



CENSolutions Press Cuttings

June-July 2011

Fenestration News (June)

Skipton Glass Does it Right with CENSolutions



SKIPTON GLASS LOGO

Long established Skipton Glass has always placed the utmost importance on quality and doing things right, which is why it chose CENSolutions as its partner for all its legislative needs. Graham Barnes of Skipton Glass explains how the relationship started and what it has meant for the business ever since: “We have always offered our customers the highest quality in products and service. Our response when Window Energy Ratings were first muted was that we must strive to meet this standard. Achieving a C Rating was our priority, firstly with PVC-U and then as the industry improved, with aluminium. CENSolutions helped us through the entire process and are continuing to work in a measured way, on our behalf, to improve our energy rating. As we manufacture our own sealed units we are able to ensure that the highest quality is maintained and that for example as we gas fill our units, EN1279 part 3 is met.

“We also carry the CMS Mark on our units with CENSolutions and undergo regular audits on our manufacturing process. We’ve continued using CENSolutions as our needs have expanded because we’ve always been a satisfied customer. Unfortunately there are many companies which purport to meet the new standards and even flaunt the fact they have them, when in fact they do not.

“Skipton Glass in partnership with CENSolutions, will continue to offer our customers good quality products and value for money while at the same time work hard to drive standards up.”

Fenestration News (June)

CENSolutions Counts Down to CE Mark



CENSOLUTIONS COUNTS DOWN TO CE MARK

CENSolutions, the leading consultancy and test facility for the window, door and glazing industries, is helping the industry prepare for the next step change in legislation in 2013 when CE Marking becomes mandatory, by publishing a live countdown clock on the home page of its website. “On the 1st July 2013 all sealed unit manufacturers, toughened glass processors and window and door fabricators will have to CE Mark,” explains Mike Gaillard, Joint Managing Director of CENSolutions. “What this means in real terms is that all of these companies will have to prove their compliance to all relevant legislation such as EN1279, EN12150 and EN14351. While 2013 seems like a long way off now, as we’ve seen with other legislation changes, the sooner companies get up to speed, the better. And as we all know, time flies when you’re busy running your own company, which is why we have published a live countdown clock now, to help the industry make the necessary changes in plenty of time.

“CENSolutions’ team of consultants work with companies every day to ensure they are not caught out by any existing or up and coming legislation and we will continue to offer our support to companies who would rather get ahead of this latest development sooner rather than later.”

South East Vision (June)

"We Practice What We Preach"



CENSolutions, the consultancy and test facility for the window, door and glazing industries, has just passed its second three yearly

ISO9001:2008 strategic review for its test laboratory facility in Staffordshire. Mike Gaillard, Joint MD comments: "Passing the latest audit for ISO9001:2008 is simply further confirmation that we practice what we preach and are set up properly to help our customers through the complexities of legislation on both a consultative and practical level. The scope of our audit is for EN1279 Part 6 Periodic Testing, including the UV fogging test and gas concentration testing, which is more than any other UK notified body. Companies that are reviewing test houses to partner with should ask to see their Scope of Accreditation - you may be surprised at the vast

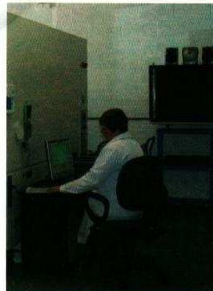
differences that exist between them. We believe we are now the biggest provider of EN1279 Part 2 & 3 type testing and have become by far the busiest laboratory in the UK looking after EN 1279:6 Periodic testing having tested close to 2000 sets of periodic test units since June 2004. Plus, a third of the companies that have achieved a BFRC Window Energy Rating, have done so with the CENSolutions team guiding the BFRC WER Registered companies through the process. We also have a great team working at our lab to ensure the highest standards are adhered to on a daily basis. The team is headed up by Linn Spilsbury who has experience of high profile testing for companies such as BMW and Volvo.

"Legislation is only getting tighter and our company is keen to make the transition to compliance of existing and future legislation as painless as possible. ISO9001 helps us to be more structured and organised but doesn't require bureaucracy. It helps companies to achieve the right results first time, giving customers the benefit of consistency, which is essential in our line of work."

Contact CENSolutions Tel: 01785 716625 or visit www.censolutions.com

Glass Times (June)

[NEWS]



A view of the CENSolutions lab facility

CENSolutions

CENSolutions, a consultancy and test facility for the window, door and glazing industries, announces that it has just passed its second three yearly ISO9001:2008 strategic review for its test laboratory facility in Staffordshire.

Mike Gaillard, Joint Managing Director of CENSolutions comments: "Passing the latest audit for ISO9001:2008 is simply further confirmation that we practice what we preach and are set up properly to help our customers through the complexities of legislation on both a consultative and practical level.

"The scope of our audit is for EN1279 Part 6 Periodic Testing, including the UV fogging test and gas concentration testing, which is more than any other UK notified body. Companies that are reviewing test houses to partner with should ask to see their Scope of Accreditation – you may be surprised at the vast differences that exist between them.

"We believe we are now the biggest provider of EN1279 Part 2 & 3 type testing and have become by far the busiest laboratory in the UK."

For more information on CENSolutions visit www.censolutions.com

Northern Vision (June)

"We Practice What We Preach"



CENSolutions, the consultancy and test facility for the window, door and glazing industries, has just passed its second three yearly ISO9001:2008 strategic review for its test laboratory facility in Staffordshire. Mike Gaillard, Joint MD comments: "Passing the latest audit for ISO9001:2008 is simply further confirmation that we practice what we preach and are set up properly to help our customers through the complexities of legislation on both a consultative and practical level. The scope of our audit is for EN1279 Part 6 Periodic Testing, including the UV fogging test and gas concentration testing, which is more than any other UK notified body. Companies that are reviewing test houses to partner with should ask to see their Scope of Accreditation - you may be surprised at the vast differences that exist between them. We believe we are now the biggest provider of EN1279 Part 2 & 3 type testing and have become by far the busiest laboratory in the UK looking after EN 1279:6 Periodic testing having tested close to 2000 sets of periodic test units since June 2004. Plus, a third of the companies that have achieved a BFRC Window Energy Rating, have done so with the CENSolutions team guiding the BFRC WER Registered companies through the process. We also have a great team working at our lab to ensure the highest standards are adhered to on a daily basis. The team is headed up by Linn Spilsbury who has experience of high profile testing for companies such as BMW and Volvo.

"Legislation is only getting tighter and our company is keen to make the transition to compliance of existing and future legislation as painless as possible. ISO9001 helps us to be more structured and organised but doesn't require bureaucracy. It helps companies to achieve the right results first time, giving customers the benefit of consistency, which is essential in our line of work."

Contact CENSolutions
Tel: 01785 716625 or visit
www.censolutions.com

Fenestrations News (July)

CENSolutions Helps The Sash Window Workshop Stay Ahead



THE SASH WINDOW WORKSHOP STAYS AHEAD WITH CENSOLUTIONS

The Sash Window Workshop, manufacturer of timber windows and doors in Bracknell, Berkshire, has built up an excellent reputation in London and the South East as a result of which customer recommendations account for more than a third of new business. Providing quality products on time every time is therefore of the utmost importance. CENSolutions, the leading consultancy and test facility for the window, door and glazing industries, partners with The Sash Window Workshop to help it continually meet its high standards. Richard Dollar, Managing Director of The Sash Window Workshop explains: “CENSolutions proactively stay on top of all the relevant legislation we need to comply with and help us ensure we stay ahead of all necessary changes. While at first I was skeptical about some of the required standards, I do believe they have helped us to continually drive the quality of our products forward. We’ve worked with Mike Gaillard and his colleagues at CENSolutions to achieve EN1279 and EN14351 and they have removed all the hassle for us by overseeing all of our systems and undertaking the six



monthly audits. Most companies, especially in the current economic climate, need to use the resources they have to focus on running their business and making sure customers are happy. So, with limited in house resources, you need a company like CENSolutions. Working with CENSolutions allows us to concentrate on what we do best – making high quality traditional timber windows and doors – safe in the knowledge that all of our products meet, if not exceed, existing legislation.”

The Sash Window Workshop was established in 1994 and is a family owned and managed company. The company prides itself on providing customers with excellence and an attention to detail across all of the products and services it offers from first enquiry through to completion.



Fenestrations News (July)

Achievable 'A' Rating for Timber Sash Windows Finally Here

Finally, the BFRC has announced that the method of calculating energy ratings on timber sash windows is fundamentally changing to bring it in line with the different nature of these specialist products and in particular how they are installed. Brendan Ruddy, a simulator for CENSolutions, the leading consultancy and test facility for the window, door and glazing industries, explains: “This is great news for timber window companies nationwide. For years now the method of calculating the energy rating of a traditional timber sash window has been similar to the one used to calculate a casement window. Because of this, the whole of the box was included in the calculation, even though the majority was recessed behind the brickwork. This effectively reduced the glass area and hence the solar gain, one of the main factors involved in achieving a better rating. The new method of simulating an energy rating on a timber sash window takes into account this difference in the product and how it is fitted. What this change means in real terms for timber window manufacturers is that an ‘A’ rating, using a sensible IGU specification, is now more achievable.

“Some timber window companies we have spoken to in the past have not bothered to go down the energy rating route because they didn’t think the cost was worthwhile if the maximum they could achieve was a ‘C’ or in many cases just a ‘D’. However with ‘A’, ‘B’ and ‘C’ ratings now much more attainable, the marketing opportunities associated with good WERs and enjoyed by their PVC-U counterparts for so long, have been opened up to timber window manufacturers.

“The delay in launching this new initiative is due to a new spreadsheet having to be developed and then tried and tested before it could officially be introduced to the marketplace. CENSolutions has been one of the companies lobbying hard for this change to be implemented on behalf of our customers. We have already helped approximately a third of companies with WERS with the BFRC through the process, so we’re looking forward to working with our timber window customers to help them achieve the window energy ratings they deserve.”

Glazine (July)

Counting down to CE Marking

CENSolutions is helping the industry prepare for the next step change in legislation in 2013 when CE Marking becomes mandatory, by publishing a live countdown clock on the home page of its website.

“On the 1st July 2013 all sealed unit manufacturers, toughened glass processors and window and door fabricators will have to CE Mark,” explained Mike Gaillard, joint managing director of CENSolutions. “What this means in real terms is that all of these companies will have to prove their compliance to all relevant legislation such as EN1279, EN12150 and EN14351.

“While 2013 seems like a long way off now, as we’ve seen with other legislation changes, the sooner companies get up to speed, the better. And as we all know, time flies when you’re busy running your own company, which is why we have published a live countdown clock now, to help the industry make the necessary changes in plenty of time.”

“CENSolutions’ team of consultants work with companies every day to ensure they are not caught out by any existing or up and coming legislation and we will continue to offer our support to companies who would rather get ahead of this latest development sooner rather than later.”

www.censolutions.com



The screenshot shows the CENSolutions website home page. At the top, there is a navigation menu with links for HOME, SERVICES, CONTACT, and a CENSOLUTIONS logo. The main content area features a large blue box with the heading "CENSolutions - Your partner for success" and a "WELCOME TO THE TEAM" button. Below this, there are three columns of text: "EXPERIENCE" with a "MEET THE TEAM" button, "EXPERTISE" with a "WAYS OF ADVISE OFFERED AND SERVICES PROVIDED" button, and "ADDED VALUE" with a "THE COMPLETE PACKAGE" button. A prominent blue box on the right side of the page displays the text: "CE Marking becomes Mandatory on 1st July 2013: 739 days 16h 16m 24s!".

Glazine (July)

Testing partnership

The Sash Window Workshop has partnered with CENSolutions.

Richard Dollar, managing director of The Sash Window Workshop said:

“CENSolutions proactively stays on top of all the relevant legislation we need to comply with and help us ensure we stay ahead of all necessary changes. While at first I was skeptical about some of the required standards, I do believe they have helped us to continually drive the quality of our products forward.

“We’ve worked with Mike Gaillard and his colleagues at CENSolutions to achieve EN1279 and EN14351 and they have removed all the hassle for us by overseeing all of our systems and

undertaking the six monthly audits. Most companies, especially in the current economic climate, need to use the resources they have to focus on running their business and making sure customers are happy. So, with limited in house resources, you need a company like CENSolutions.

“Working with CENSolutions allows us to concentrate on what we do best – making high quality traditional timber windows and doors – safe in the knowledge that all of our products meet, if not exceed, existing legislation.”

www.censolutions.com

www.sashwindow.com

