



CENSolutions Press Cuttings

October-December 2011

Glazine (October)

Charity waterfall abseil

Mike Gaillard, joint managing director of CENSolutions celebrated his 60th birthday by raising in excess of £1,200 for completing a charity abseil.

Mike abseiled down Canonteign Falls in Devon for CLIC Sargent, the charity that helps children and young people with cancer.

Mike said: “I was actually challenged to do the abseil by my daughter so even though I’m scared of heights, I couldn’t resist the challenge! I’m really pleased I did it and that I was able to raise some money for charity in the process.

“CLIC Sargent is a great organisation that does invaluable work supporting children and their families through the trauma of diagnosis of cancer and for the long journey they face through treatment and beyond. The organisation offers much needed clinical, practical and emotional support so I’m really grateful to all those that sponsored me for this worthy cause.”



www.censolutions.com



Fenestration News (October)

Beware of Misinformation

CENSolutions, the leading consultancy and test facility for the window, door and glazing industries urges manufacturers of thermally toughened glass to beware of misinformation where compliance with relevant standards is concerned. Mike Gaillard, Joint Managing Director of CENSolutions explains: “We are increasingly coming across companies that are unknowingly breaking the law as a result of non-compliance. Having satisfied established third party scheme requirements, their certification suppliers lead these companies to believe that they are compliant with EN12150. This is simply not the case. And as EN12150 is a standard written into Building Regulations, these companies are breaking the law.

“Even if you put the fact they are breaking the law to one side (something we wouldn’t recommend to our customers!) these companies are being left vulnerable with respect to their customer liability and moral responsibility. This widespread problem is extremely serious and is caused by consultants and certification providers misinterpreting the standards. We would urge any toughened glass manufacturer who is uncertain about the requirements they need to meet to be fully compliant, to use a third party consultant or certification supplier they can trust. We have converted over 60 customers from our competitors because we provide a better, more informed service at a reduced cost. They know that we won’t cut corners where compliance is concerned.”

GGP Bullseye (October)

Nifty at sixty

While most people celebrate their 60th birthday with a party, Mike Gaillard, joint managing director of CENSolutions decided to celebrate his milestone birthday in style by raising in excess of £1200 for completing a charity abseil. Mike abseiled down Canonteign Falls for CLIC Sargent, the charity that helps children and young people with cancer. Mike says: *"I was actually challenged to do the abseil by my daughter so even though I'm scared of heights, I couldn't resist the challenge! I'm really pleased I did it and that I was able to raise some money for charity in the process."*

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GGP (October)



Abseiling for charity: Mike Gaillard, joint managing director of CENSolutions, celebrated his 60th birthday in style by raising more than £1,200 for completing a charity abseil. Mike abseiled down Canonteign Falls for CLIC Sargent, the charity that helps children and young people with cancer. Mike said: "CLIC Sargent is a great organisation that does invaluable work supporting children and their families through the trauma of diagnosis of cancer and for the long journey they face through treatment and beyond. The organisation offers much needed clinical, practical and emotional support so I'm really grateful to all those that sponsored me for this worthy cause."

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Glazine (November)

Testing decision

Cambridgeshire-based Holloseal Glass has chosen CENSolutions, the leading consultancy and test facility for the window, door and glazing industries, as its third party supplier.

Fraser Nicol, managing director of Holloseal said: “With the introduction of mandatory CE Marking just around the corner, we wanted to make the move sooner rather than later. We were also keen to move to the European requirement as an alternative to using the Kitemark that we have had to date.



“Compared to our previous system of audits and paperwork, the new system is so much easier and CENSolutions has made sure the transition has gone smoothly. Mike Gaillard, joint managing director of CENSolutions has helped us develop a much more relevant quality control system compared to the previous structure we were adhering to, which was a bit remote and academic.

“The systems we have in place now are much more intuitive and make a lot more sense. All of this helps us to concentrate on what we do best, which is to supply quality sealed units and toughened glass to the window industry.”

Mike Gaillard said: “Holloseal is doing exactly the right thing and making sure their business is future proofed sooner rather than later. On the 1st July 2013 all sealed unit manufacturers, toughened glass processors and window and door fabricators will have to CE Mark. 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. That is why it’s great to work with forward thinking companies like Holloseal, who are getting ahead sooner rather than later.”

Fenestration News (November)

Holloseal Glass Chooses CENSolutions



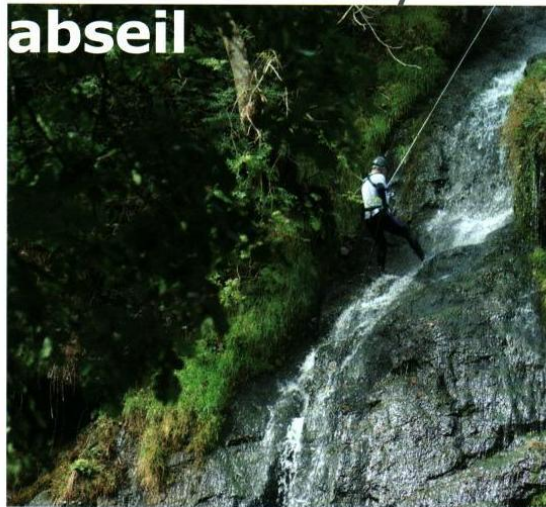
HOLLOSEAL GLASS SUPPLYING QUALITY SEALED UNITS AND TOUGHENED GLASS TO THE WINDOW INDUSTRY

Cambridgeshire based Holloseal Glass has chosen CENSolutions, the leading consultancy and test facility for the window, door and glazing industries, as its third party supplier. Fraser Nicol, Managing Director of Holloseal explains: “With the introduction of mandatory CE Marking just around the corner, we wanted to make the move sooner rather than later. We were also keen to move to the European requirement as an alternative to using the Kitemark that we have had to date. Compared to our previous system of audits and paperwork, the new system is so much easier and CENSolutions has made sure the transition has gone smoothly. Mike Gaillard, Joint Managing Director of CENSolutions has helped us develop a much more relevant quality control system compared to the previous structure we were adhering to, which was a bit remote and academic. The systems we have in place now are much more intuitive and make a lot more sense. All of this helps us to concentrate on what we do best, which is to supply quality sealed units and toughened glass to the window industry.”

Mike Gaillard adds: “Holloseal is doing exactly the right thing and making sure their business is future proofed sooner rather than later. On the 1st July 2013 all sealed unit manufacturers, toughened glass processors and window and door fabricators will have to CE Mark. 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. That is why it’s great to work with forward thinking companies like Holloseal, who are getting ahead sooner rather than later.”

Glass Times (November)

Mike's birthday abseil



Mike Gaillard abseils down Canonteign Falls in Devon

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emitted in any form, or by any means, electronic or mechanical, including photocopying, recording or any

Windows Active (November)

BEWARE OF MISINFORMATION - CENSolutions urges manufacturers of thermally toughened glass to beware of misinformation where compliance with relevant standards is concerned. Mike Gaillard, Joint MD explains: "We are increasingly coming across companies that are unknowingly breaking the law as a result of non-compliance. Having satisfied established third party scheme requirements, their certification suppliers lead these companies to believe that they are compliant with EN12150. This is simply not the case. And as EN12150 is a standard written into Building Regulations, these firms are breaking the law. Even if you put the fact they are breaking the law to one side (something we wouldn't recommend to our customers!) these companies are being left vulnerable with respect to their customer liability and moral responsibility. This widespread problem is extremely serious and is caused by consultants and certification providers misinterpreting the standards. We would urge any toughened glass manufacturer who is uncertain about the requirements they need to meet to be fully compliant, to use a third party consultant or certification supplier they can trust. We have converted over 60 customers from our competitors because we provide a better, more informed service at a reduced cost." www.censolutions.com



Fenestration News (December)

Oakland Glass Switches to CENSolutions



CENSolutions, the leading consultancy and test facility for the window, door and glazing industries is pleased to welcome Oakland Glass to its growing customer base. Oakland Glass is celebrating its 25th year of supplying quality, specialist leading edge glazed products to the window industry this year. Tina Birkenshaw, Managing Director of the company explains why she decided to switch to CENSolutions: “We live by certain philosophies at Oakland Glass and we like our suppliers to share the same qualities, so when looking at our Certification partner we wanted someone innovative, adaptive and forward thinking. CENSolutions ticks all of those boxes. We had been using another audit company for some time but we were interested to hear a fresh perspective on Oakland Glass from someone that wasn’t familiar with our business. It’s always useful to hear a different view from someone outside of your organisation because when you’re busy running a business every day, it’s very easy to take what you do and the way that you do it for granted. CENSolutions offered us some insights we hadn’t considered before and it’s this innovative approach that cemented our decision to switch.

“Oakland Glass has had a successful 25 year history because we have never been afraid to make the first move and lead the way with new technologies or services. We are always open to new ideas and new products that will ultimately make our customer’s lives easier. We look forward to partnering with CENSolutions to ensure we continue to exceed our customers’ expectations for the next 25 years.”



Fenestration News (December)

New Beginnings at CENSolutions

CENSolutions, the leading consultancy and test facility for the window, door and glazing industries, has announced that Dave Frost, a long standing member of the management team since the company was established is moving on to work on other projects in the industry. Mike Gaillard, Joint Managing Director of CENSolutions says: “We wish Dave all the best in his new venture and would like to take this opportunity to thank him for his significant contribution to CENSolutions. Dave has had to take a step back from the company in recent months due to some health problems but is now on the mend and looking forward to a new challenge. The management structure at CENSolutions meanwhile will remain the same with myself and Wayne Rogerson at the helm and a strong team of consultants nationwide. We are both looking forward to building on the increasing demand we have already seen for our services.”



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Mike Gaillard, joint managing director of CENSolutions said: "We wish Dave all the best in his new venture and would like to take this opportunity to thank him for his significant contribution to CENSolutions.

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