

# PARKSIDE PROSPECT

ISSUE 1 2004

## COMAR is growing again!

Due to continuous growth in demand for COMAR systems, the company is looking for extra space. It has already acquired a facility in Norfolk, alongside the company's powder coat specialist Barley Chalu, to provide a quick-draw stock-holding for high speed colour finishing, and is already looking for additional premises.

Chairman, Derek Cook, plans that with these additional facilities under way, COMAR will offer the fastest painted aluminium system delivery in the business.

Too often, when a company grows, the original cosy association with its customers evaporates. Parkside is determined this will not happen and sees the launch of this regular newsletter as an important interactive vehicle for information about both its products and its people. The editor welcomes your news, views and comments.



## P.i sails through weather tests



**Continual product development has always been the cornerstone of Comar's success. The P.i window system follows this path by now incorporating an alignment cleat.**

Simon Jones, Technical Director, commented: "The new alignment cleat provides fabricators with a stronger mitre and the ability to align the cleat to produce tighter joints; this ensures that the P.i window system stands the most rigorous performance tests".

To prove it, the P.i window system has just passed the latest European and

British weather test, BS Ens 1026, 1027, 12211 with flying colours. These standards replace the old BS standard BS: 6375. The report shows that the P.i window system exceeded the requirements of the standard, passing 300 P.a for water tightness, the highest Class 4 600P.a for air permeability and wind load of CE2400 P.a.

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## CHAIRMAN'S REPORT

2003 was the company's best year ever. Product sales for COMAR systems and AXIM architectural hardware showed very healthy increases: COMAR system sales were up by 26.7%; AXIM product sales were up by 11.2%.

The months of June and July 2003 both showed record turnover, and the Group's annual turnover increased by 20%.

As reported in our lead story, the company is growing again in order to cope with increased business, and the company recently acquired a large supply facility in Norfolk, adjacent to the premises of associate/supplier Barley Chalu. This additional space will ensure that COMAR system supply continues to be the best in the business.

I have always been conscious of the importance of good customer/staff relationships and the company is working hard to maintain and improve these, wherever possible. We now have a dedicated Customer Support Department specifically set up to answer customer queries, so if you've got questions about any aspect of COMAR systems or AXIM products, or simply want more information, pick up the 'phone and give them a call. You'll talk to real people - not a machine - and they'll be pleased to help you.

Chairman & Managing Director of The Parkside Group Ltd.

## ANNOUNCING THE COMAR 'OUTSTANDING PROJECT' AWARDS

We are looking for outstanding projects featuring COMAR systems which we can use to illustrate advertisements and literature. If you have been involved in a COMAR project-to-be-proud-of recently, why not take a snap of it and send it to us, with details and the architect's name, for consideration.



If, in the opinion of our independent panel of architects, yours is the best project, and we can obtain official permission, we will arrange to get it photographed professionally. You will receive a set of large glossy prints, a mention in the next issue, and entry into the annual 'Comar Creates' Awards.

## TECHNICAL TALK

### New Pi Punch Tools in stock

The Technical Department is pleased to report that quantities of Punch Tools are now available for both COMAR 5 P.i window system and COMAR 7 P.i door system.

### New profiles for Kingspan ...

More good news on the COMAR 5 P.i system. New adapted profiles will soon be available to enable fitting them into 70mm Kingspan Panels.

Six new profiles will provide a direct fit into Kingspan head and cill joints and also with a standard vertical joint, together with a cut and jamb condition. These should cover all the typical perimeter details using Kingspan panels.

### ... and for Europanel/Euroclad too

New profiles are also being introduced to facilitate fitting COMAR P.i windows into the new Europanel 126.2mm wide panel system. The design allows the 75mm outer frame to be used as well as the normal 65mm frame width.

Dual colour is available with all these new profiles.

### CWCT Courses

A series of CWCT Courses, hosted by Jonathan Wilson and Brian Smith, began this February and are proving a success.



For more details call them on 020 8685 9685.

### Duco interface with COMAR 6 Curtain Walling

#### 1 Single arm supported DUCO Brise Soleil

A special support arm to connect the DUCO 100c Brise Soleil directly into the COMAR 6 stick-build mullion has been designed and is now available to order. Please allow for 6 weeks delivery.

#### 2 Standard 100c braced solar shading

Using standard 'off-the shelf' DUCO brackets, this system allows a direct fit into COMAR 6 Curtain Walling with a minor modification to the snap-on face caps. The Technical Department has guidance details for making these connections.

For more information:  
Tel: 020 8685 9685  
[www.comar-alu.co.uk](http://www.comar-alu.co.uk)



# Technical Datasheet

NEW PROFILE - CS185, 100mm COMAR 2 RAIL INFILL (EXTERNAL)  
 NEW PROFILE - CS186, 100mm COMAR 2 RAIL INFILL (INTERNAL)

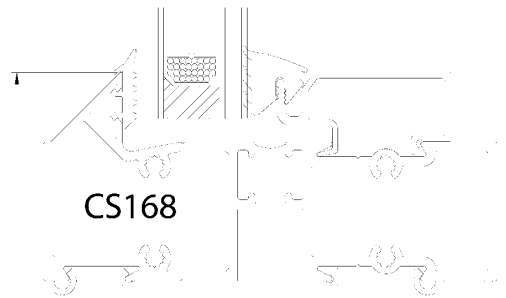
CS185	
STOCK LENGTH mm	6450
QUANTITY PER CARTON	6
GROSS WEIGHT KGS.	51

CS186	
STOCK LENGTH mm	6450
QUANTITY PER CARTON	5
GROSS WEIGHT KGS.	55



Create thermally broken horizontal rails in Comar 2 framework.  
 190mm overall depth, to line through with midrails in doors.

## CLIP FIT MID-RAILS

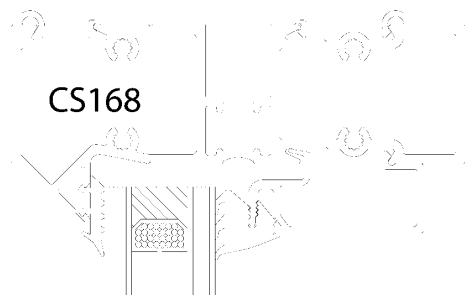


CS168

190

CS185

CS186



CS168

### LIST PRICES PER UNIT LENGTH SHOWN IN £

PROFILE REF.	MILL FINISH	NAT. SILVER ANODISED	BRZ /BLACK ANODISED	HIPCA WHITE P.P.C	RAL COLOUR P.P.C
CS 185	72.67	91.50	117.28	90.17	98.87
CS 186	93.26	117.79	151.38	116.05	127.40

**NOTE:** PRICES SHOWN IN ITALICS DENOTE FINISHES NOT ALWAYS HELD IN STOCK AND MAY BE SUBJECT TO SPECIAL PRICE AND/OR DELIVERY.

# Technical Datasheet

NEW PROFILE CS179 - HIGH SPAN MULLION. COMAR 2 (THERMALLY BROKEN)

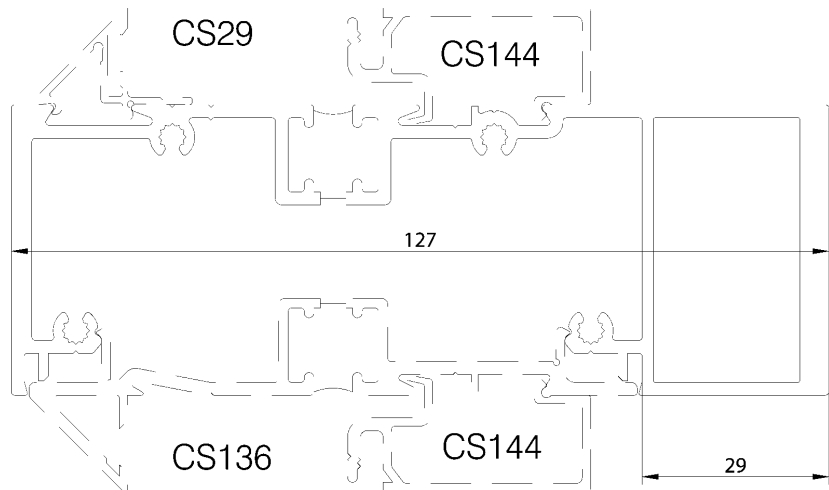


This profile is part of the Comar 2 thermally broken suite with an Ixx value of 199cm<sup>4</sup>. The profile is designed to accept a glazing bead to one side and a clip in plate to the open side. For information on fabrication and profile limitations please contact the Comar Technical Department by e-mail at [Technical@parksidegrp.co.uk](mailto:Technical@parksidegrp.co.uk) or telephone 020 8685 9685

ASSOCIATED PRODUCTS  
CS135, CS136, CS160,  
CS27, CS29

CS179	
STOCK LENGTH mm	6450
QUANTITY PER CARTON	3
GROSS WEIGHT KGS.	52

MILL FINISH PROFILES ARE NOT THERMALLY BROKEN



NOT TO SCALE  
PROFILES SHOWN WITHOUT THERMAL BREAK PROCESS

LIST PRICES PER UNIT LENGTH SHOWN IN £

PROFILE REF.	MILL FINISH	NAT. SILVER ANODISED	BRZ /BLACK ANODISED	HIPCA WHITE P.P.C	RAL COLOUR P.P.C
CS 179	142.26	193.14	240.30	190.70	206.63

**NOTE:** PRICES SHOWN IN ITALICS DENOTE FINISHES NOT ALWAYS HELD IN STOCK AND MAY BE SUBJECT TO SPECIAL PRICE AND/OR DELIVERY.

# SALES & MARKETING



Sales & Marketing is the newest department in the Parkside Group, set up to improve communications between the company and its customers. It is staffed by a team of four: Alison Davey (standing), Teresa Drewett (right), Kathy Paxton (centre) and Denise Mayne (left).

As Sales & Marketing Co-ordinator, Teresa's main responsibility is customer care, Teresa liaises with customers and internal staff to ensure their queries are answered promptly and accurately.

Kathy is Project co-ordinator and looks after the referrals arriving from: architects, the specification team and main contractors. All calls to the department are logged and analysed.

As Marketing Manager, Alison's job is to devise and carry out the company's marketing strategy, as well as ensuring that the profile of the company is increased in the media.

Denise is The Parkside Group's librarian. As well as promptly sending out literature to reader responses and customers, she keeps our customer information up-to-date on our databases.



## NEW FACES ON THE SALES TEAM

### JACK WATSON

Jack joined Comar in April. Jack has a long history in the aluminium industry and joins us from SCHUCO. Jack is a dealer representative and will be covering South Yorkshire, Humberside and the East Midlands. His mobile number is 07714 521240.



### RALPH SPIERS

Ralph joined Comar in April. Ralph has a long history in the construction and aluminium industry, working at ALCAN. His last position was in the roofing industry where he worked closely with specifiers in Local Authorities. Ralph is a specification representative and will be covering East & South London down to the coast. His mobile number is 07793 593654.



### AIVARS LEGZDINS

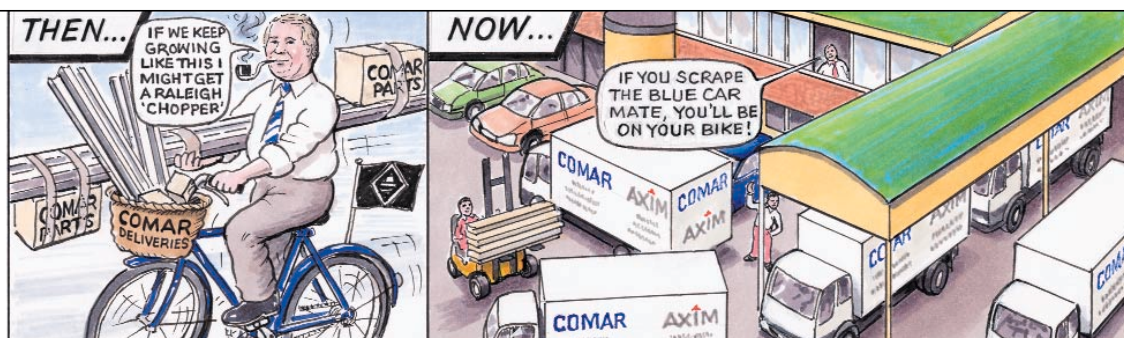
Aivars, pronounced Ivor, has defected from the PVC-u industry. Formerly of SPECTUS and VEKA, Aivars is a dealer representative covering the West Midlands down to Hertfordshire. His mobile number is 07714 521254

## RANGE REMINDER - COMAR 2

COMAR 2 is a unique thermally broken internally glazed aluminium window walling system, developed as a cost-competitive alternative to curtain walling, with many design benefits.



**PARKSIDE THEN & NOW**  
A BRIEF HISTORY OF THE PARKSIDE GROUP  
PART 1  
THE TRANSPORT DEPARTMENT



## FOR MORE INFORMATION FAX BACK ON 020 8646 5096

Please send me more information on COMAR Systems   
Please send me more information on AXIM Hardware   
I would like a Representative to contact me

**SPOT THE PROFILE**  
I think the COMAR profile picture is: \_\_\_\_\_

Name: \_\_\_\_\_ Position: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

The Parkside Group Ltd., Unit 5 The Willow Centre, 17 Willow Lane Mitcham, Surrey CR4 4NX

## AXIM PRODUCT NEWS



### PR7085 & PR7095 win EN and CE approval

AXIM is proud to announce that two of its Panic Exit Devices, the PR7085 concealed rod type and the

PR7095 rim-mounted type, have both been tested successfully in compliance with the EN and CE standards. Fully documented certificate copies are available.

### New literature available

To publicise the achievement of these approval standards, two new Product Update leaflets are available from the company.

### Long list of new accounts

Since December 2003, AXIM is pleased to report that more than forty new accounts have been won. Proof that more and more specifiers and fabricators are discovering the cost-competitive benefits of AXIM's elegant, durable hardware product range.

## CLIMATE-ACTIVE FACADES



Many fabricators are using the DUCO product range as a means of increasing their product range and generating increased revenue flow.

COMAR has an extensive range of louvres and louvre walls which means

that additional revenue can be achieved by including these items in the quotation.

Alan Stocks (Estimating Director) controls and oversees the DUCO range of products and can provide quotations for fabricators who wish to manufacture wall and door louvres or continuous louvre walls. Alan can also put you in touch with fabricators offering a trade manufacturing facility.

Next time you get a project which includes louvres, why not give Alan a call on 020 8685 9685. There could be extra in it for you.

### FOR CLIMATE CONTROL, ENJOY THE BRISE

Brise soleil are the most cost-effective method of climate control.

Unlike air-conditioning, brise soleil are free to run and do not carry possible health risks.

Unlike screens or venetian blinds, brise soleil do not affect the view through a window, yet they minimise glare in the summer and optimise solar gain in the winter.

COMAR has all the brise soleil know-how. Call them today on 020 8685 9685.

## V6 - THE LATEST ESTIMATE



### In-house training

V6 training is in full swing with a programme of customer attendances planned throughout 2004.

The Estimating Department has the facility to train between 4 and 6 people at a session. The training

procedure has changed from a 'presentation' style to a 'hands-on' programme, working from a training manual, with staff on hand to act as guides which experience has shown to yield quicker results.

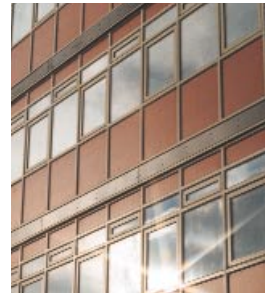
### New improved V6 saves time

The Estimating Department are now working with the latest V6 programme: Release 7. This new version incorporates many improvements requested by customers. These include: Importing/Exporting Customers, and importing glass lists and prices from a spreadsheet to V6. Polyamide Doors and Windows have also been included, as has a better procedure for building Curtain Walling.

## COMAR SALES SOAR!

### Pi systems specified on major projects

COMAR's new Polyamide Window and Door systems were specified and ordered for a major prestigious new development in Putney, South West London. The architect had specified COMAR 6 for the curtain wall element, earlier. The launch of Pi meant that the Sales Department was able to persuade them that the total project requirements were available in the COMAR range.



### New Contract won

COMAR won a contract for Polyamide in direct competition against Smart's. Southern Glass placed the £75,000 order with COMAR, along with a separate order for a pneumatic crimper. COMAR service and backup won the day.

### Euro Design rolling with Pi

Euro Design has just completed the first phase of a £1 million rolling MOD contract using the Pi window system.

### Big expansion at Alan Spear Ltd

To cope with outstanding growth, Alan Spear Ltd have trebled their workspace by the recent acquisition of a purpose-built 25,000 sq ft factory.

## SPOT THE PART

No 1



Our picture shows a part from one of the COMAR systems. If you recognise it, write your answer in the SPOT THE PART box on the FAX BACK form, Page 6. First correct answer out of our hat wins a bottle of the best champagne.

CHAMPAGNE TO THE WINNER!

