



MILA

Quality & service | It's in our DNA



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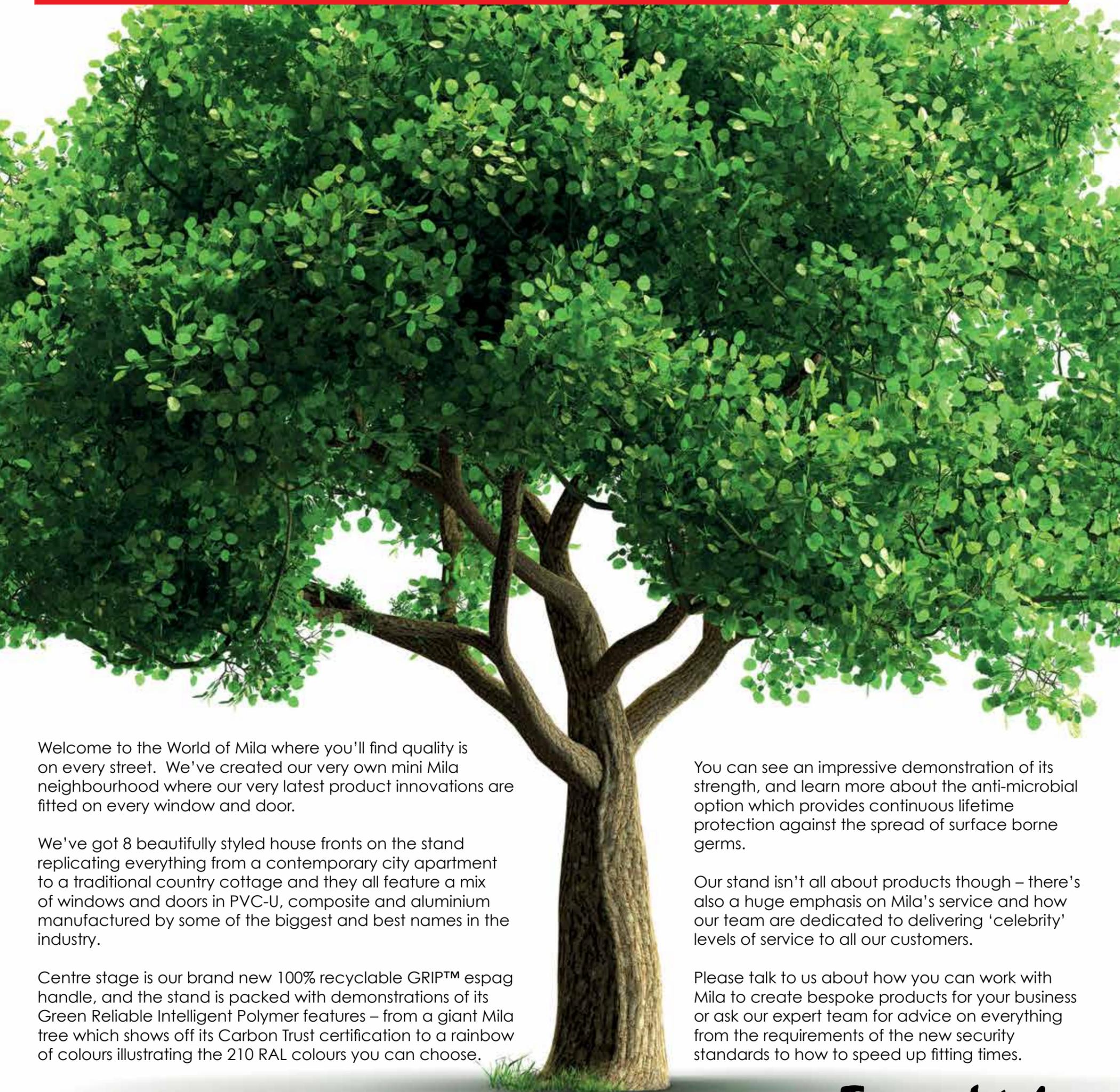
Snap, Tag, Print!

Use the hashtag #FITmila to auto print your photos on our stand!



Turn to the back page for more info...

WELCOME TO THE WORLD OF MILA



Welcome to the World of Mila where you'll find quality is on every street. We've created our very own mini Mila neighbourhood where our very latest product innovations are fitted on every window and door.

We've got 8 beautifully styled house fronts on the stand replicating everything from a contemporary city apartment to a traditional country cottage and they all feature a mix of windows and doors in PVC-U, composite and aluminium manufactured by some of the biggest and best names in the industry.

Centre stage is our brand new 100% recyclable GRIP™ espag handle, and the stand is packed with demonstrations of its Green Reliable Intelligent Polymer features – from a giant Mila tree which shows off its Carbon Trust certification to a rainbow of colours illustrating the 210 RAL colours you can choose.

You can see an impressive demonstration of its strength, and learn more about the anti-microbial option which provides continuous lifetime protection against the spread of surface borne germs.

Our stand isn't all about products though – there's also a huge emphasis on Mila's service and how our team are dedicated to delivering 'celebrity' levels of service to all our customers.

Please talk to us about how you can work with Mila to create bespoke products for your business or ask our expert team for advice on everything from the requirements of the new security standards to how to speed up fitting times.



THE INTERNATIONAL CENTRE, TELFORD
12-14 APRIL 2016

Team Mila

Stand 210

STAND GUIDE



www.mila.co.uk



Chat

with Richard Gyde, Managing Director, Mila

Reading through this newsletter and visiting our stand, I hope what comes across loud and clear to visitors is that Mila is a company which believes in partnerships. Partnerships with key industry organisations such as Secured by Design and Carbon Trust, partnerships with specialists like Biocote and most importantly partnerships with our customers.

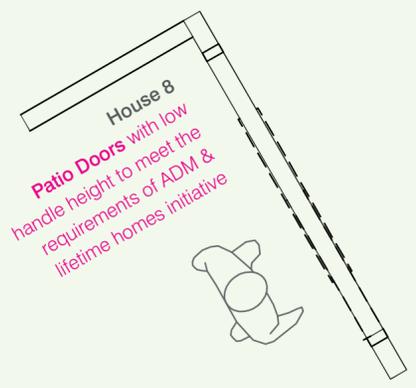
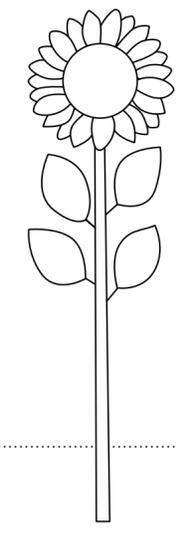
We are experts at what we do – designing and developing market leading hardware products and managing the all-important supply chain so that those products are always available in our warehouse for guaranteed next day delivery.

What really sets us apart though is the work we do directly with customers to help them to be as competitive as possible. We've got a team of technical experts who can advise on everything from how to meet new technical standards to how to speed up hardware fitting times, and we've got a product design team who can even develop bespoke solutions for customers to give them a head start on the competition.

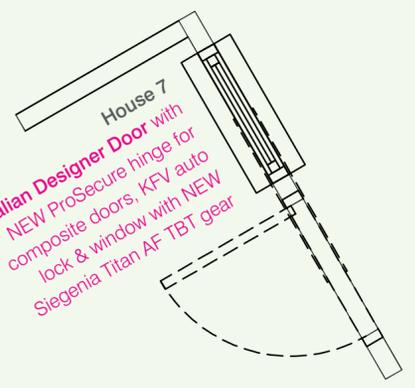
That's on top of great tailored marketing support, dedicated internal and external sales teams, a fully interactive website packed with technical and market information and even our own Test Centre where customers can do all of the indicative testing they need before they invest in official testing at one of the independent test houses.

Our customer list already includes some of the biggest names in the industry – from Safestyle to Travis Perkins to B&Q, so at FIT, please spend some time finding out how a partnership with Mila could make a difference to your business.

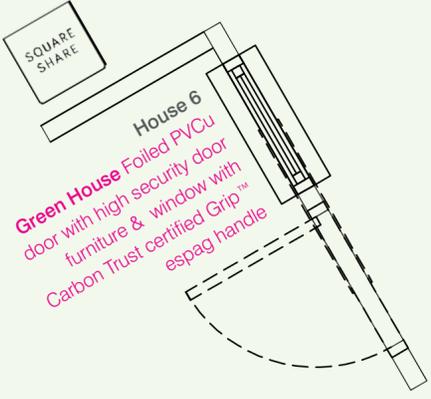
Richard



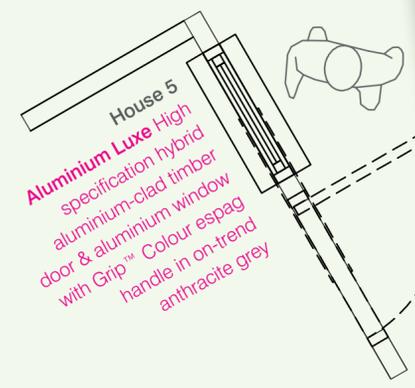
House 8
Patio Doors with low handle height to meet the requirements of ADM & lifetime homes initiative



House 7
Italian Designer Door with NEW ProSecure hinge for composite doors, KfV auto lock & window with NEW Siegenia Titan AF TBT gear



House 6
Green House Foiled PVCu door with high security door furniture & window with Carbon Trust certified Grip™ espag handle



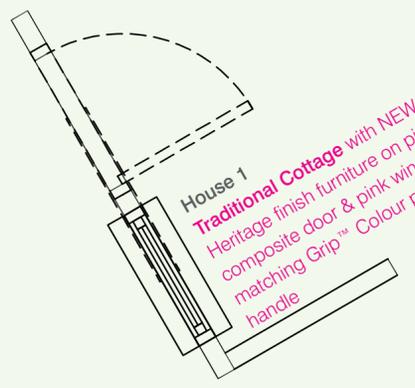
House 5
Aluminium Luxe High specification hybrid aluminium-clad timber door & aluminium window with Grip™ Colour espag handle in on-trend anthracite grey

Refreshments & information station

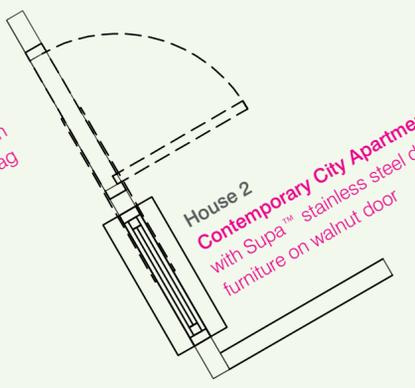
Grip™ Colour Tree

Grip™ espag handle strength demo

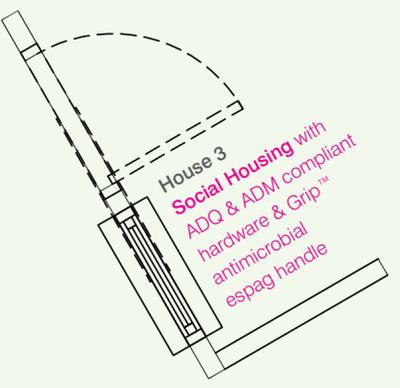
Ramp Access



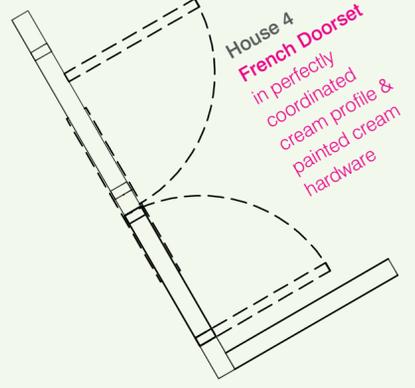
House 1
Traditional Cottage with NEW Heritage finish furniture on pink composite door & pink window with matching Grip™ Colour pink espag handle



House 2
Contemporary City Apartment with Supa™ stainless steel door furniture on walnut door



House 3
Social Housing with ADQ & ADM compliant hardware & Grip™ antimicrobial espag handle



House 4
French Doorset in perfectly coordinated cream profile & painted cream hardware

grip™

Patented Technology

Our GRIP™ handle has earned The Carbon Trust's Footprint logo. That means that the carbon generated by every aspect of the production process - from the raw materials used to the manufacturing, distribution, use and even eventual disposal - has been measured, assessed and most importantly certified.

The GRIP™ has a carbon footprint which is a massive 60% lower than our standard espag handle – just 0.8kgCO2e per handle compared with 2.2kgCO2e.

That's fantastic news for Mila customers because it means that they now have a 'green' solution to offer to specifiers who are looking to reduce the embodied carbon in their projects which is both clever and cost effective.

With the government targeting an 80% reduction in greenhouse gas emissions in the built environment by 2050 and a 50% reduction by 2025, specifiers are scrutinising the environmental impact of the products they choose more closely than ever, and a product like GRIP™ which has the Carbon Trust Footprint logo already on it is streets ahead.

Think about it this way, whatever colour you choose for your handle, the GRIP™ is always going to be 'green'.

60% less carbon is an equivalent carbon emission saving of:

The annual energy usage of 2,947 homes

Driving 50,018,673 miles in a car

Making 1,038,668,773 cups of tea

based on UK averages



Put Your Best Foot Forward

Dominic Burbridge, Associate Director, at the Carbon Trust tells us how...

Who are the Carbon Trust?

We're an independent company with a mission to accelerate the move to a sustainable, low-carbon economy. We work with businesses, governments and the public sector on the development and deployment of low-carbon technologies and solutions.

What does the footprint logo mean?

The footprint logo means that the carbon footprint of a product, organisation or service has been officially measured and certified by The Carbon Trust.

Who gets to use the logo on their products?

Only companies or organisations who have been certified by The Carbon Trust can ever use the logo.

How tough is the process to get certified?

Very tough. It generally takes several months to go through the process because we analyse products from cradle-to-grave.

Are Mila in good company?

Definitely. There are lots of well-known

names who have also been certified. In the construction industry that includes the likes of Willmott Dixon, Marshalls and Formica and there are lots of household names too including Dyson and Tesco.



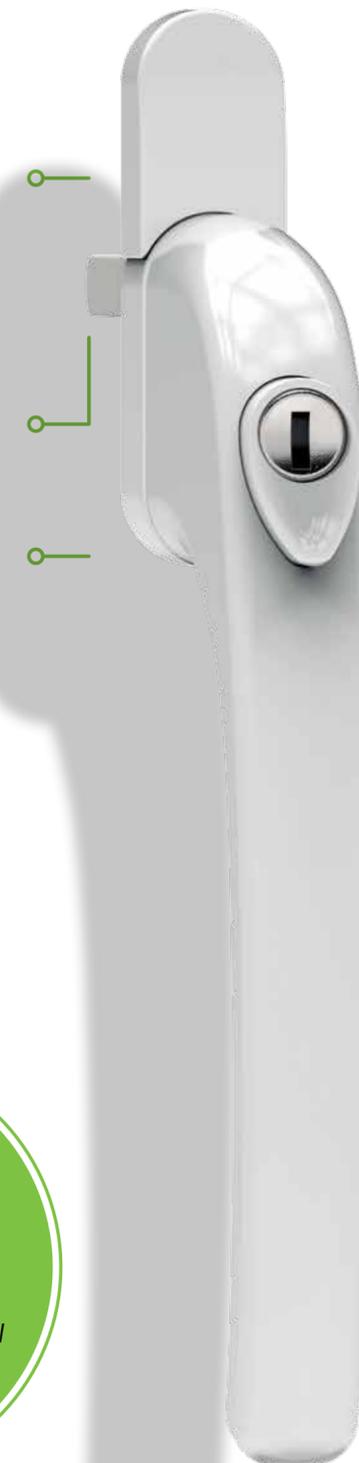
Green Reliable Intelligent Polymer



Slide & Clip screw cap is easy-to-fit & covers the whole of the rose

4 spindle lengths 15mm, 20mm, 30mm & 40mm

Ergonomic button with options of locking, push-button & green-button for emergency exit



Manufactured from **High-Strength PolyComposite ABS**

Stronger Than a Zinc Window Handle strength tested to over 60Kg

Tested to Last a Lifetime independently tested to 50,000 cycles

100% Recyclable material & components

Never-Rust Material 100% corrosion & chemical resistant, suitable for aggressive environments

High-Gloss Finish & inherent UV stability, independently tested to automotive international standards

Warm-Touch Grip using temperature resistant thermoplastic

60% Less Embodied Carbon than a zinc window handle

ANTIMICROBIAL WINDOW HANDLE

grip™ CleanTouch

In an industry exclusive, Mila has partnered with pioneer and global provider of antimicrobial solutions BioCote in its latest product innovation GRIP™ CleanTouch.

Mila's Product Design Manager Paul Pearson talks about how and why this innovative product was developed.

What is special about this new GRIP™ CleanTouch handle?

It is permeated with silver ion technology which inhibits the growth of bacteria, mould and fungi, even things like E-Coli and the H1N1 flu virus on the surface. Very simply, when micro-organisms come into contact with the silver, their ability to reproduce is inhibited and they die.

How was it developed?

It was designed in-house by Mila's product development team and I'm delighted to say that it has been awarded a worldwide patent. From the outset, we worked with BioCote, who are world leaders in this silver ion technology, and they are supplying us with an additive which we are applying to the handle at the time of manufacture to give continuous, lifetime protection from germs.

How is it manufactured?

GRIP™ CleanTouch is innovative not just because of its anti-microbial feature but because it is manufactured in a high strength polycomposite ABS. This means we can apply the additive during the moulding process so that it permeates the handle, rather than applying the additive as a lacquer afterwards.

Are there any drawbacks to using a polycomposite ABS?

Definitely not. We've done rigorous strength and cycle testing of the new handle during the development and it has outperformed zinc. It's got lots of other benefits as well of course such as a warm-touch grip and built-in corrosion and chemical resistance.

Is this new technology?

No. The anti-microbial properties of silver have been known for centuries – ancient civilisations often stored water and other liquids in silver coated bottles to discourage contamination and, before the widespread use of antibiotics, silver was commonly used in medical treatments. It is only in recent years though that companies like BioCote have begun exploiting those properties commercially.



Although Mila now has an exclusive license to offer the BioCote technology in the hardware sector, there are lots of other big name companies already working with BioCote including Dyson, Mira and even Rehaus.

Which markets is GRIP™ CleanTouch aimed at?

It's been designed primarily with the healthcare and education sectors in mind but it's obviously got lots of potential for use in any public or even domestic areas where there's a risk of germs being spread by different people touching contaminated surfaces. We've already got our first order for handles to be supplied to a care home so we know there's plenty of demand.

The silver ion technology is invisible – how do customers know that it is there?

Every GRIP™ CleanTouch handle is marked with the BioCote logo and the batch number on the underside of the lever for easy identification, and they can be reassured that Mila is testing every batch of handles during manufacture for complete traceability. As a BioCote partner, we were required to have the handles validated by them to prove a 95% reduction in microbes before launch and they will be re-tested by BioCote on a regular basis.

What evidence is there that it works?

Over the years, BioCote have done extensive research to prove the effectiveness of the technology. The findings are compelling – the most recent study in two similar classrooms in a primary school showed that products protected with BioCote were 95.68% less contaminated with bacteria than those which were unprotected.

Is there a big premium on this product?

This is a highly advanced product so there is a premium of course, but customers who were involved with us in the development and trials of the product have already secured a couple of quite substantial contracts with strong margins.

Will Mila be extending its anti-microbial range beyond GRIP™ CleanTouch?

We are really excited about the potential of this technology in the hardware sector so, Yes, we'll certainly be looking at further opportunities.

See it on house number 3

Grip™ CleanTouch

The only BioCote protected window handle range in the UK

Effective against bacteria, mould & fungi. Hygiene from within.



The only antimicrobial technology certified by HACCP International

96% REDUCTION IN BACTERIA

Case Study

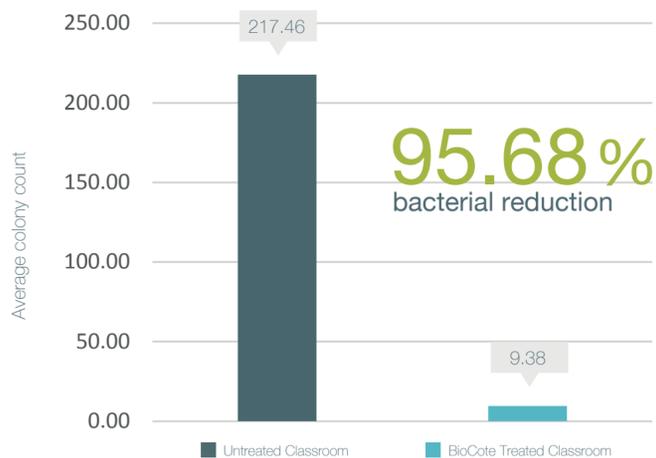
School classrooms present the classic factors important for the efficient spread of microbes; close contact of people for prolonged periods, numerous commonly touched, communal surfaces and isolated cleaning.

Last year, a medium-sized UK primary school was selected for an environmental study to measure and compare the numbers of bacteria in two classrooms in the same primary school after antimicrobial technology had been extensively applied to one whilst the second is unchanged.

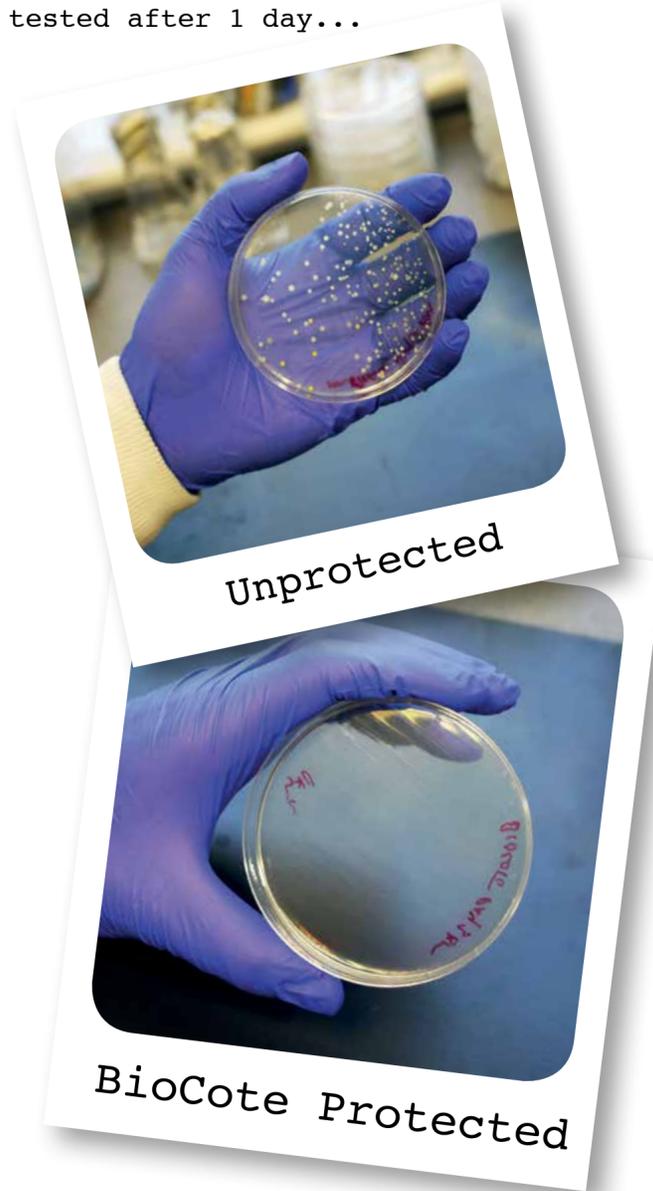
Both classrooms were used and cleaned as normal and swab samples were collected from both classrooms weekly before and after the school day.

Samples were processed appropriately in the microbiology laboratory to isolate, count and where possible, identify bacteria recovered from the study classrooms. The results speak for themselves...

For more information on this school study please email hello@mila.co.uk



Colony count results from handles tested after 1 day...



Head over to House 3 to see the Grip CleanTouch handle & watch the school study video

REPORT



Grip™ CleanTouch

Following the initial study...

...the antimicrobial classroom and the untreated equivalent have been monitored continually throughout the academic calendar.

The study is continuing to show that the treated classroom has less bacteria than its standard counterpart. In the untreated classroom, pathogenic bacteria was identified and recovered. These bacteria have the potential to cause sickness which can quickly spread around the classroom and beyond. In comparison, the BioCote protected products in the treated classroom did not have any pathogenic bacteria contaminating them.

When absenteeism figures for the two environments were compared the number of children reported absent due to illness in the BioCote protected classroom was 20% less.

20% less absenteeism in BioCote protected classroom

School absenteeism can have a huge negative effect on the economy: parents having to take time off work to look after sick children can impact businesses, with absence from work costing the UK economy £100 billion a year. The increased use of supply teachers to replace absent staff costs schools and also reportedly hinders children's learning.

The use of antimicrobial products could transform learning environments and be a breakthrough for the education sector as well as other environments such as offices, shopping centres and even public transport.



Chat

with Guy Charteris, BioCote



BioCote is the world's leading branded antimicrobial technology supplier and is also the only HACCP approved antimicrobial additive provider in the world.

The BioCote trademark is recognised globally and for 20 years has been synonymous with improved hygiene and antimicrobial performance you can rely on.

We are the supplier of choice to market leading brands such as Dyson Airblade, ABB, Akzo Nobel, Formica and Rehau. Mila is our partner for hardware - the only hardware supplier in the UK to have BioCote protected products.

BioCote technology delivers the highest levels of performance in the most demanding of applications enabling products that are more hygienic, and protected against the negative effects of microbes such as bacteria and mould.

Only BioCote requires its partners to have their products validated before launch and re-tested on a regular basis and only those products achieving the BioCote global standard of performance are able to carry the trademark.

Industry Exclusive

Mila has partnered with pioneer & global provider of antimicrobial solutions BioCote

The Grip™ CleanTouch espag handle has been developed by Mila's in-house product design team & has a worldwide patent

210 RAL COLOURS. YOU CHOOSE.



Mila's NEW Grip™ espag handle range is available in any RAL colour - and there's 210 to choose from!

Gold and chrome effects are also available.

Perfect for residential or commercial applications.

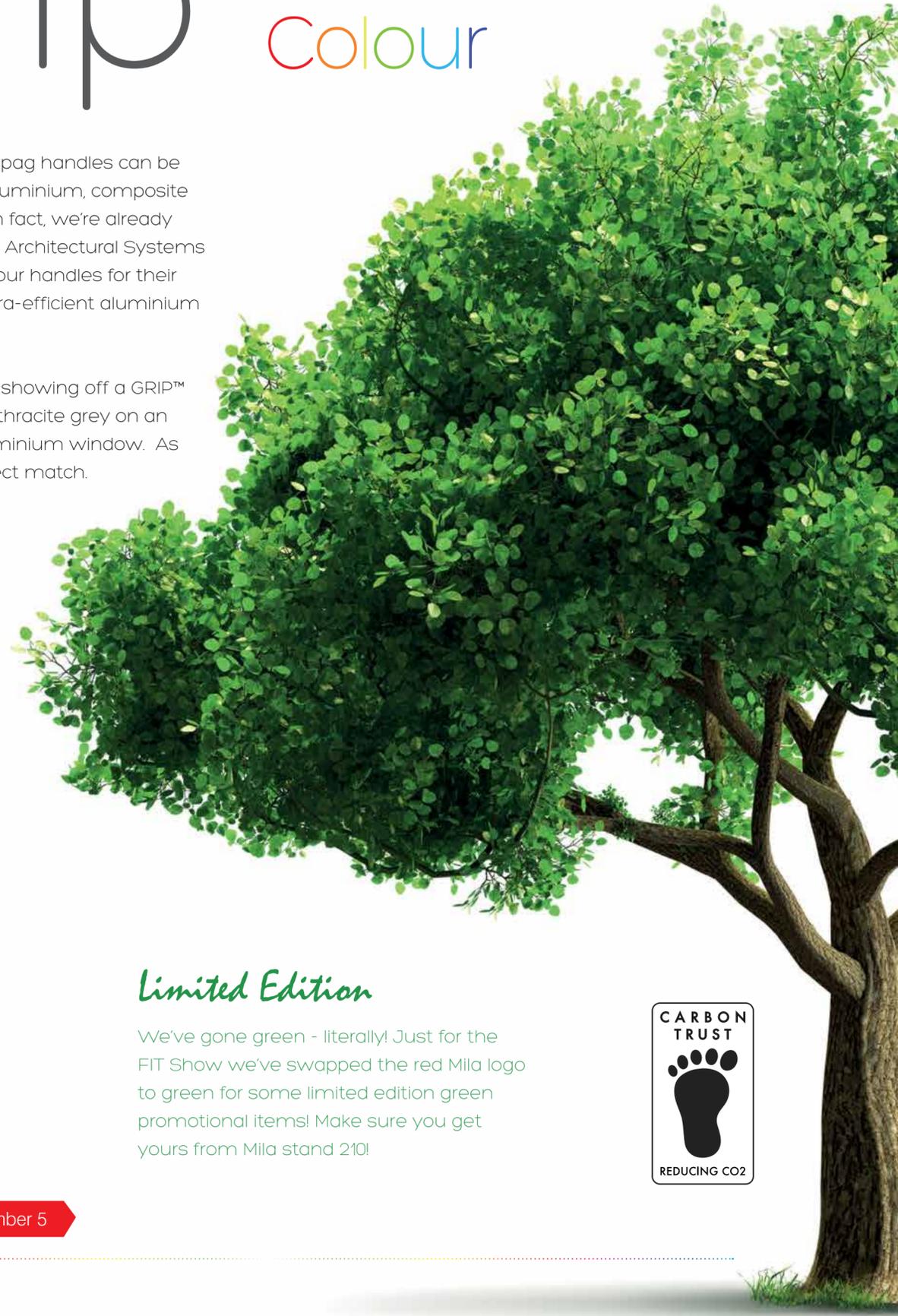
Independently cycle, corrosion & strength tested in the UK to British Standards.

Colour-match or clash? The choice really is yours...

grip™ Colour

Our GRIP™ Colour espag handles can be used with PVC-U, aluminium, composite or timber frames. In fact, we're already working with Senior Architectural Systems to supply GRIP™ Colour handles for their innovative PRe ultra-efficient aluminium window system.

On the stand, we're showing off a GRIP™ Colour handle in Anthracite grey on an Anthracite grey aluminium window. As you'll see, it's a perfect match.



Limited Edition

We've gone green - literally! Just for the FIT Show we've swapped the red Mila logo to green for some limited edition green promotional items! Make sure you get yours from Mila stand 210!



See it on house number 5



Supa™
Stainless Steel Pull Bar Range

including the only duo finish pull bar handles on the market. Supa™

SUPA™ HEROES

Our Supa range of superior grade stainless steel hardware promises 'Supa' performance, 'Supa' reliability, 'Supa' strength and, above all, 'Supa' corrosion resistance.

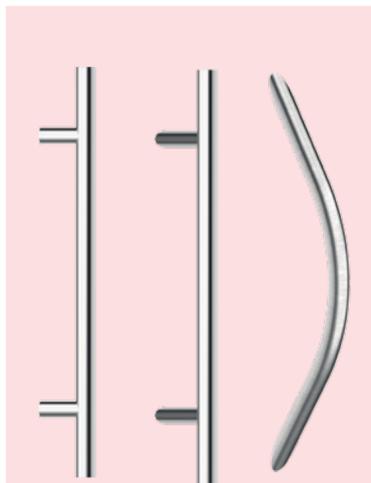
The whole range is available in two grades of stainless steel - 304 with 18% chromium and 8% nickel for general applications, and 316 with 16% chromium, 10% nickel and an added 2% molybdenum for coastal regions and areas of high pollution.

We recommend 316 stainless steel for any applications within 10 miles of the coast or where pollution or chloride levels are high – we've even launched a clever postcode finder service which helps installers choose the right grade of stainless steel for the location of any property.

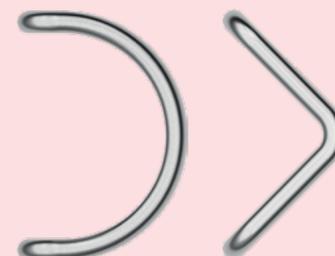
We've got a complete range of door hardware available in the Supa range from Duo finish pull bars and door knobs to security escutcheons, door handles, letterboxes and door knockers. There are also four choices of finish – polished stainless steel, polished gold, smokey chrome and brushed satin stainless steel.

The range comes with the added reassurance of a 25 year surface finish guarantee as well, so you really can fit it and forget it.

See it on house number 2



Inline, offset & bow pull bars



D-shaped & V-shaped pull bars



Door knobs available in brushed stainless as well as polished & brushed duo finish



Heritage

We've adding 2 new colour to our popular ProStyle range of door handles - Heritage Black and Pewter.

See it on house number 1

The new colours have been developed in response to demand for finishes which enhance the look of traditional doors and, to illustrate this, we're showing the Pewter finish on a cottage style composite door - albeit one finished with a pink twist.

Always quick to offer new hardware innovations to its customers, Synseal is

set to be one of the first companies to start buying handles in the Heritage Black and Pewter, and will also have samples on its stand at the show (Stand 348).

ProStyle is one of Mila's most popular ranges because it allows customers to offer a wide choice of handle options with only minimal stockholding. This is because there are two standard sizes of handle backplates and three different interchangeable lever designs - swept, oval and round.

The range has been the subject of significant investment in recent months as Mila has increased its own stockholding to ensure there is no interruption of supply during the period of Chinese New Year when its suppliers in the Far East shut down production for up to a month.

Currently, Mila is holding more than 20 weeks' worth of stock so that it can maintain the impressive 99.1% OTIF (On Time in Full) product availability score for ProStyle handles, which it has achieved over the past 12 months.

The ProStyle range also includes letterboxes and door knockers which are also now available in the new Heritage Black and Pewter finishes, alongside the existing ProStyle colours - polished chrome, polished gold, smokey chrome, satin silver, black and white.

Synseal is set to be one of the first companies to start buying handles in the Heritage Black & Pewter

www.mila.co.uk

5 STAR SERVICE IT'S IN OUR DNA

Sarah Gyde

Mila's Head of Marketing & Customer Experience talks about how FIT marks the official launch of Mila's new Celebrity Service initiative



"Especially for FIT 2016 we've created an exciting and original stand where we hope to introduce the concept of Celebrity Service to customers and visitors.

"Product design, quality, OTIF, delivery and price will always be fundamental in terms of winning and retaining customers but, moving forward, we believe that customer service will also be seen as a key differentiator as customers' expectations change.

"We want everyone who buys from Mila to feel like a celebrity and we're doing that by putting in place the processes we need to elevate our service offering from consistently good to exceptional.

"We know that our service is already amongst the very best in the industry and we rank consistently highly on all kinds of metrics from OTIF to technical support, but we also know that in the future that won't be enough. We're transforming our service offering now so that we can set an even higher benchmark.

"We've involved every individual within Mila in the Celebrity Service initiative and we've empowered them all to be able to deliver the kind of personalised, tailored service package which we know will put a smile on our customers' faces.

"We have got a rich heritage at Mila and, as you can see from some of our archive exhibition photos, we've always been committed to quality and service - it really is in our DNA."

At FIT, Mila is showcasing some of the opportunities for customers to experience Celebrity Service for themselves. For example, they can work with Mila to create bespoke products just for them and they can work with the technical team to get expert, personalised advice on everything from the requirements of the new security standards to how to speed up fitting times.

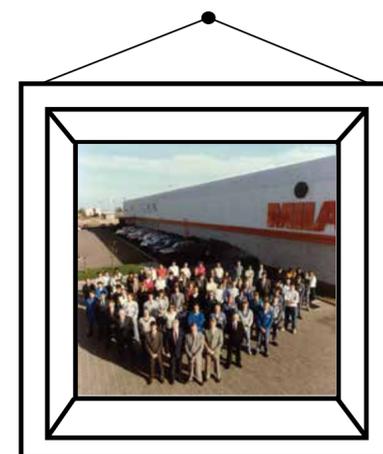
hello@mila.co.uk



Glassex 1983



Glassex 1985

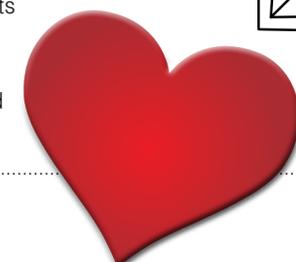


Mila HQ 1986

We've got a rich heritage at Mila, our archived exhibition photos show that we've always been committed to quality & service - it really is in our DNA



Interbuild 1979



DOOR HINGES *Are Our Thing*

ProSecure Hinge 58 seconds fast

Mila's ProSecure security door hinge really is the fastest to fit on the market. Supplied in one piece ready to install straight from the box, it can be fitted by most fabricators in less than a minute.

Like all Mila branded products, it was developed by our own specialist design team and incorporates lots of very clever features. It uses newly developed 'Glider' technology, for instance, which allows the whole hinge to slide straight onto the frame in one complete piece and features patented hinge adjustment which lets you carry out +/-5mm lateral adjustment from the front rather than from the side just by turning the 4mm Allen key 90°. There's even a removable rubber tongue supplied with the hinge which ensures that the hinge lid remains conveniently open until installation is complete.

Mila's Managing Director Richard Gyde added: "The ProSecure hinge is an ongoing success story. It has already won significant market share in PVC-U doors and now, with the launch of this new composite door version, it looks set to do the same in that sector as well.

"It's a product which perfectly demonstrates many of Mila's strengths – it's cleverly designed and engineered with tangible benefits for both the fabricator and the installer and it is backed by the best service and supply chain in the industry."



See it & watch the time trial on house number 6

When it comes to intelligent packaging

we don't just think outside the box, we incorporate its functionality into our market-leading product design.



ProSecure Door Hinge

From box to fitted in under 58 seconds

New ProSecure Hinge for Composite Doors

Mila has produced a new version of the hugely popular ProSecure hinge specifically for composite doors and Endurance Doors has leapt ahead of the competition by becoming the first in the UK to start offering it to customers as its standard flag hinge option.

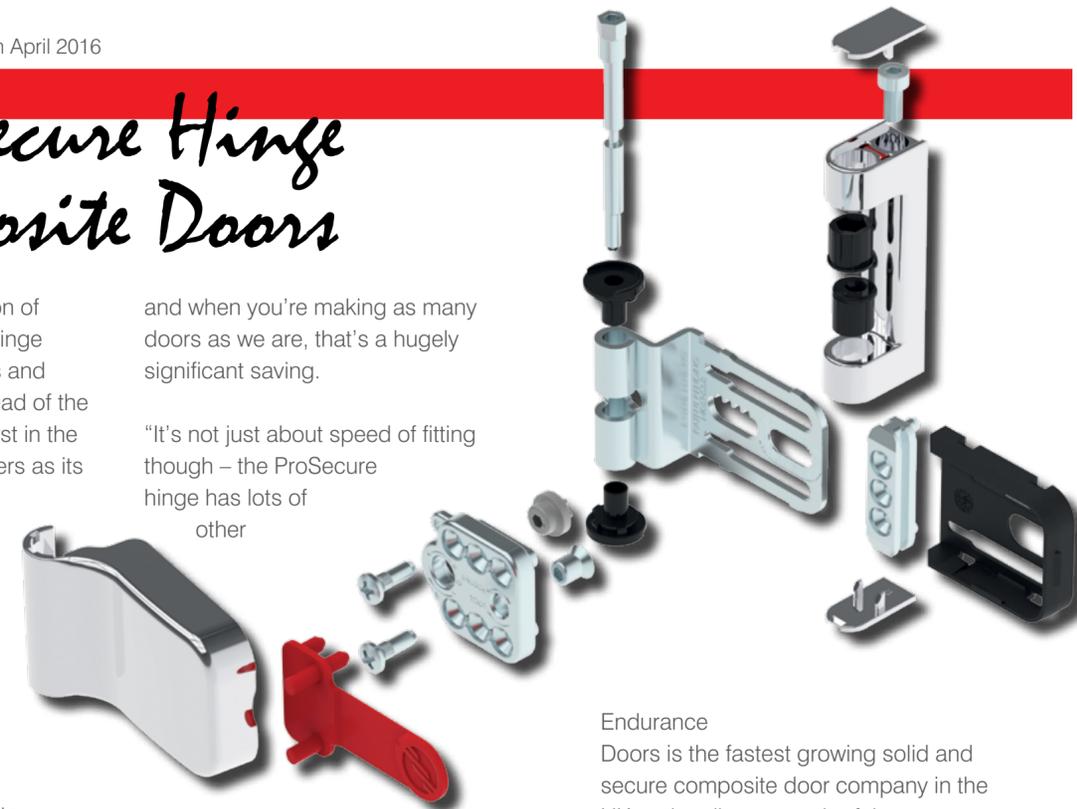
and when you're making as many doors as we are, that's a hugely significant saving.

"It's not just about speed of fitting though – the ProSecure hinge has lots of other

In test installations before launch, Endurance Doors' fabrication team were immediately able to reduce the average time taken to fit three flag hinges onto a door from six and a half to less than five minutes and is now on target to get that time down even further to less than four minutes.

Managing Director Stephen Nadin said: "Once we're in full production, we expect to be able to reduce the average hinge fitting time on each door by almost 50%,

benefits which we're keen to pass on to our customers. For instance, it's available in a range of colours to suit changing consumer tastes and it's easy to adjust onsite – from the front and not just from the side."



Endurance Doors is the fastest growing solid and secure composite door company in the UK and attributes much of that success to its strong product proposition and the fact that it chooses to partner with quality, trusted names in the industry like Mila.

See it on house number 7

THE EVOLUTION GOES ON

Mila's high security Evolution hinge remains one of our most popular products and it's easy to see why. Accredited to PAS24 and certified by Secured by Design, it combines the adjustment and strength of a flag hinge with the anti-lift properties and subtle sight lines of a butt hinge.

Available in white, light oak and brown and in polished, satin, smokey chrome and polished gold finishes, it's on display at the FIT show fitted to a French door in a stunning cream finish, manufactured by FastFrame UK Ltd.

We're using the Evolution hinge to show off our option of colour matched hardware in cream, chartwell green, anthracite, silk and cement grey to match all of the most popular profile colours. The hardware can be painted in the UK and the finish is guaranteed for 10 years.



See it on house number 4

APPROVED DOCUMENT Q COVERED from A-Z

Since 1st October 2015, anyone installing doors or windows in new build houses in England must comply with Approved Document Q within Schedule 1 of the Building Regs.

This new Document sets out 'reasonable standards for doors and windows to resist physical attack by a casual or opportunist burglar' and essentially it tightens the rules on the hardware which can be fitted in new properties.

There are four main requirements for doors in any material other than timber:

- All doorsets need to meet the requirements of security standard PAS24:2012 (or a similar or higher standard such as Secured by Design accreditation or Kitemarking).
- All letterboxes must be limited to a maximum opening of 260mm x 40mm and need a feature which hinders any attempt to remove keys either by hand or using a pole.
- All main doors need a door viewer unless there is clear glass within the door or there is a glass side light alongside.
- All primary doorsets need a door chain or door limiter (If 24 hour or emergency access is required, such as for sheltered housing, then an audio or video door entry system can be used instead).

The rules apply to all doorsets so that means patio doors, French doors, bi-fold doors, back doors, communal entrance doors into flats and the doors into flats themselves.

At Mila, we've got Document Q covered with a whole host of products which comply with the requirements of PAS24 and which hold the much coveted Secured by Design license for added reassurance. You can pick up our Document Q guide on the stand, you can download it from our website (www.mila.co.uk) or you can ask any of our team for advice.

Remember though, it's the complete window or doorset which needs to comply with Document Q so if you're a manufacturer or an installer, you'll need to be able to provide the evidence that your finished product has been fully tested and accredited to the requirements of PAS24 as well.

themselves. It even applies to interconnecting doors from a garage.

For windows, the same PAS24: 2012 security requirement also now applies for any ground floor, basement or other easily accessible window such as a skylight.

The rules apply to all doorsets so that means patio doors, French doors, bi-fold doors, back doors, communal entrance doors into flats & the doors into flats themselves.



Stafford Cooke, Technical Manager, Mila

ASK the expert

Does Document Q apply in England, Scotland and Wales?

At the moment, it only applies in England. Scotland already has security written into its Building Regs but it's not as prescriptive as Document Q and it's based more on recommendation than requirements. In Wales though, it looks likely that Document Q will apply soon but possibly in an even tougher format than in England.

Does Document Q apply to extensions?

No – it specifically excludes extensions. It only applies to new build properties and refurbishments where there is a change of use – such as when a commercial building is converted into flats.

What if I'm already working on a job – does Document Q still apply?

It only applies on jobs which started

after October 1st. If you started before that or you're working on something that is subject to a building notice, full plans application or initial notice, then Document Q won't apply as long as the notices were submitted before October 1 last year and work starts on site before October 1 this year.

Why doesn't Document Q apply to timber doors?

I think because timber doorsets are so often bespoke, there are separate security requirements for these. They can easily be downloaded from the Building Regs planning portal.

Staff

60

 minutes
**FIRE RATED
PROSTYLE LETTERBOX**

Mila's ProStyle letterbox has been independently fire tested at Exova and passed the FD60 fire test at 66 minutes



See it on house number 3

Supa™

A Superior Range of Stainless Steel Door Handles

Long-lasting finishes with proven strength & reliability - Supa



- 304 & 316 marine grade stainless steel
- Corrosion resistance tested to over 1000 hours
- The only stainless steel handle range to achieve 1000N (100kg) lever pull test
- Cycle tested to 200,000 under load
- The only stainless steel range to carry a 25 year mechanical guarantee
- Intelligent design - clip-on cover for concealed fixings internally



...RACE YA



LESS THAN 58 SECONDS FROM BOX TO FITTED

The ProSecure is faster to fit than any other door hinge and it's the only one piece hinge that's ready-to-fit straight from the box.





Strafford Cooke

PAS24: 2016 COMES INTO FORCE

*Mila's Technical Manager tells us
what does it mean for fabricators &
installers...*

The revised PAS24:2016 standard was published in February and the new 2016 SBD design guides are being printed as I write, so now is an exciting time to be in security hardware.

For fabricators and installers faced with complying with the new rules however, I do understand that it can all seem like a bit of a chore.

The reason why they are so important though is that it is the security elements of PAS24: 2012 and SBD which are the approved routes to achieve Approved Document Q (ADQ) compliance (which officially came into force last October).

Now, I know there is still quite a lot of misinformation about Approved Document Q out in the market, so this might be a good time to clear that up.

At the moment, Approved Document Q only applies to new builds or conversions where there is a material change of use (eg a commercial building being converted into flats). It categorically does not apply to extensions or even conservatories and it also does not apply in Scotland, Ireland or Wales – only in England for now.

It is scheduled for review in 2018 when I feel certain that it will be extended to the refurbishment sector in the same way as Part L but, as things stand, you can obviously use PAS24: 2016 and SBD approval as great sales tools in any market, but you are only required to have them by law if you're installing in the new build sector.

The changes in the new revised version of PAS24:2016 are significant for the door market in particular. Probably the most important thing is that the new, more demanding cutting test for doors has been officially brought into force.

This had always been in place for doors using a key/thumb-turn cylinder but now it has been extended to all door types that use a locking barrel (cylinder).

However, there's no reason to rush into changing supplier because not all UKAS test houses are even set up to carry out the tests yet, so there will be a period of grace amongst the different bodies. In fact, Approved Document Q actually refers to PAS24: 2012 so that new cutting test will not be a requirement of ADQ until at least 2018 when it is reviewed.

Things are clearer with regard to TS007:2014 which applies to cylinder vulnerability because this has now been referenced within PAS24: 2016 for the first time. Any 3* setup which is using either a 3* cylinder on its own or a 1* cylinder with a 2* handle will not now have to go through a separate annex for vulnerability in the test, which is a considerable benefit.

Also part of the revised standard is TS008 which applies to letterplates and, like TS007, if your

hardware has been accredited to this standard and you can prove compliance, you don't have to conduct the tests on your samples.

With regards to SBD, I expect the new design guides to require not just PAS24: 2016 but also a full 3rd party accreditation scheme as it is now, but there are variations in requirements across the different testing bodies so it will be up to fabricators themselves to choose the option which is best for them from the likes of Q Mark, Certisecure and the BSI Kitemark etc.

Another interesting development is that SBD have taken the bull by the horns and are actually attempting to define the word 'bespoke product' which is included in ADQ. I take my hat off to SBD for doing this as they are trying to simplify the requirements so that it does not just include timber doors. If they get the definition right, it will also allow the smaller fabricators, who supply the new build sector but perhaps don't have the budget to get all their product security tested, to still comply with ADQ as long as they meet the requirements of a 'bespoke product' and the building application is for four plots or less. All this still needs to be confirmed, but it's definitely a move in the right direction.

For more detailed advice about your specific business requirements, contact Mila on: 01327 312400 or email hello@mila.co.uk

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THE LAST WORD IN LUXE**

Customise your high specification project with bespoke Mila hardware.

Colour-matched window handles

Bespoke window locking systems

High security door locking systems

Durable stainless steel door furniture

See it on house number 5

Designing Out Crime

with
Jon Cole
Secured by Design



Secured by Design (SBD) is a crime prevention initiative operated by the police services of the United Kingdom.

It aims to utilise design principles and products in the built environment that reduce the risk of crime by combining minimum standards of physical security and proven principles of natural surveillance and defensible space. It focuses on crime prevention of homes and commercial premises by designing out crime from the start, using appropriate products. The principles have been proven to achieve a reduction in crime of up to 75%.

Secured by Design



Official Police Security Initiative

Mila have been an SBD member for more than 15 years and their products have been re-tested and certified at regular intervals, ensuring consistent quality and high security ratings. For a full list of their accredited products, visit the members page at www.securedbydesign.com.

The Secured by Design membership scheme currently includes almost 500 companies whose products have been awarded 'Police Preferred Specification' status across a broad range of categories. The SBD certification process involves initial and on-going audit testing of the product, together with audits of the production facility.

'The SBD certification process involves initial & on-going audit testing of the product & the production facility'

This approach ensures products are consistently produced to the required standard and will continue to meet the standard in use. Consistent testing has been proved to be just as important as the initial test, and is fundamental to the impressive decreases in burglary rates and other crime types seen in SBD approved developments.

www.securedbydesign.com

**15
YEARS**
a member

CHOOSE MILA

45 YEARS AT THE FRONT



SQUARE SHARE

- Mila designs, manufactures & distributes own-brand products, as well as branded products
- Largest UK distributor of third party branded products Yale & Siegenia
- Over 10,000 SKUs available from our 60,000 sq ft Daventry warehouse
- Good, better, best hardware ranges to suit PVCu, timber & aluminium window & door applications
- Unmatched industry service record - 99.1% On Time In Full delivery score YTD, over 250,000 order lines shipped on the day the order was received YTD
- Delivered 3rd party products to market faster and more efficiently than any other distributor YTD - 99.1% OTIF
- High performance products 99.8% product conformance in 2014
- In-house product design team with over 30 products
- 'on the drawing board' at any one time - including customer bespoke products
- Dedicated technical team - provide on-site support for customers at their factories to advise of best practice & help them to fabricate more efficiently
- Mila Test Centre provides testing to PAS24: 2012, BS 6375 1/2/3, TS007
- In-house marketing team provides customer support including high-quality images, comprehensive product information & POS materials
- Mila sits on main industry boards & steering groups that advise & drive the fenestration industry including GGF, SBD & DHF
- WINNER** of Promotional Campaign of the year in the prestigious 2015 G-Awards and the only hardware supplier short-listed for 'Component Supplier of the Year'.



Get Involved

#FITmila

Snap, Tag and Print is the message from Mila who are encouraging everyone who comes to the FIT show to get involved in creating the #FITmila story.

Wherever you are at the show on Tuesday or Wednesday, take a photo on your phone, post it on Twitter or Instagram tagged with #FITmila and, by the magic of social media, it will print out in full lab quality just 20 seconds later on the SquareShare printer on the Mila stand in Hall 2 (Stand 210).

You can then pick up a copy of your photo on the Mila stand and take it home to remind you of your day. Even better, you can stick another copy on the #FITmila wall and be part of the story of the show which Mila will be creating.

Mila's Head of Marketing and Customer Experience Sarah Gyde said: "The SquareShare printer is all about giving visitors a little taste of the celebrity service which Mila offers to its customers. Just like our service it's smart, original, personalised and of course fast and efficient."



WHO'S WHO

Some of the Mila team who'll be on the stand at The FIT Show. Do say 'Hi', we'd love to meet you.



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