

Four top products awarded 'A' Window Energy Rating

Western Windows ahead of the game on quality and energy ratings

Co Tyrone-based construction industry 'all rounder' Western Building Systems have made great strides to secure the highly regarded harmonised EU fenestration industry standard BS EN 14351-1:2006.

Following a series of BFRC (British Fenestration Rating Council) approved simulations, the company's Windows Division has also recently been awarded 'A's for Window Energy Rating for four of its top products including two casement windows, a sliding sash and a reversible model.

Moreover, with the assistance of fenestration industry specialist, CENSolutions, Western Windows will soon be in a position to declare full compliance with BS EN 14351-1:2006, which applies both to the company's PVC-U and aluminium systems.

BS EN 14351-1:2006 involves the implementation of factory production control measures, a declaration of thermal transmittance values and the load bearing capacity of safety devices, and the collection of data on dangerous substances-related emissions, ensuring that none of their



ABOVE: From their base on the Mountjoy Road in Coalisland, the company offers an impressive product range.

products will cause harm to health or the environment during normal intended use.

With Western's quality control systems now having been implemented and the company awaiting the receipt of a final health check on some of their windows' components, company General Manager Declan McCloskey expects that Western Windows will soon be able to sign off on the declaration of compliance in a matter of days:

"Our Windows division can boast BS EN 14351-1:2006 and a range of 'A' rated products, meaning that our

customers can now be confident that we're in a position to supply the most energy-efficient windows and doors subject to the most rigorous quality control procedures in the industry."

From their base on the Mountjoy Road in Coalisland, the company offers an impressive product range, including PVC-U vertical sliding windows, fully reversible windows and bi-fold doors, and is keen to further enhance their green credentials with a PVC-U range which has been extruded as a lead-free compound, well ahead of the 2015 EU legislative requirements.

Brendan Ruddy from CENSolutions complimented Western's progress: "Western are the first company I've worked with in Northern Ireland to hold both BS EN 14351-1:2006 and to be in a position to boast 4 'A' rated window products. It's great to see the company commit to the highest standards of quality and sustainability, and I'm sure that Western's clients will appreciate their products now and in years to come"

E: contact@westernbuild.com

Westcountry Glass enjoys sales support from the Super Spacer Dealership

Westcountry Glass became the second sealed unit and toughening facility for Cornwall Glass and Glazing in July last year. Mark Nordliffe, Director at Westcountry Glass explains why they decided to join Edgetech's Super Spacer Dealership Network now: "The business operating out of Saltash in Cornwall was already set up to manufacture Super Spacer double-glazed units, but we decided to take the relationship with Edgetech to the next level and join the Super Spacer Dealership to take advantage of the support available to help us meet our ambitious targets. As a direct result of the real sales support we receive from Edgetech's Business Development Advisor, Mel Jones, along with Edgetech's comprehensive marketing materials, we are being introduced to potential new customers. Mel is also an asset when it comes to training on the product itself and on the selling and marketing of windows



From L to R: Angus Hardman, of Cornwall Glass & Glazing; Mark Nordliffe of Westcountry Glass and Patrick Fox of Westcountry Glass.

with Super Spacer units.

"Our customers are really impressed with the Super Spacer product. The consistent line of Super Spacer applied by our Robot Applicator, especially on shapes; its appearance in taking on the colour of the frame instead of looking at a cold-looking metal spacer; no condensation; and greatly improved heat loss around the edge of the unit, backed up with a great marketing package, are just some of the reasons why.

Having the additional back-up from Edgetech we are able to offer our customers a wealth of experience, technical advice and sales and marketing support to help them achieve their own Window Energy Ratings and sell more windows."

Westcountry Glass is expecting a continued increase in sales this year and as a result appointed Graham Pollard to join the Sales Team in January. Graham has a wealth of experience in the glass and sealed unit business and has worked for the company for almost three years now. The team at Westcountry have a vast experience in sealed unit manufacturing units with Super Spacer. With the work that Edgetech is doing this year to increase awareness of WERs and the ability to produce units that will comfortably meet 'A', 'B' and 'C' requirements, we are very confident that this year will see demand and productivity reach new levels.