offer customers specialised advice and technical support to assist them in choosing the most appropriate products and systems for their particular requirement. This holds true right across the entire range of brands and covers all manner of applications, be they domestic or commercial.

As such, American Standard Plumbing (Ireland) represents a formidable array of sanitaryware fixtures and fittings from some of the world's leading manufacturers. The choice of product offered is vast and caters for all market segments, from the ultra-luxurious to the budget-price category. However, what is common throughout is quality and value-for-money.

American Standard Plumbing (Ireland) Ltd

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Dublin 12

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web: www.thebluebook.co.uk

Art : Design : Sculpture



Today's state-of-the-art multi-million euro, purpose-designed, headquarters in Ballymount, Dublin 12



The first Dublin premises which were located at Cookstown, Tallaght, Dublin 24



The original manufacturing plant in Arklow, Co Wicklow

*Armitage
Shanks*

*Ideal
Standard*

Qualitas
by Armitage Shanks

TREVI
by Ideal-Standard

BORMA

Sottini

JADO

Dolomite

- 01 On September 11 four US planes hijacked by terrorists crashed into the World Trade Center, the Pentagon and a field in Pennsylvania killing nearly 3,000 people in a matter of hours.



- 01 Supermarket giant Tesco faced calls for a better deal for consumers and farmers after it unveiled profits of more than £1bn.
- 01 A Dutch lorry driver was sentenced to 14 years in jail after being found guilty of killing 58 Chinese immigrants found in the back of a lorry at Dover.
- 01 Robbie Williams raised £165,000 at a charity auction with the money going to his old school in Stoke-on-Trent to build a performing arts block. The items sold were Robbie's personal possessions and the hand written lyrics to Angel which sold for £27,000.

- 01 California businessman Dennis Tito became the first tourist in space. He reportedly paid Russia's cash-strapped space agency as much as \$20 million to give him a ride to the International Space Station.

- 01 REM guitarist Peter Buck was charged by police at Heathrow airport with being drunk on an aircraft and assaulting British Airways crew. Buck was taken into custody after landing on a flight from Seattle and was questioned by police for 12 hours.

- 02 Sanyo opens Irish office, with Barry Hennessy at the helm as Sales Manager, to serve the marketplace directly.
- 02 Industry is stunned by the very sudden and premature death of Don Collins. A gentleman of the old school, Don was not just liked and respected by all who knew him, but actually loved as a colleague and friend.



- 02 Systemair, one of the world's leading HVAC manufacturers, opens dedicated Irish office with Niall Horgan as Managing Director.
- 02 VenTac/AcTech moves from inner city premises to new, 7-acre complex in Blessington, Co Wicklow.
- 02 U2's Edge marries longtime girlfriend Morteigh Steinberg in a Jewish ceremony at the Garden of Eze in the south of France. Bono is best man.
- 02 A new EU survey shows that electricity costs for the Irish consumer are among the cheapest in Europe, but gas users are paying some of the highest rates.
- 02 New birth figures show that one in three children in Ireland are born out of wedlock.
- 02 According to the United Nations report, Ireland is regarded as one of the least corrupt countries in the world.



Contacts

Michael Clancy, Managing Director
Daren Lowndes, Sales Manager

Driving Forward The Boundaries

Michael Clancy established 3D Air Sales(Ireland) Ltd in 1998 to distribute the extensive range of air conditioning products manufactured by Mitsubishi Heavy Industries (MHI) throughout Ireland. MHI air conditioning systems have the highest reputation for top quality and long-term reliability, the company's engineering history dating back to the 1870s and embodying a culture of innovation and manufacturing excellence that has led to many industry firsts over the years.

The most recent example is the revolutionary range of EHPAC split and multi-split systems which are based on R410A refrigerant. This range represents a major breakthrough in air conditioning technology, especially in respect of enhanced performance and energy efficiencies.

The reason MHI went for R410A is that it has zero ozone-depleting-potential (ODP). It is a pseudo-azeotropic refrigerant which, put simply, means that it behaves in the air conditioning system as though it were a single substance, with virtually no glide, despite being a blend (R32 and R125).

R410A has much better heat transfer properties than other common refrigerants, and also has a higher density. This allows for smaller tubing diameters in the heat exchangers and inter-connecting pipework, and lower refrigerant charge.

A remarkable CoP of 3.6 has been achieved with many of the new EHPAC systems. Essentially, what this means is that for every 1kW of electrical energy consumed, the system will deliver 3.6kW of heat into the conditioned space.

Other innovative features include the use of electronic expansion valves (EEV), which is the same technology used in advanced VRF systems, and a superior controls system which is ultra-sophisticated in terms of capability but simple to understand and operate.

MHI has been manufacturing air conditioning systems for over 40 years, the portfolio now extending from small systems to large modular systems for commercial buildings. In addition to EHPAC, the range includes wall-mounted split systems of 1.8kW, right up to multi-splits and large ducted heat pump systems with a 28kW rating. Then there are the VRF inverter systems — the KX 2-pipe, the KXR 3-pipe, and the K-Max modular systems with capacities up to 126kW. All are suitable for R22 and R407C refrigerants.

To complement the quality and diversity of the product portfolio 3D Air Sales also provides design and engineering support, working closely with the consultant and installer to devise the best possible solution to meet the client's needs.

Applications catered for include office buildings, hotels, retail outlets, department stores, gymnasiums, restaurants, pubs, banks, IT cleanrooms and homes.

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 email: micclan1@eircom.net
 web: www.3dair.co.uk

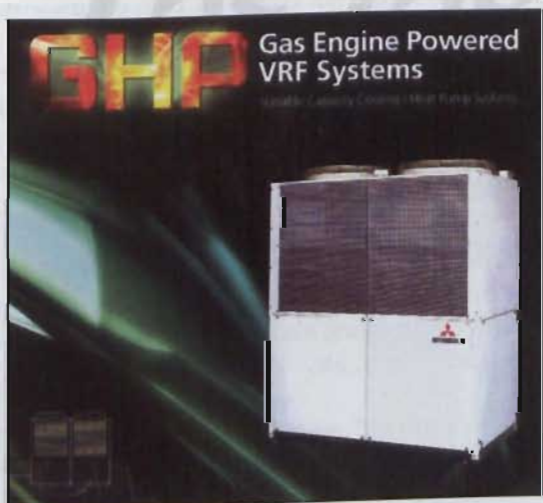
of AC Energy Efficiency



SRK R410A advanced high-performance cooling/heat pump system



EHPAC — Enhanced high-performance air conditioning



GHP — Gas Engine Powered VRF Systems

02 People queued for miles beside the Thames to pay their last respects to the Queen Mother, whose body was lying in state in Westminster Hall in London.



02 The Prime Minister led national concern for David Beckham's injured foot - and England's World Cup dreams.

02 Thieves broke in to a house in Bexhill, Sussex and stole a hi-fi system and several CDs. They left albums by Madonna, Robbie Williams and Oasis but took the owners entire Showaddywaddy collection.

02 Pope John Paul II met at the Vatican with US cardinals to discuss the sexual abuse scandal that had rocked the Roman Catholic clergy. He expressed an apology to victims of abuse, saying what had happened to them was a crime and an appalling act in the eyes of God.

02 Diane Pretty, the terminally ill motor neurone disease sufferer, lost her bid for the backing of the European Court of Human Rights for her husband to help her 'die with dignity'.

02 A 'potent' force of 1,000 Royal Marines was hunting down al-Qaeda terrorists in the Afghan mountains in their continued search for Osama Bin Ladin.

- 03 Domestic installers come together under the guise of newly-formed representative body called the Register of Environmental Gas Installers of Ireland (REGII). Very quickly becomes voice of contracting sector, consulted by Government Ministers and the Commission for Energy Regulation (CER).
- 03 *BSNews* introduces monthly section dedicated to Electrical Services Engineering.
- 03 Tony Callaghan of Arcon unveils new, stand-alone division dedicated solely to bathrooms called ABC (Arcon Bathroom Concepts).
- 03 JET AHU acquires RVR's air handling business.
- 03 Industry father-figure and CIBSE lynchpin Eoin Kenny, pictured at the CIBSE annual dinner.
- 03 Exorbitant insurance costs literally puts some firms out of business.
- 03 Gentleman and gentle man the late Gerry Phelan — leading industry figurehead for many years — passed away.
- 03 The famous cranes at Belfast's Harland and Wolff shipyard, which dominate the city's skyline, are listed as historic monuments to ensure their preservation.



ADVANCED TECHNICAL PRODUCTS LTD

Contact: David Daly

ATP

Applying Knowledge & Experience

While David Daly's Advanced Technical Products Ltd (ATP) is a fledgling business in company terms — it was established just three years ago — the level of experience and technical expertise it represents is vast. David himself is 25 years in the building services sector. He is a fully qualified plumber, has an engineering diploma from DIT, and has spent many years in the product supply sector with a major multi-national.

Consequently, he has a unique understanding of all facets of a project, from the initial design and product selection stages right through to the installation, commissioning and final document handover.

The scope of products and technical advice provided by ATP is all-embracing with a major emphasis on heat exchangers, space heating, trench heating and pipeline products. It will source and supply the most appropriate products for any given situation. Moreover, it will manufacture customised units and systems involving a combination of these products. Essentially, ATP's philosophy is about providing engineered, technically-driven solutions for building services requirements.

David and his colleagues work very closely with consulting engineers and contractors, making appropriate contributions to the overall process to ensure that the optimum solution is arrived at. This includes the provision of full design and installation specifications for all aspects of the project for which it is responsible.

Nor is ATP limited or restricted by having to use a particular brand. Whatever is most appropriate for the client's needs is chosen. That said, it has a strong trading relationship with a number of key suppliers for whom it acts as a distributor throughout Ireland. These include Sill Line Perimeter Heating Ltd; Winter Warm unit air heaters; Braade packaged HVAC equipment; and Minib low-voltage fan coil floor convectors.

Other key product areas include Deco Val butterfly valves; Watts Industries' water pressure and safety valves; and ATP Advantec, a range of own-brand warm air curtains. Apart from working closely with consultants and contractors, ATP also caters for bespoke applications, very often carrying out site visits to trouble-shoot a problem area and then devising and sourcing a solution which eliminates the problem.

ATP is highly-respected across the entire building services sector and renowned for its ability to tackle and solve all manner of problems. Hence its very broad-based client list which, apart from leading consultants and contractors, also includes the prisons service, Government bodies, hospitals, financial institutions, etc.

"ATP is not merely about the provision of products", says David, "but more about relaying and applying our considerable knowledge and experience to a particular situation, and identifying and providing the best-value solution for the task in hand."

WINTER
WARM

BRAADE

SILL LINE
PERIMETER HEATING LTD

MINIB

Advanced Technical Products Ltd (ATP)
 Unit 219, Block C, Blanchardstown Corporate Park 2,
 Ballycoolin, Dublin 15
 Tel: 01 - 885 3792 Fax: 01 - 885 3793
 email: dalymail@eircom.net

to Devise Customised Solutions



Sill Line perimeter Warmline trench heating



Winterwarm XR unit air heater



Typical Brade condensate pump set



Minib floor fan-coil unit with a wooden finish



ATP's purpose-designed premises in Ballycoolin, Dublin

- 03 Iraqis danced upon a toppled statue of Saddam Hussein as Baghdad tasted its first day of freedom.
- 03 Thousands of people abandoned plans to travel to Hong Kong and China as the SARS virus continued to spread. China sacked two health officials amid accusations that the scale of the Sars outbreak was being hidden.
- 03 In this year's Sunday Times Rich List, Paul McCartney was confirmed as the world's richest musician with a fortune worth over £760 million. Ozzy Osbourne became the 24th richest musician after earning an estimated £42 million from his TV show The Osbournes. And Simon Fuller was said to have earned over £50 million from sales of the Pop Idol TV show.
- 03 Soul singer Barry White dies two months after he suffered a stroke while being treated for kidney failure.



- 03 Child welfare campaigners welcomed Government plans to ban childminders from smacking youngsters in their care.
- 03 Britain's entry to the Eurovision Song Contest failed to score a single point, a fact later blamed on the UK's stance during the Iraq conflict.
- 03 An Iranian refugee who stitched up his eyes in protest at the Home Office's handling of his asylum case said he was prepared to give his life.

04 BSNNews celebrates 40 years of continuous publication.

04 Pat Byrne appointed Sales Director of newly-established Lennox Ireland.



04 Mark Eire of Coolea embarks on €2 million expansion programme.

04 Sean Giblin of Cylon marks a decade of innovation and pioneering development by introducing the highly-advanced Unitron UC32.



04 Despite some half-hearted posturing about all sorts of repercussions, Ireland's smoking ban in the workplace is implemented with little or no resistance. Such is the overall success of the ban that other European countries are prompted to bring forward their plans for similar bans.

04 The Government's determination to press ahead with its controversial decentralisation plans meets with severe resistance from public and civil service trade unions.

04 A €368 million refit for the Moneypoint electricity generating station is approved by the Government.

Honeywell

Honeywell Expands it's Presence in Ireland

Honeywell is a \$23billion diversified technology and manufacturing leader. Global, progressive and enriched by a long heritage of achievement, Honeywell innovations are building a world that is safer, more comfortable, more secure and more productive.

This success stems from a clear focus: automation controls. The basis for the company's founding in 1885, today, this proven expertise supports the company's leadership in bringing the benefits of control technology to its customers around the world.

Honeywell Building Solutions can be tailored to the needs of any facility no matter how complex. From individual controls to a fully-integrated solution, Honeywell technology masterminds building management, fire and alarm, CCTV and digital video surveillance, access control, time and attendance monitoring and asset management. After sales service is provided by one of the largest customer support organisations known to the industry and this ready access to local expertise has helped Honeywell to create strong working partnerships with all its customers.

Operating in Ireland for over 25 years, the market for Honeywell building controls, systems and services covers every kind of location and every kind of customer, working closely with end users/occupiers, property owners and developers, building services consultants and management contractors. This includes the fast-growing pharmaceutical manufacturing industry.

With 20-plus years pedigree in this sector, it is Honeywell's ability to provide a full range of validated solutions that makes its offering in Ireland particularly suited to pharmaceutical applications. FDA rules, including compliance with 21CFR, Part 11, require strict environmental monitoring for such facilities. In order to fulfil this non-negotiable rule Honeywell's integrated enterprise management system enables life science customers to manage, collect and record key data and so deliver compliance in line with FDA traceability requirements. Honeywell' technology fulfils critical-to-quality monitoring, event management and reporting. No other company offers more powerful or comprehensive automation and controls.

This is backed by a team of internally-trained validation experts, all of them conversant with current regulatory expectations.

Each service is designed and installed and delivered as part of a perfectly-integrated solution and to reflect Honeywell's uncompromising commitment to quality standards.

This extends far beyond installation and commissioning. We continuously monitor, evaluate and adjust the building's performance. To keep customers delighted, our support must be every bit as exceptional as the control systems we install.

Supporting Honeywell's increased presence in Ireland is Gerry Pembroke, Operations Manager - Ireland.

Gerry, formerly of Fläkt Woods, has many years experience in delivering tailored solutions for large-scale projects and will be able to provide customers with a wealth of knowledge and experience, as well as an important first point of contact for any project queries.

For further information, please contact Gerry Pembroke on Tel: 01 - 456 5944.

Honeywell Building Solutions Ltd

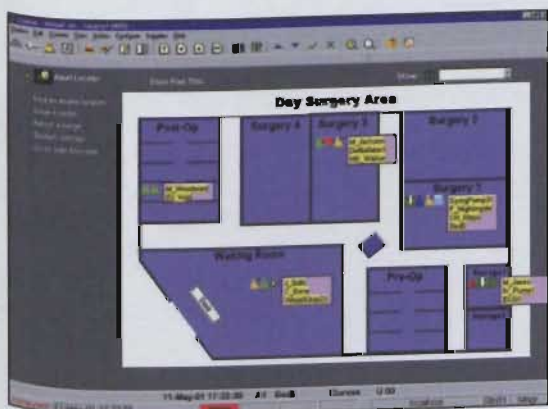
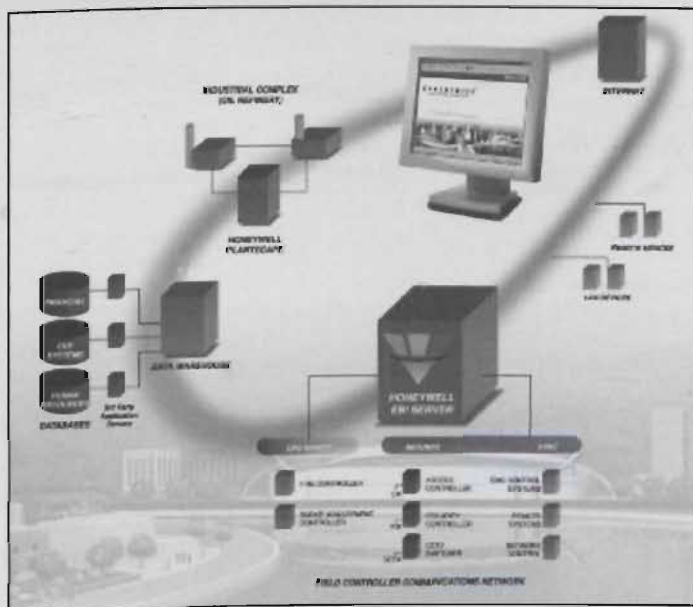
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Green Light for Honeywell expansion in Ireland



From individual controls to a fully-integrated solutions, Honeywell technology masterminds building management, fire and alarm, CCTV and digital video surveillance, access control, time and attendance monitoring and asset management.



04 While actively campaigning on behalf of US presidential hopeful John Kerry, ex-president Bill Clinton continues to capture the headlines, his charisma and go-getting style serving only to emphasise Kerry's lacklustre persona.



04 England coach Sven-Goran Eriksson comes out fighting in an attempt to save his job. With speculation growing that the Swede would be dismissed for gross misconduct as a result of the PR shambles that accompanied revelations of his affair with secretary Faria Alam, Eriksson launched a major counter-offensive.

04 The most recent conflict in Darfur, Sudan — and the world's passivity in the face of mounting evidence that it is nothing short of genocide — illustrates yet again that the so-called civilised world is choosy about what situations it is prepared to intervene in.

04 Former All Black winger Jonah Lomu undergoes a kidney transplant in a New Zealand hospital after a suitable donor became available.



Looking To The Future ...

Chinese Go Olympic Green

While the Athens Olympics are about to start, looking further ahead to the Beijing 2008 Olympics the Chinese have promised to make them the "Green Olympics".

On the blueprint of the city, by 2008, gas will fuel 90% of the city's buses and 70% of taxis. With a sewage treatment capacity of 2.8 million tons on a daily basis, more than 90% of the sewage will be treated and 50% re-used.

Garbage, with 50% of it classified before collection, will cause no harm to the environment after treatment, and 30% of it will be transformed into resources. Something like 50% of the garbage produced from the Olympics will be reused.



A green belt of more than 23,000 hectares will line along the city's five rivers and 10 major avenues. The downtown will be dotted with 12,000 hectares of green buffer zones and there will be 760 hectares of green land in the Beijing Olympics Park.

Power from wind farms will supply 20% of electricity for gyms and stadiums; solar energy will illuminate 80/90% of street lights and heat up 90% of bath water in and around those gyms and stadiums. Completing the green theme, more than 160 geothermal wells will be drilled to operate geothermal air-conditioning system.

A Galaxy of Fusion Reactors

This picture shows the inner region of the m100 Galaxy in the Virgo Cluster, imaged with the Hubble Space Telescope Planetary Camera at full resolution. For centuries, the way in which the sun and stars produce energy remained a mystery. Only during this century have scientists discovered that they produce their energy by the fusion process. Einstein's theory that mass can be converted into energy provided the basis for understanding fusion. This theory was further explored by other physicists who discovered two practical methods for achieving this conversion.

One method is fission in which heavy atoms, such as uranium, are split, thus releasing the internal energy that holds the atom together. Fission energy is now being used commercially in the United States and elsewhere to produce electricity. The other method of transforming mass into energy is

fusion in which light atoms, such as those of hydrogen, are fused or joined.

As a source of energy, fusion would have many advantages. These include an abundant fuel supply; no risk of a nuclear accident; no air pollution; no high-level nuclear waste; no generation of weapons material. This technology is still in its infancy but progress is being made.



40-Years

Doctor Toilet!

The Washlet Zoë was sold for the first time in Japan but has yet to make its way to Ireland. The seat and lid lift up automatically and the seat is heated. It produces a flush "simulator" which makes sound effects to cover up any embarrassing noises. It also washes and dries the user, then freshens the air after use. It is also remote controllable. The same company is now manufacturing a new toilet, which will be able to analyse urine samples, take your blood pressure, then send it, via a built-in modem, to your doctor.

40-Years

Dublin Sewage Cleanest!

Every time a toilet flushes in Dublin, a high-tech journey begins to the state-of-the-art processing plant at Ringsend which was officially opened on 30 June 2003. Managed by Celtic Anglian Water on behalf of Dublin City Council, it provides sewage treatment for the equivalent of 1.7 million people, dealing with effluent from homes, businesses and commercial premises. The end result is clean water, fertiliser, electricity and landfill. Definitely a model to be replicated throughout the country.



40-Years

40-Years

... But Then Does Anything Really Change?

In concluding this look back over 40 years it is heartening to remember and enjoy the many high points we have all shared, both in our commercial and personal lives. Of course there were trying times too, but then such is the circle of life. It is important to move on and build on the positives while learning from, but then consigning to history, the negatives.

That said, there is one negative which the industry as a whole seems incapable of shaking off. Ironically, it invariably coincides with the cyclical boom times the industry enjoys. From the mid 1960s it was fuelled (sic) by a succession of critical industry developments, affecting both the domestic and industrial/commercial market segments.

It began in housing with the original impact of central heating, especially oil-fired systems; then there was the solid fuel, back-boiler era; next came the natural gas bonanza; and finally the massive boost of the Tiger Economy years which have seen annual house completions rise to the 60,000 mark.

Industrial and commercial development has followed a similar pattern, the cycles maybe varying somewhat in the earlier years but matching and even surpassing the massive growth in housing during the Tiger Economy years.

At *BSNews* we refer to it as the McWhinge Syndrome. Many of you are too young to remember the original McWhinge File series of articles in the early 1970s, or

the update in the early 1980s. Quite simply, it revolved around the tendency of the industry to attract unscrupulous operators out for a quick killing.



Ms Fanny McWhinge

There is always someone out there ready to undercut prices to the point of insanity. Then corners are cut, professionalism goes out the window, standards — both good practice and statutory — are ignored, and ultimately the customer/client is short-changed.

Our main cartoon characters in the Mc Whinge File series were Mrs Mc Whinge who was ripped off; Samuel Sleeveen who did the ripping off; and Jerry Bibcock, the *bona fide* contractor who eventually comes to the rescue.

The late Bob Couchman conceived and wrote the series. He would be appalled to think that the same malaise still afflicts the industry. In recent months REGII has successfully brought the matter to the top of the "must do" agenda. However, it will take a major effort — at both residential and commercial/industrial level — to rid the business of the Mc



Fanny's civil servant nephew

Whinge Syndrome.

The ball is now in the hands of the younger generation ... let's see if you can succeed where your predecessors have failed.



Mr Samuel Sleeveen



Mr Jerry Bibcock

