

**"SELL MORE DOORS WITH THE TRUEDOR PARTNER PROGRAMME"**



GEORGE CLARKE  
Truedor

# GGF CONCERNS AFTER CARILLION COLLAPSE

Following the collapse of Carillion this week Phil Pluck, GGF Group Chief Executive raises his concerns.

As the assessment of the true damage continues following the collapse of Carillion, it does raise some fundamental issues in terms of protecting both smaller companies caught up in the collapsing supply chains and the jobs that may be lost as a result.

The Glass and Glazing Federation (GGF) has sympathy with local government and other bodies tasked with delivering major build projects on ever decreasing Government funding. This creates a race to the bottom in terms of procurement practice in that more and more major

**"I urge the Government to assess the long term damage that short term cost savings creates and to take heed that Carillion may not be the last company to collapse as a result."**



Phil Pluck, GGF Group Chief Executive

contracts are awarded based on the lowest price.

This is a poor, short term approach which causes companies throughout the supply chain to operate at almost impossible margins. The companies that the GGF represents operate to the highest standards of manufacture, supply and installation. As a result of short term procurement practices and Government's fixation with cost savings, a clear risk has been built into major construction projects.

GGF Members aim to be - and many are - the best in the world in their given sector and collectively the membership represents over 30,000 jobs in the UK alone. A cost cutting approach to the awarding of contracts puts at risk build quality, safety and jobs. In doing so, no legal protection is afforded to those in the supply chain that are now the victims of the Carillion Collapse. This in turn could

result in further company failures and consequent losses of jobs and talent.

A knee jerk reaction comprised of Government rescue packages to selected companies is of no reassurance to GGF Member companies and does not allow them to plan for long term sustainability. A lasting negative effect on Government tax revenue would be the result.

I urge the Government to assess the long term damage that short term cost savings creates and to take heed that Carillion may not be the last company to collapse as a result. There are other major supply chains also operating at near impossible margins."

For further information go to: <http://www.ggf.org.uk> or for consumer information generated by the GGF please visit [www.MyGlazing.com](http://www.MyGlazing.com).

READER ENQUIRY NO: 0218/0001

# glass news™

INSTALLERS | FABRICATORS | GLASS PEOPLE

THE RIGHT PEOPLE READ GLASS NEWS

Issue 83  
February 2018

**THIS MONTH!**

SEE PAGE 9



**MACHINERY**

**THIS MONTH!**

SEE PAGE 25



**COLOUR EXPERT**

0218/0002

## Korniche ALUMINIUM ROOF LANTERN

**GLAZED IN SECONDS**



**5 Working Days Lead Time**

<b>FASTER</b>	<b>STRONGER</b>	<b>WARMER</b>	<b>SLIMMER</b>
THE QUICKEST, MOST EFFICIENT LANTERN TO INSTALL AVAILABLE	SUBSTANTIALLY STRONGER THAN COMPETITORS	SUPERIOR CLASS LEADING THERMAL PERFORMANCE	THE MOST ELEGANT ROOF ON THE MARKET

**SAVE TIME AND MAXIMISE PROFIT**

Tel: 01642 610799  
Fax: 01642 615854  
[www.korniche.co.uk](http://www.korniche.co.uk)

**MADE FOR TRADE**

**NOW ONLY £345 per leaf including delivery**

**NEW LOW PRICE**

ORDER TO DELIVER WITH A FAST 10 Working Days Lead Time!

**Be smart Aluminium Bi-Fold Doors**

Choose Made for Trade

Head: [info@madefortrade.co.uk](mailto:info@madefortrade.co.uk)  
Call: 01642 610799  
Fax: 01642 610326  
[www.madefortrade.co.uk](http://www.madefortrade.co.uk)

# THERMAL INSULATION & BUILDING PHYSICS IN WINDOW CONSTRUCTION

## SOFTWARE FOR THERMAL CALCULATION OF WINDOWS & FACADES IS VALIDATED BY IFT ROSENHEIM

*Nowadays the use of software for the calculation of parameters of heat protection and building physics is indispensable in the house building industry.*

To meet the growing demands of legislators regarding these programs, the Sommer Informatik GmbH has optimized its proven software solution WinIso\* according to the new standard DIN EN ISO 10077-2. WinIso\* is used to calculate two-dimensional heat and vapor diffusion currents, isotherms, Uf- and Psi-values with a DXF interface - this provides important data to define the thermal insulation properties of frame profiles and to integrate them into the building design. The optimized software was validated at the beginning of November 2017 by the renowned ift Rosenheim.

"The revision of the ISO 10077-2 standard for the calculation of building physics values changed the methods of calculation of Uf-values significantly", explains Roland Steinert, external technical consultant of the Sommer Informatik GmbH. "In order to meet the requirements of

the new standard, the WinIso\* software had to be revised accordingly." The integrated CAD-Editor and the FEM-calculation in combination with the standard DIN EN ISO 10077-2 enable the user to get a detailed calculation result - especially in the area of ventilated cavities. The method of 2012, which was used before, did not correspond to the latest state of the technology and was also not precise enough in calculating a single equivalent conductance for heat

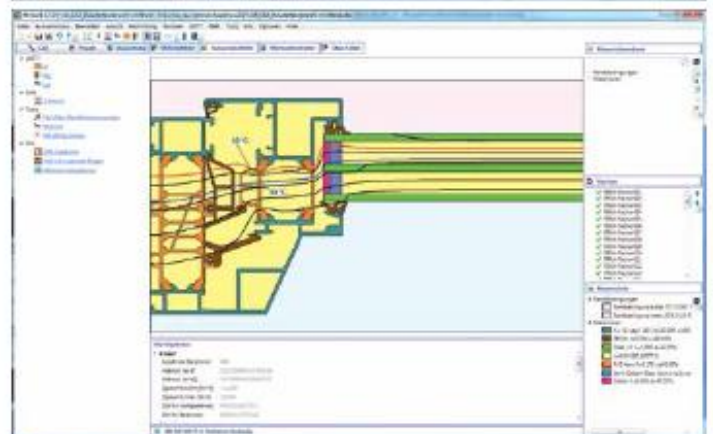
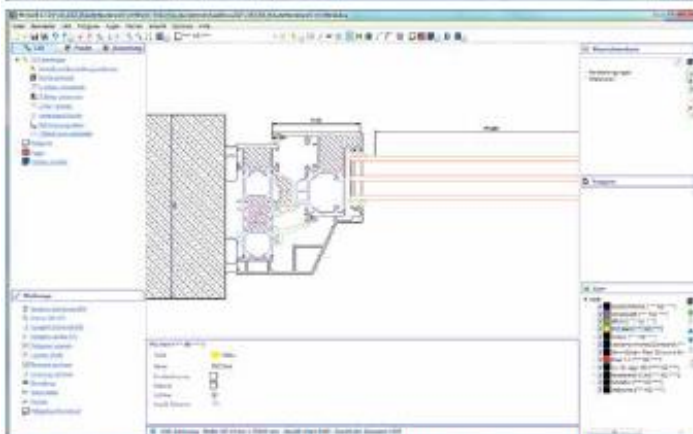
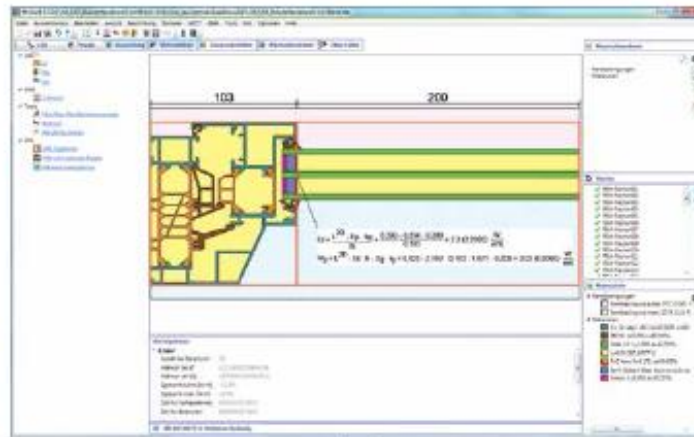
conduction, convection and radiosity for each heat flow direction. "The improved method allows a separate evaluation of radiation heat transfer and convection, which is much more efficient. For heat conduction and convection an equivalent rectangle is evaluated, which is aligned at the used heat flow direction in the profile", explains Steinert. Additionally, features for a fast and intuitive handling have been added and more editing and calculation capabilities

are implemented in the proven software. The method of meshing a rectangle, which is known from previous versions, has been replaced by a finite-element triangular meshwork, which now enables the user to map any geometric details in the software. The new version of WinIso\* was certified by the ift Rosenheim after almost a year of development and optimization work.

"We have already been working with this test institute for more than 20 years. The previous software version got its validation there, too", says Steinert. In Europe, the ift is particularly well-known and is regarded as a specialist for assessing the usability of building products. "The certification is done by extremely strict rules, also normatively controlled according to the legal requirements as well as those of ift Rosenheim", Steinert explains how the institute is working. Additionally to the public validation, the ift Rosenheim in corporation with Sommer Informatik provides professional trainings contributing to building physics, heat protection, statics and similar topics for customers and employees.

Further information you can find at: [www.sommer-informatik.de](http://www.sommer-informatik.de)

READER ENQUIRY NO:  
0218/0005



With the improvements of the previous version it is now possible to gain much more exact solutions. Source: Sommer Informatik GmbH.

[https://issuu.com/glass\\_news/docs/\\_83\\_glass\\_news\\_february\\_2018/1?e=7289202/57969052](https://issuu.com/glass_news/docs/_83_glass_news_february_2018/1?e=7289202/57969052)