

It's a triple threat

Analysis of data from over 250 customer factory audits by window and door fastener specialist Rapiestar has revealed that most fabricators suffer quality, productivity and health and safety problems because of the same three basic fastener selection mistakes.

Rapiestar has now been running its *Fastener Health Check* audit programme for over a quarter of a century and has amassed a wealth of real-life fabricator feedback during this time, enabling it to offer insights into product quality and manufacturing efficiency. The three most common mistakes that Rapiestar's technical consultants find on fabrication lines are:

- The wrong type of screws being used to attach friction stays in 72% of audits.
- Screws being used with the wrong type of drill point for specific materials in 64% of audits.
- Screws made from the wrong type of metal being used for a particular application in 52% of audits.

The consequences of making these mistakes can be far-reaching, costly and potentially damaging to a fabricator's reputation. Finished windows and doors can quickly develop problems, which results in expensive call-backs and reduced customer satisfaction, but the costs can mount up in the factory too as productivity suffers and the risk of injury to operatives heightens.

David Furness, MD at Rapiestar says: "In over 25 years we have never seen a fastener health check come back with a perfect 100% score. That suggests that every fabricator can improve their business simply by taking a step back and thinking about whether the various fasteners used throughout window and door construction are the best ones for the job.

"Fasteners may look like small commodity products, but their importance should not be overlooked. They are engineered components that have been designed to



complement today's advanced window and door materials, and help deliver on performance goals, production processes and the highest health and safety standards."

In addition to its *Fastener Health Check* programme, Rapiestar offers a wide range of technical guidance to fabricators and installers, including free to download *Recommended Fixing Manuals* (RFMs), which have been compiled in cooperation with the leading PVC-U and aluminium profile systems. Its fastener specialists also work closely with fabricators, hardware suppliers and systems manufacturers to develop bespoke solutions and advise on the specification for fasteners required to pass specific safety, security and performance tests. □

www.rapiestar.com

Modplan aims to be a one-stop shop for its customers. Continuing investment in its product range, manufacturing, processes and people keeps the company ahead of the curve in trade fabrication. Leading hardware distributor and manufacturer VBH works closely with Modplan to help deliver the best products. Both companies are currently working towards a 'single sourcing' arrangement; around 65% of the hardware Modplan uses is from VBH's own greenteQ range, with plans to increase this further. Sales and marketing director Justin Williams says: "The standard 10-year guarantee on greenteQ products, its suited colour options, good functionality and competitive prices are all factors our customers rely on. The quality of the products is excellent and ensures we continue to deliver high performance windows and doors. VBH's Coastline range comes with a 25-year guarantee on the finish, so we supply it as standard on export orders – and it's proving popular in the UK too." □



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Pearl Windows has become one of the first companies to switch to Mila's new Hardware Essentials to Rely On (HERO) hardware for its tilt-before-turn (TBT) window range.

The Bolton-based manufacturer was quick off the mark when Mila launched the new hardware in May, and says it is already getting positive feedback from customers operating in the commercial and social housing sectors.

Like all of the products in Mila's HERO range, the emphasis with the new TBT hardware is on value, and on providing reassuringly well designed and high quality options for an increasingly competitive market.

For Pearl, the appeal of the Mila TBT hardware was that it was a cost effective option which could meet every single one of its rigorous performance criteria. Mila has partnered with the award winning manufacturer AXOR to produce the TBT range at its state-of-the-art facility in Ukraine, and all of the products in the range have been fully tested and accredited to all the necessary UK endurance and corrosion resistance standards at the IFT Rosenheim facility in Germany. They come with a 10 year mechanical operation guarantee direct from Mila.

Jeff Walsh, Pearl Windows' managing director, says: "We know we can rely on Mila for quality hardware and this new TBT range is no exception. With PAS24 and SBD accreditation as standard, it is ticking every box for us and our customers."

Mila's HERO TBT range is suitable for windows from 400mm to 1520mm wide and 370mm to 2390mm high. It includes stand out features such as heavy duty hinges with a weight capacity of 130kg as standard and a clever mis-handling device which acts as a sash lifter to ensure precision engagement of the sash when closing. □

www.mila.co.uk