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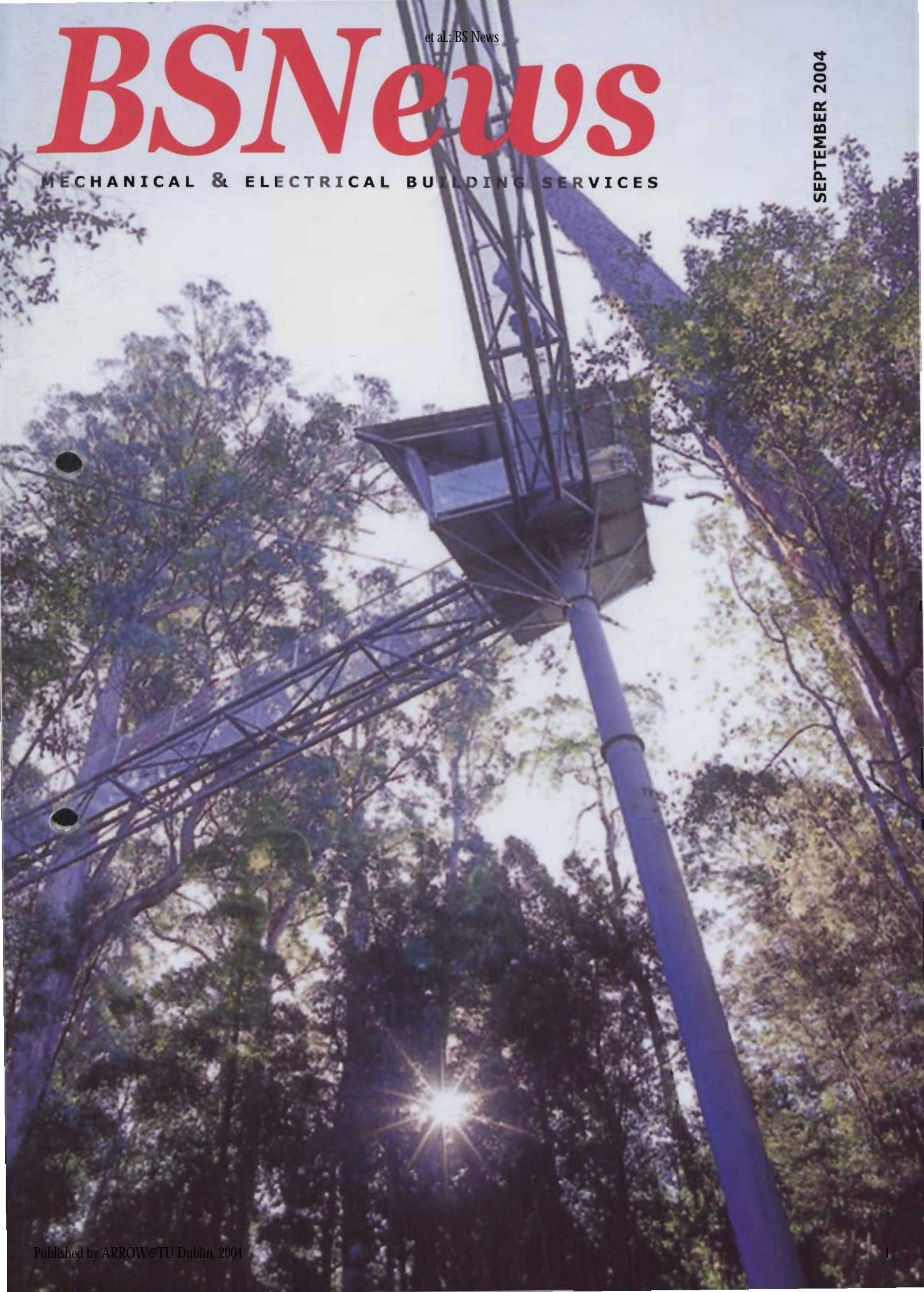
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et al.: BS News

BSN News

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SEPTEMBER 2004



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Building Services News, Vol. 43, Iss. 8 [2004], Art. 1



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READERSHIP DATA

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

Chartered Institution of Building Services Engineers (CIBSE); The Mechanical Engineering & Building Services Contractors' Association (MEBSCA); The Association of Consulting Engineers of Ireland (ACEI); The Mechanical Engineering Contractors' Association; The Institute of Domestic Heating Engineers (IDHE); The Institute of Plumbing; The Register of Environmental & Gas Installers of Ireland (REGII); The Irish Home Builders Association (IHBA); Builders Merchants/Trade Supply Outlets; Irish Property & Facilities Managers Association.

In addition, BSNews circulates to independent building services contractors and key executives in industry. Government, Semi-State and local authority bodies. Essentially, our circulation is virtually saturation coverage of all those with an interest and/or involvement in the building services industry.

First The Good News

At last, a Government Minister — albeit a Minister of State, namely John Browne, TD, Minister of State for Communications, Marine and Natural Resources — has publicly stated that the Government hopes to shortly bring forward legislative provisions which include proposals for the regulation and certification of natural gas installers.

Now For The Bad News

Unfortunately, it appears that while something is indeed being done, it does not seem to be industry-inclusive. *BSNews* is aware of — and has been party to — a number of different initiatives which have a bearing on the ultimate registration and regulation of gas installers.

However, these initiatives appear to be running in tandem with one another without ever touching base, let alone crossing over.

There are various discussions taking place with a view to the establishment of installer training programmes and qualification criteria for gas installers but they are being done in isolation to one another. Nor do they directly include the input and views of the vested-industry parties whose cooperation and participation is essential no matter what final solution is proposed.

Equally mystifying is the apparent apathy of some of the educational institutions and representative bodies currently charged with responsibility for different aspects of gas installer training. Why are they not clamouring for inclusion in the process? Is it any wonder that the gas installation sector is in such disarray?

But There Is Still Hope

Come on, let's stand up and be counted. The heating sector in Ireland — despite the solid fuel, oil, and natural gas bonanzas down through the last 45 year or so — has never been in a better position to finally establish some order, to introduce some professionalism, and to eliminate the cowboy element which is so prevalent and so damaging. Don't blow it!

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Meeting EU Rod-Stat Regulations

Far-reaching EU regulations governing fixed -immersion heaters finally came into force on 1 April 2004. European Standard EN60335-2-73 has now replaced the old BS3456 Part 2 and introduces a number of new requirements relating to rod thermostats manufactured for sale in the EU. These new regulations stipulate a maximum water temperature for installations using fixed immersion heaters. They also make it mandatory that the high-temperature cut-out device is totally independent of the normal thermostatic control. Single cut-out rod thermostats are no longer permitted, says Tom Noone of Chronotherm Controls, Sunvic's distributors in Ireland.

Clause 19 (Abnormal Operation) of the new regulations requires that the immersion heater is able to withstand on test an input of 15% over the rated power input. During this test, the water temperature in the cylinder must not exceed 98°C.

Clause 22 (Construction) requires that any over-temperature protection device that is used in compliance with Clause 19 must be "non-self-resetting", and must

operate independently of the water thermostat.

Immersion heaters are generally extremely reliable but the fact remains that large numbers are replaced annually. Of these, a significant quantity fail with the thermostat contacts closed.

Considerable risks exist if immersion heaters fail in a condition that allows stored water to continue being heated until it boils. These risks include the possibility of immersion heater breakdown leading to replacement, severe noise disturbance and of hot water boiling over into the header tank.

This latter situation releases steam into the loft space possibly resulting in moisture damage or mould growth. Even more serious could be the build up of boiling water in a polypropylene header tank leading to its deformation and collapse, giving rise to widespread household damage and possibly severe injury.

The old standard applying to fixed immersion heaters had not been reviewed for nearly thirty years and the European Standards Authorities were concerned that the risks had become too great.

Clearly, at this early stage, the majority of immersion heaters

currently installed do not comply with the new standard. Remaining legal until they need to be replaced, at this time they will incorporate rod thermostats with just one sensing element that monitors and controls the stored water temperature. We can only hope when these eventually and inevitably fail that they do so in the Off condition without traumatic consequences.

However, a considerable opportunity has presented itself for installers. Armed with a list of previous installations, additional business could be secured on the basis of this officially-backed safety initiative. Replacing a rod thermostat with one that fully complies with the new standard need be no less simple than it has been in the past. There are models available (such as the Sunvic VKL 3000) that are directly interchangeable with the old-style units. Fitting easily into the existing immersion heater, these new safer thermostats require only the same two-wire electrical connections. With the right choice of product, replacement is a simple 10-minute, low-cost job that could attract immediate payment.

Contact: Tom Noone, Chronotherm Controls.
Tel: 01 - 864 3793.

'Learning Your Way To The Top'

The dramatic recovery of the domestic economy and the changing landscape of global markets mean that Irish businesses need to continually upgrade their skills to remain competitive. The construction industry is no exception and is just one of the sectors that will be represented and discussed at the 2004 Skillnets Conference.

The conference draws together businesses of all sizes across a number of sectors, together with government policy makers, to explore the challenges and opportunities of a leading edge economy.
Venue: The Royal Hospital, Kilmainham, Dublin,
Date: Wednesday, 29 September 2004,
Times: 8.30am to 1.15pm.

Guest of honour is the President of Ireland, Mary McAleese.

Key speakers are Eoin O'Driscoll, Chairman of FORFÁS and Chairman of the Enterprise Strategy Group; Evelyn O'Toole, MD, Complete Laboratory Solutions; Terry Hughes, HR Manager, Pat the Baker; Panel Chair: David McWilliams, economist and broadcaster; Closing address: Frank Fahey TD, Minister for Labour Affairs

Contact: Carl Blake, Skillnets Ltd, Frankfort Court, Dundrum 14.
Tel: 01- 207 9630;
Fax: 01- 207 9631;
email: conference2004@skillnets.com

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Grant Boiler 'One of a Kind'



The new oil-fired condensing boiler from Grant Engineering

Grant Engineering has introduced a new, high-output 36kW to 46kW oil-fired condensing boiler to its Vortex range. Rated SEDBUK A, the new model is claimed to have a gross seasonal efficiency

of 92.7%.

Nonetheless, it has the same compact-sized casing at the 26kW to 36kW Vortex range, measuring just 900mm high by 603mm deep and 470mm wide.

Being pre-plumbed and pre-wired, it is also simple to install while the front access makes service and maintenance easy. Standard and sealed-system variants are available within the white-cased, utility boiler range.

Grant has also produced a DVD detailing the essential facts about oil-fired condensing boilers. It is available free, along with an explanatory leaflet, direct from the company.

Contact: email: info@grantengineering.ie

Speedier Agrément Board Approvals

The National Standards Authority of Ireland has re-launched the Irish Agrément Board, the benchmarking body of the Irish construction industry. With the arrival of the 1997 Building Regulations and the construction boom in the late 1990s, an immense strain was placed on the limited resources of the Irish Agrément Board. The NSAI conducted a major review of Agrément in Ireland and the outcome of the review was the action plan entitled "Building Excellence Through Innovation"

This action plan has re-structured and re-focused the Irish Agrément Board to include the following improvements:—

- The IAB now has three officers when in 1999 there was only one;
- Commenced surveillance of certificate holders;
- Process improvements.

All of this has led to a reduction in the processing time for applications, the average time for an application now less than one year.

Registration & Certification of Gas Installers Imminent

The 2003 Activity Report of the Gas Technical Standards Committee (GTSC) has now been published. The GTSC was formed in 1981 with the objective of advising the National Standards Authority of Ireland on what Irish standards and Codes of Practice are necessary for products and processes used in the gas industry, with particular regard to safety.

The GTSC comprises representatives from the Department of Communications, Marine and Natural Resources; the Department of Enterprise, Trade & Employment; The Health & Safety Authority; the National Standards Authority of Ireland; Bord Gáis Éireann; and the Irish Liquid Petroleum Gas Association.

Accepting the Report recently, the Minister of State for Communications, Marine and Natural Resources, John Browne, TD, stated that it was particularly noteworthy that Ireland had taken a lead in setting standards for making cooking appliances safer for vulnerable users with diminished capacity, and that these go beyond the essential requirements of the Gas Appliance Directive.

"On a related issue", added the Minister, "recent high-profile incidents involving loss of life and serious injury have made more urgent the need to strengthen and augment existing legislative provisions in the area of gas safety. My Department hopes to bring forward, shortly, legislative provisions, which include proposals for the regulation and certification of natural gas installers and are aimed at significantly enhancing the current arrangements for ensuring that natural gas customers and the public are safe with regard to the licensed activities of natural gas undertakings."

Eliminate Legionella & Other Bacteria

RSL is to host a seminar on eliminating and controlling legionella and other bacteria in the Croke Park Convention Centre, Dublin, on Monday, 18 October next. Kick-off is 11am and the seminar — which is open to all — will run to approximately 2pm, with snack/refreshments provided.

Featuring the centrifugal-action performance of Lakos Separators available from RSL, the TCX Series is an effective filtration package

designed to reduce solids problems in cooling water systems. It eliminates manual tower cleaning and blowdown, while also reducing heat exchanger fouling. Other benefits include a reduction in water loss and chemical usage, along with improved energy savings. Full details will be presented at the seminar.

Contact: Gerry McDonagh, RSL Ireland.
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email: info@rslireland.com

3D Air Sales (Ireland) Ltd,
Unit 8 Greenhills Business Centre,
Greenhills Industrial Estate, Tallaght, Dublin 24.

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Honeywell — Making Air Pollution Disappear

After 40 years and over 40 million installations worldwide, Honeywell's air cleaners are firmly established as one of the clear market leaders. Its comprehensive range of electrostatic air cleaners guarantees the efficient removal of stale odours and other pollutants in restaurants, cafés, bars and commercial premises.

How do the air cleaners work? The larger particles are trapped by a mesh filter. Then the really nasty remaining particles are drawn in and receive an intensive electronic charge before being attracted onto aluminium plates like a magnet. Clean air is recirculated, providing a real breath of fresh air and a pleasant atmosphere.

In order to provide fully flexible solutions, Honeywell has developed a new range of state-of-the-art electrostatic air cleaners — the F90A/B/C and F57A/B models. All have high-efficiency fans that offer exceptional performance. Many other advanced features are included, such as infrared remote control, multiple fan speeds, or carbon filters.

Included are surface mounted units — Models F90A, F90B and F92C; and recessed units — Models F57A and F57B.

Honeywell air cleaners are designed to hold their high level of performance over a long period of time. The secret of maintaining efficiency levels is to regularly clean the build up of dirt



Grundfos Moves

Grundfos Ireland has moved from its Stillorgan premises to a new, purpose-fitted out, office, warehouse and workshop complex — including a training centre — located at Unit A, Merrywell Business Park, Ballymount Road Lower, Dublin 12.
Tel: 01 - 408 9800;
Fax: 01 - 450 6522.

Byrne Dixon Associates

BBC Consulting Engineers are now trading as Byrne Dixon Associates. New address details are 12 Dunville Avenue, Ranelagh, Dublin 6.
Tel: 01 - 406 2240/1;
Fax: 01 - 491 2760;
email: info@brynedixon.com

Winterwarm — It Does What It Says on the Pack

The new generation Winterwarm XR unit air heaters from ATP provide individually-designed room temperatures, a good air distribution, maximum energy savings, and simple installation. Available in a complete range with capacities from 10kW up to 100kW, XR heaters can be sited in the vertical plane, therefore blowing the air downwards.

Two temperature sensors — one on top of the heater and one in the working zone — measure the temperature gradient

continuously. When it reaches a certain level, the fan on the heater remains on, therefore utilising the unit as a destratification fan. If the room temperature gets too low, the burner will switch on automatically. The modulating burner then generates the precise amount of heat required.

Because the XR is so compact, it is light and easy to handle. For the range between 10kW and 30kW, the outer measurements are all the same — 65cm by 60cm by 50cm. The diameters



Winterwarm XR unit air heater from ATP

for the fresh air inlet and combustion gas outlet are 80mm.

A new-design wallclasp simplifies the suspension and the latest control systems ensure

trouble-free operation of the heater.

Contact: David Daly, ATP.
Tel: 01 - 885 3792;
email: daly@mail@eircom.net

Updated Code for Lighting

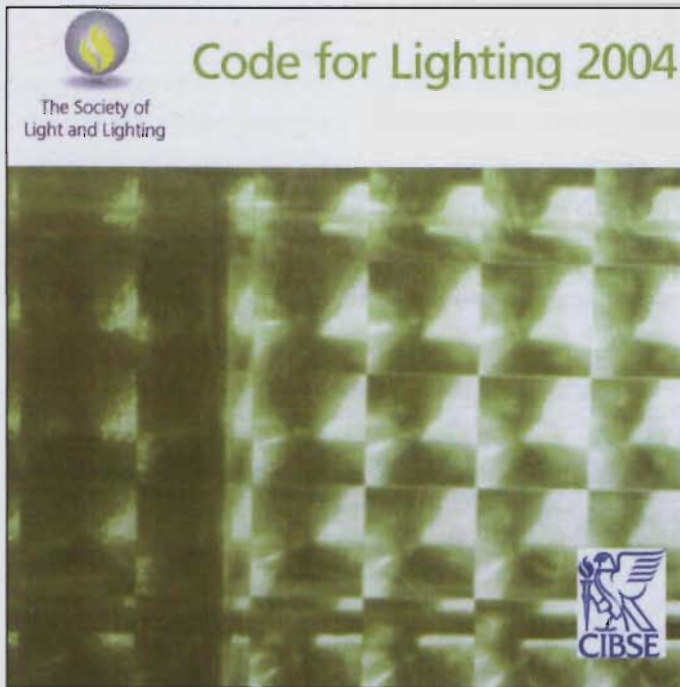
An updated edition of the Code for Lighting is now available from the Society of Light and Lighting (SLL). The Code for Lighting 2004 is published on CD-ROM and includes significant extra and updated information for lighting designers and other professionals responsible for interior lighting.

The new edition has an improved presentation, an index to the Code for Lighting section, and a new section to the Schedule reinstating most of the information which was included in the earlier 1994 Code for Interior Lighting but not covered by the European Standard

on lighting of indoor workspaces. The Code is packed with tables showing the recommended illuminances in virtually every type of working location and room type: hospitals, hotels, restaurants, libraries, offices, schools and many more.

The CD-ROM also includes a new edition of Lighting Guide 7: Office Lighting and a Guide to Obtrusive Light which was written for the Society by Peter Wright and James Patterson.

The printed 2002 edition of the Code for Lighting extracts is not



being revised, but is now being issued with an addendum which includes the material added to the Schedule on the CD-ROM.

To order the Code for Lighting contact publication sales on Tel: 0044 353 20 8772 3618 or pubsales@cibse.org.



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EICL Scroll Compressors

EICL is an Italian water chiller manufacturer with 16 years experience pioneering technological advancements to develop some of the most efficient chillers on the marketplace. The entire range is now available in Ireland through European Industrial Chillers Ltd (EICL) who are based in Celbridge, Co Kildare.

Technical Director Peter McMahon — along with his fellow directors and management colleagues — have a strong background in service and applications understanding, as opposed to sales and marketing. Hence their ability to select the most efficient and cost-competitive solution to meet the demands of each particular application.

EICL is one of the most technologically-advanced water chiller manufacturing companies in the world and, in addition to a complete range of chillers using both reciprocating and screw compressors, also promotes energy-efficient chillers that use hermetic scroll compressors with cooling capacities up to 850kW.

Other benefits associated with EICL scroll compressors include low noise, extended equipment life span, minimal refrigerant leakage, no overhauls necessary, no messy oil changes necessary,

serviceability, multiple capacity steps, fewer start/stops, smaller buffer tank required for off-cycle cooling, greater back-up if a compressor were to fail and ozone-friendly refrigerant.

EICL also manufactures a large range of water-cooled water chillers and heat pumps with cooling capacities from 100 kW to 1,050kW.

All chillers come as standard with facility for "Remote Control On/Off" and "Remote Alarm Signal" while most are available with or without packaged pump and tank, expansion vessel, filling valve, auto air vent and strainer. Modular hydronic stations are also available.

EICL also keeps a range of hire chillers to suit most applications, from 10kW to 500kW, which come with quick-coupling connections and flexible hoses.

Completing the EICL package is a team of experienced, highly-qualified engineers who provide comprehensive after-sales-service support and a wide range of preventative maintenance options.

Contact: Peter McMahon, EICL.
Celbridge Office:
Tel: 01 - 412 4444;
Dublin Office:
Tel: 01 - 621 3213;
email: chillers@eicl.ie

Carrier 'Smoking Booth' from Core AC



Stimulated by Ireland's total ban on smoking in the workplace, along with impending European anti-smoking legislation, a partnership of air management technology companies, including Carrier Holland Heating, has produced a modular smoking booth called Ecarb.

This 3-person open cabin is a stand-alone unit incorporating an induction exhaust ceiling.

It fits under any typical ceiling height, and can be plugged in to a standard electrical socket. Its triple-filtration system returns clean, odour-free air to the environment.

It is even available in different colours and as a customised solution to fit into existing room spaces.

Contact: Austin McDermott, Core AC.
Tel: 01 - 409 8912;
email: info@coreac.com

The Cost Triangle – Space Vs Availability Vs Density

Ian Bitterlin, Managing Director of Emerson Network Power, will deliver a presentation on best practice design considerations for data centres, telecommunications centres, server rooms or anywhere else critical electronic equipment on Tuesday, 14 September next, at the Camden Court Hotel, Camden Street, Dublin 2. To be held in conjunction with Core Air Conditioning, there are two sessions to choose from — 9.45am to 12.30pm or 1.45pm — 4.30pm. Lunch will be served at 12.30pm in the Donegal Suite and those attending either the morning or afternoon session are welcome.

The presentation will be repeated on Thursday, 16 September 2004, at the Academy Conference Centre, Holiday Inn, Ormeau Road, Belfast.

Contact: Kevin Myler, Core Air Conditioning.
Tel: 01 - 409 8912; email: kevin@coreac.com



Pictured at the opening are Eamon McGrattan, An Taoiseach, Mr Bertie Ahern, and David Daly ATP Ltd

There were smiles all round recently at the National Botanic Gardens on the occasion of the official opening of the restored Palm House. The Great Palm House dates from 1884 and is the last remaining system-

designed glasshouse on such a large scale built by James Boyd and Sons from Paisley, Scotland. Two side wings — the Camelia and Orchid Houses — were later added and these were also part of the restoration

programme.

The architectural and project management services were by The Office of Public Works, the mech/elec consulting engineers being Arup.

The heating of the Great Palm House is by use of galvanised gridded steel tubes which are located in a centre trench and round the perimeter beneath the planters. The system, which works only by natural convection, is hard-wearing and suited to the humid conditions required.

The mechanical services contractors, McGrattan & Kenny, carefully installed each section ensuring that the maximum output would be achieved. The gridded

element was supplied by Advanced Technical Products Ltd (ATP) and delivered in specially-fabricated steel stillages to prevent damage. The Palm House re-entrance was heated by Sill Line Trench Heating with special perforated stainless steel grilles.

The planting of the Palm House will be underway by the end of the year. Visitors to the "Bots" as An Taoiseach referred to them in his official opening speech will marvel at such a magnificent project.

Contact: David Daly, ATP.
Tel: 01 - 885 3792;
email: dalymail@eircom.net



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Soon, visitors and scholars will be able to enjoy the Botanical Garden of Ancona. Situated near the Forest of Gallignano on the Adriatic coast of Italy, this beautiful area of forest and pastoral land hosts a wide range of trees, plants and animals. Visitors can stroll around the 3kms of paths in the woodland to enjoy the natural habitats or visit the smaller gardens including collections of plants usually growing on the Adriatic coast of the Mediterranean. Ensuring the diversity of the collection, three pumping stations from ITT Industries provide irrigation.

The area is of historical and biological importance and preserved by law. References to a castle on the hilltop date as far back as 1290. The botanical garden provides a sanctuary for migratory animals and many rare species of trees and plants. The range of trees, shrubs and herbs puts the garden on a par with international standards.

Preserving the biodiversity and creating specialised smaller presentation gardens meant supplementing the natural water supply.

Variations in rainfall, together with the lack of natural shade, would put the less hardy plants at risk of thirst.

The first step was to calculate the amount of irrigation needed. Plants tolerate water stress differently and consume different volumes.

After calculating the amounts of water to be provided to each species, the project managers turned to ITT Industries to provide a solution. The 4" borehole Lowara GS series pumps chosen for the task are located close to the water source deep underground and push the water to the surface. Normally, underground water carries sand, which can cause serious pump damage, and there is always the risk of corrosion. The impeller design reduces risks from sand damage and sand contamination (the maximum quantity of suspended sand in water, that is 0.15 kg/m³). The pump is manufactured in materials that resist corrosion.

Contact: Tony Stiles,
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Tel: 01 - 452 0266;
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lowara.ireland@itt.com



Larry Carr, Managing Director, Wavin Ireland; with Catherine Shiels, Chief Executive, Associated Hardware; and An Tanaiste, Mary Harney

Associated Hardware Ltd (AHL) is the first retail customer to sign up for the Wavin Exchange, a new e-commerce project from Wavin which allows customers order direct from an on-line catalogue of over 3,500 products with 58 alternatives in terms of size and colour. AHL members, who trade under the Homevalue Hardware brand, are the first builders merchants to have access to this 24/7 service with stores in

Wicklow and Cork the first to go live.

The benefits in conducting business in this way are enormous", said Larry Carr, Wavin Ireland's Managing Director. "It will considerably enhance our customer service with an even speedier turnaround and better tracking of orders. The risk of human error with consequent knock-on effects are dramatically reduced," he said.

Homan O'Brien Joint MDs

Homan O'Brien Associates have appointed Brian Homan and Simon O'Brien Joint Managing Directors of the company. Recognised as one of the most progressive and innovative consulting engineering practices in the country, recent award-winning projects include Offaly County Council HQ; The Helix; Usher Library TCD; and Joshua Dawson House. Current projects include the New Mater & Children's Hospital Development; Fatima Mansions Redevelopment; and new offices for Cork Corporation.

Homan O'Brien Associates was established over 40 years ago and today employs 46 staff between its Dublin and Waterford offices.

To strengthen the quality of service provided to clients recent senior appointments at Project Manager level include James Reilly, Gerard Keating and Daragh Canning, formally of White Young Green, PH McCarthy and Arup Consulting respectively.

Legislation & Guidelines in Cooling Water Management

Current legislation and guidelines in cooling water management — prevention of Legionnaires Disease — is the title of a seminar to be held in Jury's Hotel, Dublin on 25 November 2004.

Main speaker is Dr William M Thomas (BSc, PhD, MCIWEM, FWMSoc) Director Integrated Safety Health & Environmental Management and Chairman of UK Code of Conduct Association for Legionella Control.

An in-depth review and update of current guidelines and practices will be given. The recent document released by The National Disease Surveillance Centre "Management of

Legionnaires Disease in Ireland" 2001 will be examined and discussed. Presentations will be given on the development of a risk management approach for Legionella control, including: carrying a risk assessment and establishing a written control scheme and records system; key principles of good system design, water treatment and hygiene practices.

Best engineering practice to protect personnel will be examined with the aid of recently-completed case studies.

Contact: Seamus Kerr, RSL.
Tel: 01 - 450 8011;
email: seamus@rslireland.com

Working Solutions at London HEVAR Show

Heating, ventilating, air conditioning and refrigeration professionals will be able to learn more about the industry's latest solutions and innovations at this year's London HEVAR exhibition (6-7 October, Chelsea Football Club, Stamford Bridge, London).

A wealth of products will be launched at the show, while there is also a programme of free CPD-accredited seminars on industry-topical subjects. Innovative ventilation solutions is the topic of one, while another will deal with "sick system syndrome".

Other seminar topics will include — how new-generation continuous

flow water heaters are re-awakening the storage versus instantaneous debate; chilled beams versus fan coil units; how building regulations are forcing immediate changes in the commercial boiler unit, and what the options are; and how the advanced technology of mechanical flue and chimney draught systems combat space limitations, health hazards and keep installation costs under control.

Contact: Brooke Simpson, London HEVAR.
Tel: 0044 208 651 7100;
email: brooke.simpson@fav-house.com;
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Cable Float Switch & Radar Technology



The new Dwyer cable float switch from Manotherm

Manotherm has introduced Dwyer Instruments' new Series CFS cable float switch which was designed to control the level of liquids in filling or draining reservoirs and tanks.

The mercury-free switch incorporates an inverter micro-switch which is housed in a polypropylene cover. The unit also includes a counterweight to adjust the stop and start levels of

pump up/pump down application.

Also new from Manotherm is the Gems Sensors radar technology continuous level transmitters for use with liquids down to a DK of 3.0. Primarily aimed at the OEM and user markets, both Model MIR-800 and Model MIR-900 offer an on-site cut-to-fit feature, 1mm accuracy, and 2-wire 4-20mA output.

The MIR-800 is a rigid system to 2000mm measuring length, while the flexible option MIR-900 has a measuring length from 100mm to 3.65m. Pre-configured OEM-specific versions are also available.

Contact: Bob Gilbert/Robert Gilbert/Noel Walsh, Manotherm.
Tel: 01 - 452 2355;
email: info@manotherm.ie

LG Multi V From Core AC



Core Air Conditioning has introduced a new range of LG VRF models called Multi V. Initially available in two sizes — 4.5hp and 10hp — Multi V can power up to 16 indoor units from just one outdoor unit. It can be controlled via the internet, a PC and a deluxe or simple controller.

Multi has excellent flexibility in that the longest pipe run can be up to 125m with a maximum vertical height of 50m.

The outdoor unit also uses "auto addressing", which provides automatic confirmation of each outdoor unit without the use of cumbersome dip switches by storing and sending specific numbers to the EEPROM, a part within the indoor unit. This facility also helps to reduce installation time.

The indoor units can be a mixture of up to 16 cassettes, wall mounts, ducted or Art Cools — all

from just the one rooftop-mounted unit.

There is also a self-diagnostic programme. During installation, commissioning and operation phases any problem can be diagnosed easily and conveniently using a PC or notebook. Any errors identified are displayed on the controller screen and can be readily dealt with.

Contact: Austin McDermott, Core AC.
Tel: 01 - 409 8912;
email: info@coreac.com

Mark Industrial Burner

Mark Eire, the Coolea-based manufacturer of heating and ventilation products, has a vast range of equipment and systems designed to cover all manner of applications.

However, its Dryflo industrial burner is specifically designed for the needs of process industries. Capacities within the range are 1kW up to 13,000kW, fuel types being natural gas, propane or oil. Operation can be on/off or modulating with positioning being integrated in the process line.



Mark Dryflo industrial burner installation

Contact: South & East — Michael Keane.
Tel: 086 252 8325;
Dublin, North West, North — Roger Bolger.
Tel: 086 259 2099;
Limerick, West — Adrian Ryan.
Tel: 087 252 8149.

New SEI Energy Awards Scheme

The Sustainable Energy Awards, organised by SEI and sponsored by ESB Customer Supply, are a new awards scheme intended to encourage, recognise and reward excellence in energy management in the industrial, commercial and public sectors.

The awards will focus on the individuals and groups who demonstrate a commitment to introduce energy management as an integral part in the operation of their business and provide an opportunity for organisations, regardless of size, to gain public recognition for their achievements in reducing energy use and emissions.

There will be 18 awards granted, across seven categories — Coordinated Energy Management Programme; Electrical Energy Project; Thermal Energy Project; Energy Awareness Campaign; Energy Service or Supply Company; Excellence in Design or Specification; Energy Manager.

Details about the competition can be found at www.sei.ie/awards.

Versatile at Royal Tara



Versatile Bathrooms & Interiors have, for the third year in a row, sponsored the opening Ladies Competition (a 4-lady team event) at Royal Tara Golf Club.

A record 230 golfers, representing over 30 clubs from all over Ireland, competed. The course was in impeccable condition and this contributed, in part, to the fantastic winning score of 96 points (two best scores on each hole) achieved by the team of Erica Goggins, Margaret Brady, Theresa

Brennan and Terry Cahill all Royal Tara.

One of the highlights of the competition was the magnificent hole in one on the 15th with a 5-wood by Lucan lady Geraldine Onofri.

A special prize was hastily arranged and presented to a delighted Geraldine by Catherine Treacy of Versatile Bathrooms & Interiors.

Contact: Catherine Treacy, Versatile Bathrooms & Interiors.
Tel: 087 - 2789293.

Solar Installation Training

Free Training Courses for Solar Thermal Systems Installers.

The Eualtner 'SolaCert' project has developed a series of training courses for installers which will run at the Ashling Hotel, Dublin on Wednesday, 29 and Thursday, 30 September 2004. The first is for installers who have installation experience while the other is for plumbers (or equivalent) who wish to become installers.

Additionally, a Solar Workshop will take place after the AGM of the Irish Solar Energy Association, on Monday, 27 September, also at the Ashling Hotel.

This will be presented by Leon Buhl of The Danish Solar Energy Centre and will outline the advantages of developing and running Certification Schemes.

A further Solar Workshop will take place after the Irish Renewable Energy Summit in the Royal Hospital, Kilmainham, Dublin on Tuesday, 28 September. This will be presented by Sustainable Energy Ltd and Energy Research Group.

Contact: Micheál Lyons.
Tel: 021 - 4251104;
email: micheal_lyons@corkcity.ie

Fernox ... Making Water Work

In tackling energy wastage and energy inefficiency, the domestic heating sector is increasingly governed by stringent performance requirements. But very often the contributory impact of corrosion and scale in central heating systems is underestimated. If left untreated these problems can result in fuel wastage, reduced heat transfer, and even complete system failure. They can also be detrimental to the efficiency of the boiler.

With that in mind Fernox has developed is easy-to-use Restorer and Protector products. Designed to maintain boilers and central heating systems in peak performance, they are available in liquid or superconcentrate form and are claimed to be environmentally-friendly in both their formulation and energy-saving capabilities.

Contact: Declan Kissane, Hevac.
Tel: 01 - 419 1919.

Trane Energy Costs

The VarioTrane range of variable frequency drives is aimed at reducing electricity and maintenance bills while protecting the environment. Building and air-conditioning professionals, together with end-users, benefit from better energy efficiency and immediate, substantial savings.

For example, adjusting the motor speed to 80% of the nominal value in a rooftop unit reduces power consumption by 50%. The indirect results are a decrease in operation and maintenance costs, and an increase in the reliability and working life of the system.

Opportunities for using VarioTrane products

are many, as long as the installation includes fans and pumps. The best opportunities are with the following types of equipment:

- Fans in air-handling units, rooftop units, air-blowing or extraction systems with variable or constant flow, condensers and cooling towers, smoke extraction systems and air-filtration units;
- Pumps in primary and secondary systems, iced water systems, cooling towers and air coolers.

Contact: Andy Green, Trane Ireland.
Tel: 01 - 460 6030;
email: andy_green@trane.com

York Unitary Catalogue

York's Unitary 2004/2005 Product Catalogue has now been published. Copies are now available, free of charge, from York ACR in Dublin.

Contact: Andrew McEvitt, York ACR.
Tel: 01 - 466 0177;
email: andrew.mcevitt@ie.york.com



Central supervision

Integration of all Liebert Hiross HPAC units

Log On To Total Control

Core Air Conditioning has a long-standing partnership with Liebert Hiross and together they have introduced many industry firsts to the building services sector in Ireland.

The latest such innovation is the Hirovent IP, a new supervision system which allows monitoring of Liebert Hiross HPAC, chillers, Liebert UPS and remote monitoring of third-party devices over a modem, LAN or internet connection.

It allows connection to all current Liebert Hiross equipment, Liebert Level 5/15 controls installed in existing applications, and remote monitoring of third-party devices using the DGP (Data Gathered Panel) box.

Core Air Conditioning can provide upgrades to existing sites, or of course undertake new installations.

But don't just take our word for it ... see for yourself.

Log on to a live demonstration installation at a site located in Padua, near Venice, Italy.

<http://.hirovisor.connectivity.it/hvwebinterface.htm>

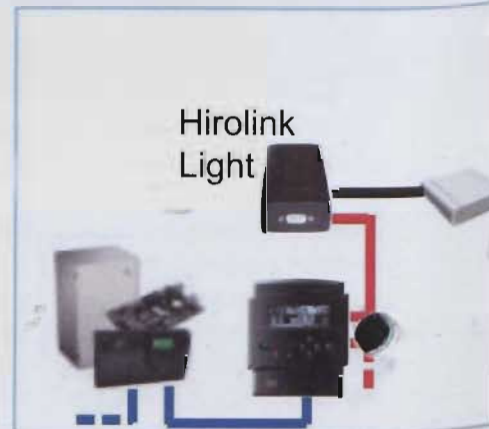
A **Hirolink** (Light or Classic) can interface up to 32 units. (unit = 1 Microface or 1 Hirolink IGMnet, or 1 Hirolink ESP2)

Up to 8 units with Microface for each **Hiromatic**

1 **Hirolink IGMnet** for each UPS (or also for each HPAC unit with Level 5/15 controls)

Microface E with special software (A1M kit or Evolution software) can be directly connected into Hironet

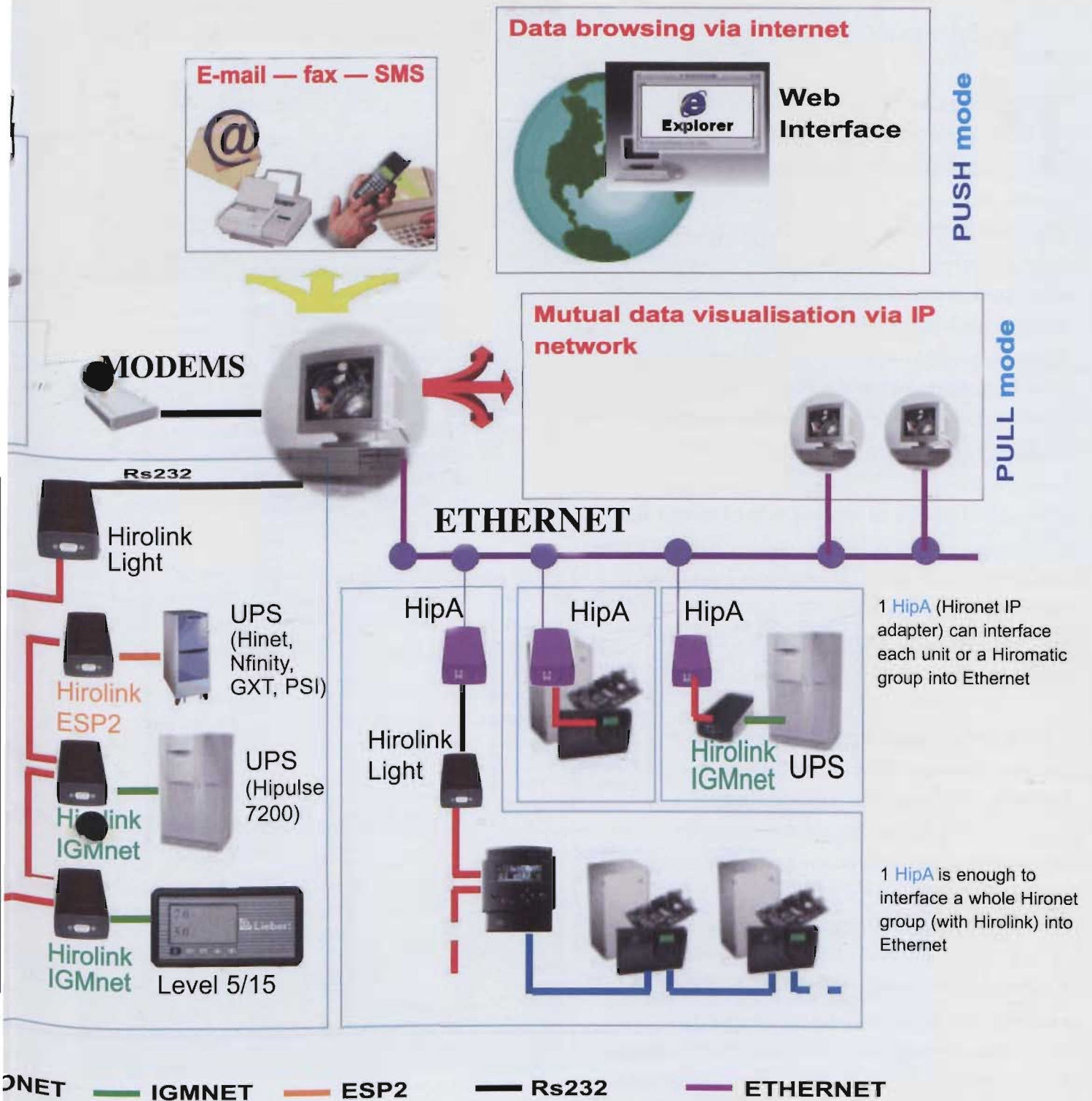
The **DGP box** can transmit data from third-party devices. 9 to 18 inputs available



— HIROBUS — HIRO

ion & telemaintenance despite distances!

s, Liebert UPS units and HPAC units with Level 5 or Level 15 and some third-party devices.



Unit A6, Centre Point Business Park, Oak Road,
Clondalkin, Dublin 22
Tel: 01 - 409 8912; Fax: 01 - 409 8916;
email: info@coreac.com; Web: www.coreac.com

Ireland's Architectural & Construction Week

So much more than just an exhibition

Plan Expo is not just an exhibition ... it is Ireland's architectural and construction showcase.

The exhibition is undoubtedly the main centrepiece of the three-day event but, wrapped around it so to speak is a programme of related seminars, product awards, workshops and building awards (see panels right). Plan Expo is all about innovative products and excellence in architecture and construction.

As such it is the most important event for all those involved in Ireland's construction industry. Both the CIF and the RIAI fully endorse Plan Expo and it's no surprise that last year's event attracted just on 7000 visitors.

These were made up of key decision-makers from architectural practices, building contractors, consulting engineering firms, building services contractors, project managers, property developers, property managers, quantity surveyors and interior designers.

The scale and scope of products and services on show is unprecedented. Running over three days — from Thursday, 4 November to Saturday, 6 November 2004 — Plan Expo is the future of the construction industry presented today ... and all under the one roof.

In short, if you are involved in any way with construction, you cannot afford to miss Plan Expo.

OPUS Architecture & Construction Awards



Sean Benton, OPW Chairman (centre) presents the OPUS Award to Chris Holzgrawe (left) and John Murphy (right) for their work on the Gaiety Theatre for which Holohan Architects won the Conservation and Restoration Award

As a natural development of the very successful Opus Building of the Year Awards, organisers Expo Exhibitions have further developed the assessment process to acknowledge the symbiotic relationship between design and construction. Now called the Opus Architecture & Construction Awards, the new title reinforces the inclusiveness of this Awards scheme.

Based on a holistic approach and devised to acknowledge construction skills in addition to the quality of the architecture, the new format will retain the principle of site visits to the short-listed finalists.

The inclusion of CIF nominees in the Panel of Assessors, along with architects and a structural engineer, also reflects the spirit of this fresh initiative.



Minister Noel Áhern; with Deirdre Rogers, Various Vessels, winner of the Overall Product of the Show Awards; and Dr Willie Crowe, Chairman of the Judging Panel — Plan Expo is all about product innovation. Over the years, winners of the Product of the Show Awards have gone on to great commercial success. Not surprisingly, the entry level for this year's Awards is enormous, reflecting the wealth of innovative and technologically-advanced products presented at the show. As always, the short-listed finalised will be prominently displayed on the dedicated Product of the Show Awards stand. Make it a priority to visit this when planning your route around the exhibits.

A Case of Too Many Cooks?



SETTING INSTALLATION STANDARDS

In accepting the 2003 Activity Report of the Gas Technical Standards Committee (GTSC) recently, the Minister of State for Communications, Marine and Natural Resources, John Browne, TD, stated that it was particularly noteworthy that Ireland had taken a lead in setting standards for making cooking appliances safer for vulnerable users with diminished capacity, and that these go beyond the essential requirements of the Gas Appliance Directive.

“On a related issue”, added the Minister, “recent high-profile incidents involving loss of life and serious injury have made more urgent the need to strengthen and augment existing legislative provisions in the area of gas safety. My Department hopes to bring forward, shortly, legislative provisions, which include proposals for the regulation and certification of natural gas installers and are aimed at significantly enhancing the current arrangements for ensuring that natural gas customers and the public are safe with regard to the licensed activities of natural gas undertakings.”

From REGII’s point of view this is a long-overdue initiative and



Installer Register — It’s not rocket science you know!

is much welcomed. However, a word of caution. There are currently a number of related initiatives being undertaken by various state-empowered bodies which will impact on, or directly influence, what lies at the heart of the installer issue, ie. that of training, monitoring and policing the activities of industry operatives.

That the issue needs to be addressed is not in question but, what needs to be looked at immediately is how that is being done at present. It appears to REGII as if there are two, if not three, separate initiatives being considered by different bodies. Moreover, they each appear to be working in isolation to one another. Are we going to end up with three so-called solutions? That surely is not the way forward.

While it is unfortunate that the

regulation of gas installers is in such disarray, the good news is that the penny finally appears to have dropped with the authorities. Even better still is that we are now faced with a green field situation, most industry observers and participants recognising that the slate needs to be wiped clean so that we can start again. Moreover, that is the experience of the RECI situation in relation to the registration of electrical contractors to draw on and learn from.

But are we doing that? So far it appears not. It’s almost as if the left hand doesn’t know what the right hand is doing. There are different solutions being considered by different parties and, even worse still, not all relevant Irish-based organisations and educational bodies are being consulted. Sure

it is important to consider the experience, resources and facilities of UK-based industry-training bodies but, to simply cut and paste a solution based on the experience of other marketplaces would be disastrous.

The sad thing is that the resources to set up a dedicated regulatory/ registration authority are already here on our own doorstep. The wealth of knowledge, experience and expertise represented by the Bord Gais QC Department is the perfect base upon which to go forward. The likes of Eamon McGlade and his colleagues are ideally placed to head up such a body.

This is not rocket science. It has been done before with RECI in a very similar context. We have the personnel resources ready, willing and able to meet the challenge; they understand the business; they know the pitfalls; and they have first-hand experience of the installer body already in place. The marketplace is crying out for their help. It is all very well having lofty and grandiose ideals but sometimes you end up not being able to see the wood for the trees. Hopefully, in this instance common sense will prevail.

Tracey To Lead Combined M&E and QS Consultancy



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FFPQ Consulting Engineers is a new vibrant consulting engineering practice specialising in building services engineering and cost management. The company has evolved from the amalgamation of Kevin Tracey, Michael Burton, Charles O'Connor and Frank Quigley. It provides a unique combination of skills with over a century of combined experience between the four partners and a deep knowledge of the needs of the building industry in a modern cost-conscious environment. Indeed, apart from top-quality service, improved cost control on the mechanical and electrical content of projects is a key benefit.

FPQ has also taken on additional experienced personnel, including engineers, designers and CAD technicians to provide a first-class professional service to clients. Investment in up-to-date CAD systems and the use of available networking resources ensures a highly-efficient coordinated design service for all clients.

Kevin Tracey, chartered engineer, is the principal in the new company. He has gained vast experience in the industry, having worked for many of the larger consulting engineering



Kevin Tracey pictured with Frank Quigley, Michael Burton and Charles O'Connor

practices at home and overseas, and having been involved with many large projects such as Jubail Industrial City and Port, Intel, Wyeth etc.

Kevin is also well known for his involvement with the CIBSE (Chartered Institution of Building Services Engineers) of which he is a Fellow, past national Chairman, and current member of the CIBSE Council in the UK.

Frank Quigley, chartered engineer, started a consulting engineering practice in building services engineering in 1978 after a career in industry in Ireland and abroad. Clients since then have included Dublin City Council, South Dublin County Council, Eastern Region Health Authority,

Office of Public Works, Christian Brothers, and many private clients.

Michael Burton and Charles O'Connor, both of whom are chartered surveyors, have been practicing as Burton and O'Connor Chartered Quantity Surveyors since 1984. During this time their clients have included Dublin City Council, South Dublin County Council, Eastern Region Health Authority, Office of Public Works and many private clients. Within the new company several quantity surveyors have been trained in mechanical and electrical cost engineering. This is a specialised service provided by FPQ and one which is much sought-after and valued by clients and architects. The scope of building services provided by

FPQ include:—

- Mechanical building services engineering;
- Electrical building services engineering;
- Information technology systems;
- Public health engineering;
- Transport systems.

"FPQ Consulting Engineers provides a first class professional service on all projects, regardless of size", says Kevin Tracey. "The company has a tried and tested team of experienced engineers who, in early consultation at design stage, on any project, can achieve savings on capital cost control, cost over-runs, and minimise problems on site".

Contact: Kevin Tracey, FPQ.
Tel: 01 - 836 5693;
email: ktracey@fpq.ie

Putting The Man Hours In Is Critical

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When Roy Tolan started Consolidated Pumps in 1972, Ireland was just about to experience the impact of the so-called oil crisis, the economy as a whole was very much in the doldrums, and the immediate to mid-term outlook was bleak. It was not really the most auspicious time to start a new business venture.



Roy Tolan, Managing Director, Consolidated Pumps Ltd & Consolidated Pumps UK Ltd

Nonetheless, Roy took the plunge, starting out in a farmhouse in Rathcoole, Co Dublin, before moving a few miles up the road three years later to a one-acre site located at Newland's Cross, Clondalkin, Dublin 22. There he has remained to this day, trading from a modern office, warehouse and workshop complex, on which he has also erected a number of other commercial buildings which are let out.

"The early days were undoubtedly difficult", says Roy, "winning business at prices which afforded reasonable margins, and getting paid on time, often proving near impossible. But we



Odran O'Connor, Internal Logistics, Consolidated Pumps with Michael Hunt, Sales Manager, Consolidated Pumps and Sales Director, Consolidated Pumps UK with Roy Tolan; Anthony Long, Engineer responsible for DAB service; and Andrew Tolan, Engineering.

persevered, my approach throughout being to put the man-hours in as opposed to throwing money at a problem. The latter rarely, if ever, works while putting in the hard graft nearly always does.

"That said, hard work is but one part of the equation, having quality products and providing a quality service is equally important. To successfully achieve this requires brand-leading principals and qualified, experienced personnel. We have been blessed on both fronts. The world-recognised names we represent include DAB, Flowserve, Fristam, Viesse, Bornemann and Tsurumi, while the staff we employ comprises a balance of experienced and newly-qualified personnel.

"This gives us great strength in depth, coupled with a fresh, forward-thinking outlook.

"That we have survived and prospered over the years is a tribute to all who work here at Consolidated Pumps. We

now cater for the pumping requirements of a broad spectrum of industry sectors, including industrial water and chemical processes; sanitary pumps for the food, brewing and beverage industries; construction and sewerage; site-dewatering, well-pointing; handling liquids with solids in suspension; OEM requirements; and domestic applications."

Additionally, Consolidated Pumps provides an extensive range of customised pump packages incorporating the pump, motor, and anti-vibration base frames. There is also comprehensive after-sales service and ongoing maintenance support. Large quantities of the pumps are held in stock, along with a vast selection of spare parts and accessories.

Initially, Consolidated Pumps concentrated solely on the Irish market, especially Dublin. However, as its reputation

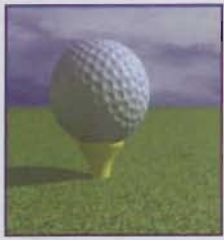
grew so too did its penetration throughout Ireland and abroad. Working in conjunction with Irish consultants and major contractors, it has provided pumping solutions for projects as far afield as Europe and the Middle East. Such was the growing volume of enquiries from abroad that it opened a dedicated UK sister company in 2001 called Consolidated Pumps UK Ltd. This has proved extremely successful to date, the indications being that it will continue to grow over the coming years at a very significant rate.

However, the service provided to the home market is also being strengthened. This is particularly so of the Munster region where plans for a branch office located in Cork are now at an advanced stage.

"In looking back over the last 30 years", says Roy Tolan, "we have built our business on relationships, both with our suppliers and customers. We have survived and prospered together, weathering the lean times and benefiting from the good times. It is about partnerships and integrity, a philosophy which has served us well, and will continue to do so, over the coming years".

Contact: Roy Tolan.
Tel: 01 - 459 3471;
email: info@consolidatedpumps.com

Captain's Outing



BTU Captain Gerry Tobin's outing at Malahide was a tremendous success with 55 golfers battling it out against one another, and the strong breeze, for the ultimate prize. Michael Wyse emerged as a very worthy winner on the day, especially due to his steady play over the difficult closing holes. Not to be upstaged though on the day, Michael Matthews had a

hole-in-one with an 8-iron on the 6th. Well done Michael.

Full results were as follows:—

Overall
Winner — Michael Wyse (35 pts);
Second — Eamonn McGrattan (37 pts).

Class 1
Winner — Ger Hutchinson (33 pts);
Second — Tony Delaney (31 pts);
Third — Tony O'Leary (31 pts).

Class 2
Winner — Tony Gillen (35 pts);
Second — Brian Kearney (31 pts);
Third — Liam McDermott (29 pts).

Class 3
Winner — Michael Murphy (32 pts);
Second — Terry Maher (31 pts);
Third — Martin McKeown (27 pts).

Front 9
Winner — Garvan Evans (17 pts).

Back 9
Winner — Gerry Tobin (20 pts).

Visitor
Winner — Eamonn Cullen (33 pts).

Past Captains
Winner — John Lavelle (31 pts).

Longest Drive
Winner — Tony O'Leary.

Nearest Pin
Winner — Dave Harris.

Hole-in-one
Winner — Michael Matthews (on the 6th).

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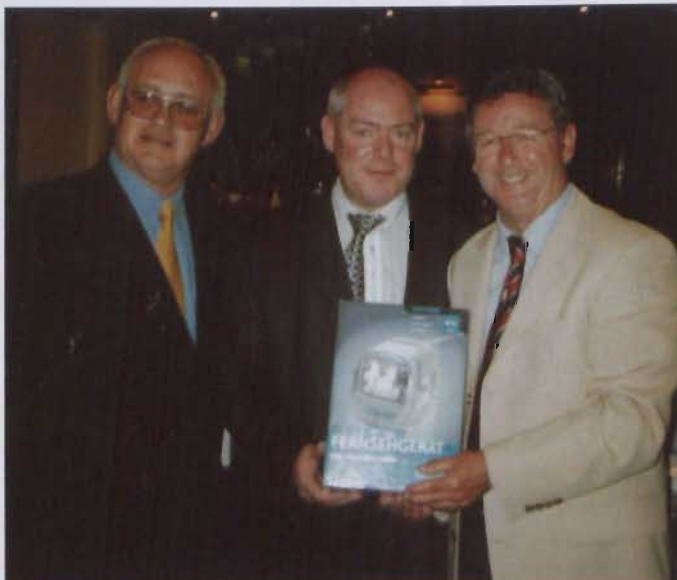
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Malahide — Terry Maher with Garvan Evans and BTU Captain Gerry Tobin



Malahide — Terry Maher with Tony O'Leary and BTU Captain Gerry Tobin



Malahide — Terry Maher with Liam McDermott and BTU Captain Gerry Tobin



Malahide — Terry Maher with Dave Harris and BTU Captain Gerry Tobin

BTU National Championships at Canterbury

et al.: BS News



While the team from the North East region won the National Championships with the highest score ever recorded at the event, the undoubted highlight for the BTU team members, and travelling supporters, was taking advantage of some very slack security which allowed them get their hands on the actual Ryder Cup trophy. Virtually everyone who wanted now has a photographic memento of themselves being presented with the Cup. It's the kind of thing family myths are built on and a story definitely to enthrall and impress the grandchildren!

After such a highlight, the rest of the weekend pales into insignificance. Save of course for Captain Gerry Tobin. Peeved that he did not have a massive gallery out to see him finish his round, he "accidentally" managed to frighten the life out of everyone in the Clubhouse by thumping a wayward shot at the Clubhouse deck. It was the perfect shot, near enough to smack into the decking without hitting anyone or breaking a window!

Not surprisingly — as our photograph shows — Gerry got the desired result. Virtually the entire Clubhouse turned out to witness, and cheer on, his put to the green.



Canterbury — I just love the nonchalant walk Gerry, as if it was the most natural thing in the world to hammer the ball against the Clubhouse!

Flushed with the success of that effort, Gerry then went one further. At the dinner on the final evening he was called upon, as Captain of the region to host the next National Championships in 2006, to accept the Championships flag and say a few words. Boy did he get his own back on everyone! Like any true Irishman he said his cupla focal ... literally. Delivering his address "as Gaeilge", he had the vast majority of those present totally confused.

When one of the English lads asked an Irish team member what he said, the reply was: "the Portuguese should have beaten you fxxxxrs 5 - 0".

Thankfully, Gerry also delivered an English version of his address.

To finish on a golf note, Des Prendergast and John White won the highest score with 48pts; Des also won the longest drive from Michael Kearney, who was second; and Dave harris won nearest the pin.



BTU Team members taking a break at Canterbury



BTU Team and supporting cast at Canterbury ... once again showing off with the Ryder Cup

Nuremore Weekend

As always, the annual BTU Weekend attracted a great turnout with members and their partners renewing acquaintances and enjoying the social aspects of the occasion every bit as much as the golf. That said, the golf is taken ver seriously, the full results being as follows:—

Class 1

Winner — Michael Brady, 39pts;
Second — Des Prendergast, 37pts.

Class 2

Winner — Tony Gillan, 31pts;
Second — Jim Smith, 30pts.

Longest Drive

Winner — Tony O'Leary.

Nearest Pin

Winner — John White.



Another Side of ...

Braving The High Seas To Save Lives

Last year Royal National Lifeboat Institute's (RNLI) lifeboats launched a total of 867 times in Ireland, rescuing a staggering 1,112 people in the process. Yet it's ironic that, in this so-called enlightened age, the activities of the RNLI are funded from voluntary contributions, just as those who man the different types of rescue vessels are also volunteers. The fact that the public at large — even those far-removed from the seashore — contribute so generously to the RNLI bears testimony to the special status RNLI volunteers enjoy within the community.

Eric Walsh of Danfoss Ireland is one such volunteer. Widely known and respected within Ireland's refrigeration sector where he has worked in various capacities for just on 25 years, Eric has loved the sea all his life. Growing up in Skerries, Co Dublin, he and his family and friends were always in the water. However, when a neighbour was tragically drowned, he became very conscious of the need for water safety. Having achieved a certain level of proficiency in terms of personal water survival techniques, he joined the RNLI as an inshore crewman in 1982 so that he could actively support, and contribute to, the excellent work the Institution carries out. Further training to a very high level of competency followed, covering swimming, boat skills, navigation, rescue techniques and first aid.

He started out as a crewman on D Class rescue vessels before graduating to the very responsible position of helmsman on seagoing Atlantic 75 Class vessels. "When on call", says Eric, "you are virtually on standby 24-hours a day. The minute the pager goes off, you revert into rescue mode, your experience and ongoing training kicking in automatically. There is a very definite adrenaline rush as, apart from exciting, it can be extremely dangerous. While I



have experienced some extraordinary and quite frightening situations, thankfully I have never had a major mishap.

"When you go out on a call it is very satisfying when the rescue mission is successful. This is particularly so if the situation is potentially fatal. However, there is nothing worse than having to search for people missing at sea, especially when the circumstances mean that you are really looking to body retrieval as opposed to rescue. But even that is rewarding at a certain level as you know from experience that the person's relatives need that closure.

"Overall, my experience as a lifeboat volunteer has been enjoyable, challenging and very rewarding. It has also taught me more broad-ranging life-learning skills. You learn to work very closely as a team member, to trust in others, and to be trustworthy and reliable yourself. This has been beneficial to me in both my personal and professional life.

"That said, I've now entered another phase of RNLI involvement. When you reach the age of 45 you can no longer serve on the rescue vessels when they set out on a mission. I miss the sea in that respect but

am now in a new role as treasurer of the local branch. It is not, perhaps, the adrenaline-pumping activity of going to sea but it is still a vital part of the overall service.

"I'm also proud to be a part of the history of my home town of Skerries. The original local lifeboat station was established in 1854 but closed in 1930 after a motor boat was stationed at Howth. However, a new inshore lifeboat station was established in 1981 and new bigger, more advanced vessels have been added to the fleet over the years.

"Unfortunately, the changing and growing pattern of sea use by the public and commercial shipping has seen a dramatic increase in the number of lifeboat launches throughout Ireland, the figure for 2003 amounting to 3,724. Hence the RNLI is also now pioneering preventative initiatives such as SEA Check which is intended to help the recreational boating community improve its safety standards.

"But, getting back to basics ... the entire RNLI operation is funded by voluntary donations and legacies. So, when next approached by an RNLI fundraiser, please give generously."

Eric Walsh

Toshiba Scores Straight As

As we went to press the first leg of Toshiba's European Roadshow was in full swing. Using a specially-customised trailer stopping off at strategic locations, the features and benefits of Toshiba's most recent product introductions — featuring digital inverter-controlled units and non-ozone depleting R410A — were explained to a select audience of invited consultants and installers.

GT Phelan personnel linked up with the Toshiba team when they hit Dublin and hosted a programme of three sessions — at 8.30am, 12.30pm and 3pm — in the car park of the Radisson Hotel in Dublin. The smaller groups were accommodated in the trailer itself while the



larger groups were hosted within the Radisson and then had a tour of the trailer where they could view the products first hand.

Having opted for inverter technology and R410A, the new portfolio from Toshiba offers top-of-the-range energy efficiencies, achieving straight A listings across the board from the UK product Energy Labelling authorities.

But it is not just about energy efficiencies. Associated benefits include higher

performance outputs; easier installation and servicing; extended piperuns; flexible control; smooth start-up; quieter operation; precise capacity control; high percentage of components used are recyclable; and small footprint for large units.

The three primary product categories served by the new range are:—

- Toshiba Daiseikai high-wall split units with DC hybrid inverter;
- Toshiba inverter and super digital inverter light commercial heat pump systems;
- Toshiba R410A Super Modular Multi VRF System (SMMS).

A unique feature of the SMMS outdoor unit is that it uses DC twin-rotary compressors. With this dual rotation, the load is distributed more evenly because the operating sequence of the outdoor units and the individual compressors is rotated to spread the operating hours more evenly. Moreover, as the



Toshiba super digital inverter outdoor light commercial heat pump system

compressors are all inverter driven, power surges are eliminated. During operation the system determines which heat exchanger can be used most efficiently and selects the compressor to deliver the power required.

Copies of the Toshiba Technical Specifiers' Pack, which includes all application data, software selection programme and literature on disk, are also available from GT Phelan.

Contact: Ken Lawlor or Derek Phelan, GT Phelan.

Tel: 01 - 286 4377;

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gtphelelan@eircom.net



Toshiba R410A Super Modular Multi VRF System (SMMS)



Toshiba Daiseikai high-wall split units with DC hybrid inverter



RACGS At Tullamore

The RACGS outing in Tullamore was, as always, a very successful outing with participants competing fiercely for the wonderful array of prizes presented by sponsors Ardline Aircon. Dan Dowling emerged a worthy overall winner with the results of the various class categories being as follows:—

Class 1

First — Liam Hctor;
Second — Paddy Smee.

Class 2

First — Eamonn Murphy;
Second — Tom McDonald.

Class 3

First — Domnick Ward;
Second — Zac Keane.

Visitors

First — Tom O'Donovan;
Second — John Ryan.



2nd, Class 1 — Paddy Smee



Overall Winner — Dan Dowling with John Brogan of sponsors, Ardline Aircon



2nd, Visitors — John Ryan with John Brogan of sponsors, Ardline Aircon



1st, Class 3 — Domnick Ward with John Brogan of sponsors, Ardline Aircon



2nd, Class 2 — Tom McDonald



2nd, Class 3 — Zac Keane



1st, Class 2 — Eamonn Murphy with John Brogan of sponsors, Ardline Aircon

1st, Visitors — Tom O'Donovan (right)



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Efficiency Is A Fundamental Requirement

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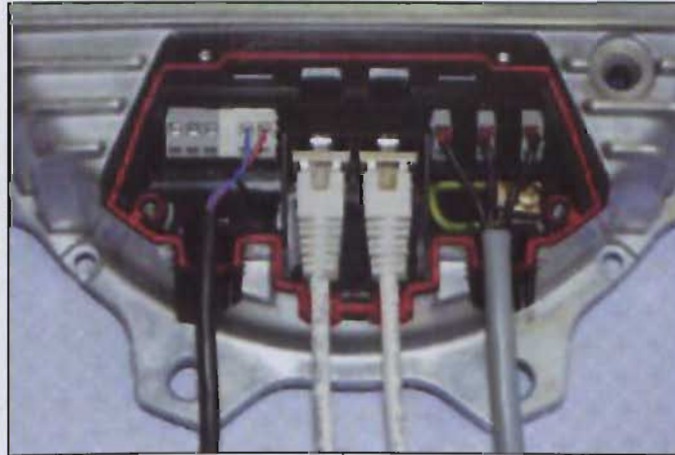
Efficiency is a fundamental requirement in all air conditioning applications, and especially so in technological applications where operational costs are by far the most significant consideration. Sensible Heat Ratio (SHR) values of greater than 0.90 are required to reduce to a minimum the energy spent controlling humidity during normal operating conditions.

Moreover, heat exchanger design and a correct air distribution within the unit are two of the most important factors required to achieve optimum performance. Hence the reason Liebert Hiross uses sophisticated design and development tools such as particle velocimetry and computational fluid dynamics to identify best component layout to achieve an even and pressure-equalised airflow distribution within the case. This optimises the entire surface coil area in the heat exchanging process.

These are the kind of advanced features incorporated in the new Liebert Hiross Himod units which are equipped with plug-in, direct-driven, centrifugal fans with backward-curved blades and an asynchronous external rotor motor. These new-



Himod units are available with the option of DC fan motors in-lieu of the standard AC type. The key advantages are energy-efficiency and variable speed control.



DC motors feature internal rectification from a conventional 3-phase AC supply. The motors are speed controllable via a 0-10v DC control signal. The motors have common alarm contacts and can be networked to a common communications bus.

generation fans were specifically designed for use in air conditioning cabinets and feature very high mechanical efficiency over a wide operating range. In addition, sound radiation is free of tonal noise at the impeller suction and discharge sides.

These fans are designed to have optimal power absorption across the whole airflow range, therefore eliminating the danger of the motor overheating. Nor do the

fans need a minimum back-pressure, as is the case with most centrifugal, direct-driven, fans with forward-curved blades. Liebert Hiross Himod units can also be supplied with an exclusive fan type which increases efficiency still further, thereby significantly reducing operating costs. EC fans (electronically-commutated DC motors) have the added advantage of higher motor efficiencies — up

to 45% higher than 3-phase and 65% higher than single-phase motors. Additionally, the internal electronics of the EC fan are integrated into Liebert Hiross' controls.

The EC fan allows a new approach in regulating environmental parameters within HPAC applications. These include constant air volume; constant external static pressure; sound emission optimisation; and power input optimisation.

As a brief summation, the Himod unit controls the given space using, as the first step, modulating control of the chilled water valve, followed by proportional control of the air flow rate. The system adapts the cooling performance of the Himod unit to the heat loads within the conditioned space while, at the same time, minimising the noise levels from the air conditioning units.

A system of "hot" standby can be used in place of traditional duty/standby rotation. This improves system resilience and removes the risk of hot spots within the air conditioned space.

Contact: Kevin Myler, Core Air Conditioning. Tel: 01 - 409 8912; email: kevin@coreac.com



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**By Ciaran Morgan,
Head of Human
Resources
with Irish Estates.
Tel: 01 - 704 1400;
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The business planning process is extremely important for small to medium enterprises (SMEs). A strategic plan covering a three/five-year period enables the management team to assess the progress of the company against specific measurable targets, and make appropriate performance adjustments on an ongoing basis. That is the theory behind business planning but the implementation is critically dependent on the organisation's employees. The most important factors influencing the success or failure of your business plan may be termed people factors, and they are outlined below.

The business planning exercise does not take place in a vacuum. The existing employee relations climate has a major bearing on the potential success or failure of the plan. If a major dispute is taking place, then it undermines the exercise from the beginning. Any outstanding issues would need to be resolved before commencing the process. The importance of a stable employee relations climate is critical, as you will need to enlist the support of your employees at the initial stage of strategy formulation.

The business plan must be based on the day-to-day reality of your business operations and there is no better way to ensure this than by using your employees to "sense check" your initial draft. This, however, does not mean that you immediately distribute a lot of business-sensitive information

across the organisation. A small focus group of employees taken from different departments will act as a very effective barometer to gauge the practical implications of the main bullet points in your business plan.

Contrast that approach with the cloak of secrecy under which the Government's recent decentralisation plans were hatched and you begin to appreciate the value of some initial feedback to gauge potential support, resistance, and implementation difficulties!

Moving ahead with this common sense approach to business planning, the next phase involves checking the capacity of the organisation to deliver the key goals of the plan over the three/five year period. The key elements here, from a human resources perspective, are the recruitment, retention and development of staff. In relation to the organisation's capacity, the critical issue for the small to medium-sized firm is the timing of the hiring activity. If your strategic plan identifies growth and expansion as key targets, at what point do you need the staff resources available to

implement these plans? Do you have to wait until the new business contracts are in place before you commence hiring and then place your trust in the ability to hire people who can deliver from day one? If you adopt this high-risk strategy then you will end up paying dearly for expensive, experienced staff who may not appreciate being thrown into the deep end of a business expansion whirlpool!

The alternative is to attempt to develop your existing pool of employees to cope with the new business and attempt to backfill the gaps as they move ahead into new roles. This process could be supplemented with a small number of strategic hires who will add experience as and when you need it over the course of the three-year plan. The two-fold benefits of this approach are that the hiring process will not be as costly and the existing staff will be the first people to take advantage of the senior vacancies in the organisation. They will develop their skills and reap the rewards of continued business growth. In this way, they should also be more positively disposed towards any potential stresses and strains





brought on by the implementation of the business expansion plan.

On a less positive note, what if the business plan identifies consolidation and retrenchment as the key elements of the strategic plan? The resourcing issue is equally, if not more, important in times of downturn as it is in times of growth. How and when to deal with issues of redeployment and redundancy should be considered as part of the communication of the business plan. The business plan cannot be rolled out to all staff if it outlines a reduction in a department, without taking into account the staff issues regarding the redeployment and/or redundancy plans.

In terms of its ability to deliver the goals for the company, it is critical that the organisation's staff rewards and incentivisation plans and appraisal scheme are aligned with the business plan. The key goals of the organisation must be outlined very clearly so that every employee is fully aware of the main headings of the strategy – to the point where they become a well known mantra, just stopping short of becoming the company song!

These company level goals must be translated into departmental targets and then included in each individual's objectives, as part of the annual appraisal scheme. Thereafter, each individual company will have its own answer to the vexed question of links between performance and reward. These answers range on a spectrum from tightly-managed, performance-related, pay where every performance-related conversation ends with a declaration of a monetary reward, to the purist approach of performance review and career development conversations that take place in glorious isolation from the monetary issues.



The most important factors influencing the success or failure of your business plan may be termed people factors

The honest answer is one that acknowledges the impact of performance on salary and bonus but without direct links between ratings and rewards. It is possible to discuss objective setting and performance review, and acknowledge that there is a link with rewards, without becoming bogged down in what each rating result means in euro and cents.

The final point in relation to the people factors and business planning is the critical element of communication. Most authors tend to place a lot of emphasis on the initial communication of the strategy but sometimes the ongoing review can be left aside. At some point, when the question of progress against business plan targets is asked, it can lead to some major mid-stream adjustments, if regular monitoring has not been conducted.

For the average three-year plan, a quarterly review with employees helps to keep everyone's focus on the key goals. This can be done at a general staff meeting or within



departments, where managers can review the progress of their individual areas and inform staff of any plan updates.

Similarly, it affords employees an opportunity to provide ongoing feedback in relation to operational hindrances that the organisation must remove in order to ensure the targets are achieved. In this way, staff and management are seen to be working in tandem towards shared goals, which can only increase the chances of success.

Ultimately, the success of any business plan depends upon the level of employee support behind it ... it's not easy but it's true.

Plumb Lines

Heard it on the grapevine ...



BEATLEMANIA REVIVAL — Congratulations to all who recognised the **Abbey Road** theme of last month's 40-year celebratory issue cover. The reaction prior to, and post, publication was **fantastic** and the support and good wishes received are much appreciated. But, as always, you can't please all the people all the time. **Joe** is at pains to point out that he is not the shortest member of the team and that he is certainly taller than **Louise**. He does, however, concede to her domineering presence, and to having to **play second fiddle** to her in the office. Why else would he, and come to think of it the rest of us, be following in line? Indeed, what does it tell you about me if I'm at the end? As for the third person (the position occupied by **Paul McCartney** in the original), his name is John Gibney. He was one of the early designers on the magazine and worked with us for a good 20 years before moving on to pasture new.

TRUE FANS REVEALED The postcard circulated following publication of the magazine also generated a great deal of very clever

responses. Once again thanks to all who got into the spirit of the idea, and especially **Damien Parlour** of Tempar, who gets a bottle of champagne for his efforts.

IN WITH THE NEW — Congratulations to Barry Hennessy of Sanyo on the birth of his **first-born child**, a bouncing baby boy whom he and his wife Esme have named **Neil**. Now while I have no problem envisaging Barry



tripping the light fantastic into the early hours of the morning in some nightclub, I just somehow can't see him performing so well at the nappy-changing stakes!

IRISH GRAB RYDER CUP



The BTU Championships in Canterbury — The Irish contingent took advantage of some very slack security to get their hands on the actual Ryder Cup. The lads above look as if they had just been presented with the trophy. Virtually everyone present has a similar momento though I doubt if whoever was in charge of security still has a job!

GERRY GETS HIS OWN BACK WITH CUPLA FOCAL

When introduced at the dinner following the BTU National Championships in Canterbury recently as Captain of the Society to host the championships in 2006, **Gerry Tobin** stumped all present by delivering his address "as gaeilge". I think it was Gerry

getting his own back for the fact that, having hit a wayward shot which literally bounced off the front porch of the Clubhouse, virtually everyone inside came out to enjoy his **embarrassment** and witness his subsequent shot to the green.



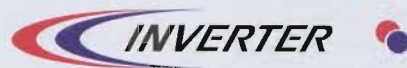
Plumb Lines



Enter a new era with Toshiba's R410A Super MMS Modular Multi System



Toshiba's new and innovative VRF system operates on the energy-efficient, non-ozone-depleting refrigerant R410A. All compressors in the Super MMS are inverter driven, which is unique to the VRF market.

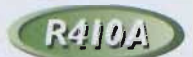


Additional Super MMS benefits include:

- All condensing units incorporate two twin-rotary DC compressors
- Extended pipe runs for greater application flexibility
- Cooling capacity 14 to 135 kW, heating capacity 16 to 150 kW
- A combination of several outdoor units can serve up to 48 indoor units
- A total of 9 models with 84 indoor units available
- Highest energy efficiency in its class
- Light weight, compact design for ease of installation
- State-of-the-art communication bus system with automatic addressing
- BMS-compatible

Toshiba - the innovator you can trust

Contact us today for more information on the new Super MMS System.



Complete Solutions

Building Services News, Vol. 35, Iss. 8 [2004], Art. 1

We offer a complete range of high-quality, competitively priced products for pressure, temperature and level measurement.

- Our range does not only cover the delivery of individual sensors, but includes suitable power supplies and measurement display units.
- Upon request, we do the entire engineering for you, all the way to the production of the finished control systems.
- National and international approvals and certificates assure the highest level of quality.
- A wide selection of materials (e.g. stainless steel 1.4571/1.4435/1.4404, Monel, Hastelloy, Platinum, Titanium, PFA/PTFE coating) and process connections enable perfect adaptation to the process.
- AFRISO measuring devices cover the following ranges:
Pressure: from 0/4 mbar to 0/4.000 bar
Temperature: from -80°C to +600°C
Level: from 0/60 cm to 0/100 m



Pressure Gauges



Digital Pressure Gauges



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