

OPENINGDOORS

The Newsletter of the Automatic Door Suppliers Association

ISSUE 3: WINTER 2021/22



THE OPENER...



Bumper Edition

Welcome to this bumper edition of Opening Doors. We have not been able to publish to our twice-yearly schedule this year, so we've doubled the content in this edition and become hybrid - with a interactive digital version to support a small run of printed copies.



Exciting times lie ahead and we have every reason to be "cautiously optimistic" as we enter 2022. We continue to move through this pandemic and look towards a brighter future - albeit, ready to respond to change if needed.

Times have been tough but I am proud that ADSA has been here throughout, supporting members, dealing with the 'here and now', while behind the scenes spearheading some amazing initiatives that we can share with you in this edition of Opening Doors.

These include the development of resources for the continuous professional development of technical and non-technical colleagues who play a vital role in keeping our operations moving. We have also been preparing the ground for our future workforces with entry-level training and qualifications.

Frequently, we turn to evolving technology - digital solutions to enable greater effectiveness and efficiency. Applying smart solutions allows us to extend the services that we offer and make them more accessible, inclusive and economical.

Finally, we celebrate opportunities where we have come together, allowing us to network and support each other - our charity golf day and dinner and Members Conference - complete with special guest. We are also embracing the chance to work with other professional and trade associations to support our sector and its development where it overlaps with others. No organisation should work in perfect isolation - together we can achieve common goals, establish best practice and create a meeting of minds - progressive thinking that make our industry stronger.

Paul Wright, ADSA Chair



Cover story: OAG Ltd specified TORMAX UK to install its iMotion 1401 underfloor operator to a swing door on a Grade II listed building within the Woolwich Works development, Greenwich. Featuring elegantly arched brickwork, a row of three swing doors provides entry to one of the creative community spaces.

The Conversation Continues

A successful advertising campaign that highlighted the benefits of ADSA membership has been extended.

The Conversation campaign flagged key membership values and their promotion prompted numbers to soar by 15 per cent in 2020.

Building on this, a second series was created highlighting more talking points: the launch of Powered Pedestrian Door Technician Apprenticeship, live stream training, continuous professional development and change management. As a result, membership has increased by a further ten per cent.

Says ADSA Managing Director Ken Price: "We are constantly unveiling new initiatives of which we are rightly proud. They all contribute to the added value of ADSA membership and our vision of inclusivity, so that all our members, be they big manufacturers or sole traders, can directly benefit."

The campaign retains the **#bepartoftheconversation** which is being used in advertising and social media.



You're Hired - ADSA Apprentice Achieves Success

From ASDA to ADSA – a former supermarket sales assistant has checked out a new career and bagged a permanent role with the Automatic Door Suppliers Association, having successfully completed a two-year apprenticeship.

Beth Rutherford, aged 21, has been offered a permanent job with ADSA as a Training and Education Co-ordinator, having completed a Highfield level two Diploma in Business Administration.

ADSA opened doors for Beth when she was appointed as trainee administrator at its head office in December 2019. As a leading exponent of apprenticeships, the association supported Beth to pursue her career aspirations – facilitating an apprenticeship through South Staffordshire College – providing academic learning with paid employment and on-the-job learning.

Ken Price, Managing Director of ADSA, is delighted to welcome Beth as a permanent member of the team.

“Beth has thrived during her time with us. Her confidence has increased and she is now very proficient. She has developed a real understanding of our members training needs and efficiently helps administer card renewals for the Construction Skills Certification Scheme.”



Take Your Business to The Next Level

ADSA is working with the Nat West Bank to provide opportunities for its sole trader and small company members to grow their businesses.

The bank has an exhaustive range of resources as part of its Business Builder programme and is offering ADSA members access to its online platform for free, alongside one-to-one business mentoring.

This includes access to national events, workshops and bitesize learning modules which cover the three main pillars of support: growth, mindset and financial. It also includes access to a Facebook group where more than 5,000 members share skills and experience.

Specific webinar sessions are also being planned for ADSA members in Spring 2022 – providing entrepreneurs with the chance to ask sector-related questions in a live environment. Participants do not have to be NatWest customers.

Says NatWest Local Enterprise Manager, Gemma Bourne “We want to empower businesses to succeed which is why we developed tools to allow owners to take the steps they need to support their businesses. I am looking forward to collaborating with ADSA members on activities that will support their business growth.”

For a free consultation with Gemma, email gemma.bourne@natwest.com and remember to follow ADSA's social media channels for upcoming live webinars.



NatWest Business Builder



Digital Learning



Online Community



Wrap Around Events

REGISTER FOR BUSINESS BUILDER NOW





Members Conference is a Soaraway Success

Flying High: Dare to Dream was the title of the ADSA Members Conference which took place at the RAF Cosford Museum on Remembrance Day, in November.

After a hiatus of two years – last year's event was cancelled due to the COVID pandemic – it provided an ideal occasion to meet, reflect and reinforce a willingness to work together to support and promote industry values.

Resilience – operating throughout the pandemic to service front line operations, adapting to change and lessons learnt to help evolve, pivot and grow business – was highlighted throughout the event.

Around 70 people attended the day (numbers were limited to ensure safe hosting) which included an interactive 'MADSAMIND' quiz designed to test members' knowledge about the work of the association.

The date and the venue provided a poignant backdrop: poppy floral arrangements were added to the tables and the two-minutes silence was observed when delegates joined staff and visitors in the foyer to remember those who had served and lost their lives to defend our country and way of life.

The AGM presentation provided an update on current ADSA activity, along with a technical report outlining its work in creating and maintaining British and international standards.

Eddie 'The Eagle' Edwards was ADSA's celebrity guest whose own drive, determination and enthusiasm provided an inspirational story which could be carried into the business world.

Following lunch, attendees were invited to view the museum with volunteer 'ground crew' who led groups around the exhibits and displays which celebrate more than 100 years of Royal Air Force history.

From examples of early flight innovation, to the iconic fighters and bombers of the Second World War and beyond, groups were fascinated by a trip into the three hangars accompanied by tales of courage and valour.



Says ADSA Chairman Paul Wright: **"This was such an important event for ADSA members. We have all experienced unprecedented times, living and working through the pandemic. We don't know what may be around the corner which is why this opportunity to meet, learn and reflect was such an inspiring day for us all."**





Lost Shipmates Remembered

Every year Kevin Ryan, who is the Technical Manager at FAAC Entrance Solutions UK, lays a wreath to remember his shipmates from HMS Ardent. This year, he did so at the RAF Cosford Museum, by the Rapier missile which was set up by the Army in San Carlos the day after his ship was sunk in May 1982 during the Falklands War.

It was situated by examples of Royal Navy missiles, one being the Sea Dart which Kevin used to maintain before joining the automatic door industry.

At ADSA's previous event at the National Memorial Arboretum, Kevin laid a wreath at the HMS Ardent Association's Anchor Memorial in the grounds.



'Eagle' Makes a Perfect Landing

From childhood nickname and 'game changer' school skiing trip, to Olympic ambitions and public persona, Eddie 'the Eagle' Edwards revealed the highs and lows of his life 'In Conversation' at the ADSA Members Conference.

The former plasterer from Gloucestershire who defeated the odds to realise his dream and became the star of the 1988 Winter Olympics in Calgary, told all in a refreshingly candid interview with ADSA's PR consultant Alison Gallagher-Hughes.

Ed, whose real name is Michael, took up skiing on a school trip to the Italian Dolomites and perfected his skills on a dry slope near Cheltenham. He made the British Alpine team but failed to qualify for the 1984 Olympics so switched to ski jumping "having been inspired by watching Ski Sunday as a kid".

He travelled the world to prepare for the event - taking casual jobs to fund his training. Barely able to make ends meet, he would live off bread and cheese for weeks on end and bed down in barns or cowsheds near expensive resorts.

Unable to afford decent ski equipment, he borrowed what he could, "wore six pairs of socks because my boots were too big" and often had his helmet tied on with string.

But his endeavours won him the respect of his peers and captured the hearts of a nation. Finishing 58th out of 59, he epitomised the Olympic spirit and on his return to the UK, realised he had become a household name.

Ups and downs followed: the Eddie the Eagle persona was immediately in demand and after years of hardship, he was able to cash-in on his achievement: being Britain's first-ever Olympic ski jumper. However, he was to lose his fortune twice over, initially through mismanagement of a trust fund set up in his name, and again, due to an expensive divorce.

But the Eagle was to soar again: a TV appearance in high-diving reality show 'Splash' (which he won) drew him to the attention of film producer Dexter Fletcher

and in 2016, the 'Eddie the Eagle' film became a box office hit starring Taron Egerton and Hugh Jackman.

"I actually have his phone number," admitted Ed.

He has since been in demand and regularly appears on television (most recently as the Rubber Chicken in the Masked Dancer) and working as a guest speaker.

Ever present is Ed's positive outlook and down-to-earth approach. When the glitter of stardom began to fade first time around he returned to his job as a plasterer and still does jobs for "family and friends". He immersed himself in a new challenge studying law and graduated from De Montfort University in 2003.

In closing the session, ADSA chairman Paul Wright, admitted he was a fan: "My brother and I watched that Winter Olympics, and inspired by you would attempt to ski jump off the settee. My brother would always win," he laughed.





Top marks for ESA

ESA - the Entrance Systems Alliance - has got top marks in its first year.

The initiative, which was formed by ADSA in partnership with the DHF (Door Hardware Federation), got underway in February this year.

It is well on its way to achieving its target and currently has 72 learners who are working their way through over 100 NVQs - some of whom are doing two or three qualifications - with nine having crossed the finish line up to now.

ESA was created to raise the bar for training and education within the sector. Its qualifications are critical to measure the competence of those working in the industry and provide a framework for much needed development.

Says ADSA Managing Director Ken Price: "We believe we are securing a future for our industry and its employees. A key feature of our NVQs is that all assessments are carried out by industry-qualified assessors, each with more than 20 years' experience.

Bob Perry, Chief Executive of DHF, adds: "Employers who choose to undertake the qualifications through ESA can be sure that their employees are only rewarded if they meet the rigorous assessment criteria demanded by the assessors and our awarding body NOCN."



ESA qualifications include Level 2 NVQ diplomas in specialist occupations for door, gate and shutter systems installation, repair, and installation or maintenance of loading bay equipment.

For more information see:

WWW.ESA.UK.COM



15 Minutes With

Ken Price, Managing Director of ADSA

Checks and Balances

What is the independent compliance assessment service (ICAS)?

"The ADSA independent compliance assessment service has seen remarkable growth this year. The service was created several years ago to offer independent advice on the safe operation of powered pedestrian doors. It is now used widely by end-user customers and also ADSA members to verify satisfactory performance or to arrive at recommendations for door system improvements.

The Association is proud that main contractors, major retail outlets, facility management companies and healthcare providers now regularly consult with us on matters of door safety."

How do you ascertain a brief?

"To request the service all a client needs to do is call us. On receipt of the enquiry we issue the client with a detailed questionnaire which is designed to enable us to establish correct terms of reference for the contract engagement. We then begin the preparatory work and arrange the site visits and meetings."

Who undertakes the assessment and what is examined?

"The ICAS assessment is carried out by our Technical and Training Manager, Darren Hyde, or by one of the ADSA Executive. Our first task is to work with our client to establish clear terms of reference for the report. A client who feels that a door has been incorrectly specified for example will be looking for very different details to a client who is investigating reasons for an incident or injury.

We then work with the client to gather as much information as possible to allow us to build a picture of the use of the door. This involves us searching historical service or breakdown records or incident reports.

"Our on-site process is always consistent:

- We carry out a full BS7036 -0 risk assessment for the door set at the time of the visit. This assessment is fundamental to enable us to understand the predominant users of the door and the likely risks associated with the door in that environment.
- Once risk assessed we complete a full authorised technicians check which details all measurements required to ensure full compliance with BSEN 16005.

- We observe the door in normal operation to fully understand any unforeseen user requirements
- We observe previous visit reports and service records to ensure the correct service and maintenance regimes are in place
- We meet with the relevant stakeholders to understand the challenges existing at the time of the site assessment
- We compile a detailed report on performance and recommendations for improvements."

When was ICAS established and how does it support members and the wider auto door industry?

"It was established following accidents involving powered pedestrian doors and as a result ADSA members recognising the value in ADSA as a completely independent organisation reviewing and assessing door systems. It has now developed into a service where we provide consultative advice on specification, installation and after sales service, as well as provide condition reports for door systems in use nationwide."

Could you provide an example of recent ICAS work that has been undertaken for a client?

We offer ICAS under strict non-disclosure arrangements for many of our clients so I am not able to share names but it is true to say that recently we have worked with a prominent architects practice looking for practical advice in specifying revolving doors and pass doors for a new development in the City Of London. We are also providing door condition reports for a major UK supermarket and have supported a large care provider in arriving at a specification for sliding and swing doors to be used in their buildings."



Grounds For Good Value



Whether you favour a cappuccino, latte or Americano, membership of the Automatic Door Suppliers Association (ADSA) could be just the shot that you need. Costing half the daily equivalent of a brew from your favourite High Street coffee outlet – ADSA membership promises a strong body and no froth!



Clearly, the industry finds this refreshing: membership of ADSA has increased by 25 per cent over the past two years – indicating that more and more businesses understand its value and the support that it offers their organisations.

But in order to get the most from membership, it's important that you unlock its many benefits.

"Motivation for joining may vary but realising how ADSA membership can help support the individual, their organisation and the wider industry is crucial," says Rachel Rabicano,

ADSA's Business Manager

"It provides wide-ranging opportunities for continuous professional development, across a variety of roles throughout member organisations, which will in turn boost their approach to quality and standards. It also enables members to directly help shape our industry," she adds.

There are so many 'added value' benefits to joining. So, with that in mind, here's our top tips on unlocking member benefits.



Networking

One of the most obvious benefits to joining ADSA is networking. Our member organisations are varied and filled with potential contacts, clients and partners who can help your business move to the next level and help you become more prominent in your industry. At ADSA, we hold regular events to bring people together – in person and online – including our annual members' conference which is FREE to attend.



Support

Providing help when you need it is all important. Our technical support helpline is available to everyone within our member organisations. No question is too silly to ask and if we don't know the answer, we'll find out on your behalf. Contact is just a phone call or email away.



Training & Education

ADSA provides a whole raft of training and education to meet a variety of needs at many levels. This includes access to our online Academy with more than 100 courses, many of which are free. We have an Academy Help Guide to get you started.

Our training has it all: sector-specific, key and complimentary skills, courses for technical and non-technical staff, entry-level to management skills, workshops and qualifications, delivered through a variety of ways, using different learning methods. Quite simply, something for everyone.





Certification

As a delivery partner for the Construction Skills Certification Scheme (CSCS), we issue cards on renewal of ADSA membership and competency training. As the principal card provider for the automatic door industry, we are part of a CSCS working group progressing the introduction of smart card technology which will allow site managers to check the credential of those who attend premises.



Influence

ADSA is the voice of the automatic door industry and we work with a range of organisations and regulatory bodies to ensure that it is properly represented within the wider building products and construction sector. We strive to develop quality standards and exert our influence to support the best interests of our members.



Information

We endeavour to keep you informed with news and views including best practice and industry trends. Our membership communications include regular technical standards bulletins, Opening Doors magazine, email newsletters, website updates and social media posts. We also offer discounted prices on BSI/EN publications.



Best Practice & Standards

ADSA experts work with BSI, which is a member of CEN, the European standardisation organisation - made-up of standard-setting bodies from 34 countries. Our primary objective is to improve the quality of safety and installation standards for the powered pedestrian door industry. Creating and influencing standards is an acknowledgement of the expertise that exists within our organisation and provides the opportunity for member feedback to influence specification creation.



Ideas Exchange

Everything begins with an idea...and by exchanging ideas we have the potential to do great things. ADSA provides opportunities for industry professionals to work together for the benefit of the industry. We encourage individuals to take part in special projects and undertake roles in our executive or technical committees.

So don't delay.

Renew your membership for 2022!



Year-on-Year Academy Performance

The ADSA Academy remains a popular choice for learning – matching last year's increased activity which was up by 60 per cent.

This growth continued in 2021, enhanced by an expansion to ADSA's digital learning offer, including 'live stream' training and Bite-sized webinars, which have provided greater opportunities for development.

The e-learning resource remains a popular choice due to the flexibility to fit it around work commitments and bookmark progress.

The top three completed this year have been:

- **Manual Handling**
- **Essential Telephone Skills**
- **Foundation for Pedestrian Powered Doors**

Mental Health and Wellbeing resources have also been popular – indicating that ADSA members have found these a useful support tool as life returns to greater normality following the pandemic.

The Academy can be accessed by everyone working for ADSA member organisations. An illustrated user guide was produced earlier this year to assist those who may wish to use it for the first time.

The ADSA has been accessed more than
25,000
times since it was created in 2017.



In addition to several free courses, pay to click content is also available which provides an affordable method of training delivery.

GEZE UK, based in Lichfield, Staffordshire, purchased 150 modules this year, having identified training needs within its teams. It gave employees an eight-week window to undertake the courses to provide focus and help them meet their goals.

The HR team at GEZE UK tells Opening Doors: "The ADSA Academy provides a method of flexible learning with an extensive range of subjects that meets the needs of our teams most effectively. We have had great feedback from those that have used the platform and will certainly look at using it again in the future."



British Bulldog 'Takes Down' Proposed Standards Change

ADSA stepped into the ring to wrestle a proposed standards revision which would have resulted in a fundamental change to the 'shop front system'.

Another member country put forward the proposal to the CEN standards committee in April which would have resulted in wide-reaching, significant change with expensive ramifications for automatic door manufacturers and installers in the UK and many parts of Europe.

The Country member proposed scrapping a requirement of the BSEN 16005 standard which requires a gap of less than 8 mm or greater than 25 mm to prevent people trapping their fingers in automatic doors which has glazing with metallic surrounds.

This would have meant that the system – predominantly used in the UK – would need to be replaced by more expensive flush glazed profiles, making countless stock obsolete.

Explains ADSA Technical Manager Darren Hyde: "We asked for an opportunity to discuss it with our members, who told us loud and clear that this could not be allowed to happen. We opposed the revision and every other country on the committee supported us and the revision was voted down."

"It came as a bit of surprise, as usually revisions to well-established standards such as these are usually purely grammatical or affected by translational issues. It is a good job that ADSA was at the table."



Getting Smarter

In 2022, ADSA will be launching an updated version of its CSCS card. The card will contain a chip which stores information on the cardholder's identity, qualifications and training. Site managers can read this information using a smartphone, tablet or PC with the Go Smart app installed, allowing them to instantly record the cardholder's information, and be secure in the knowledge that the cardholder is qualified for the job they do on site.



Bitesized Learning

A menu of bite-sized learning is providing a taste of industry knowledge.

The free online sessions are being served up to extend awareness of safety and standards for those working within sector roles including those in non-technical roles

ADSA is aiming to heighten awareness levels across the industry within its member organisations and encourage inclusivity for people performing different roles.

Two sessions are currently being run: Powered Pedestrian Doors (PPD) and The Law and Risk Assessment – a guide to BS 7036-0:2014

Both are being staged throughout the year and dates advertised through ADSA's social media channels.

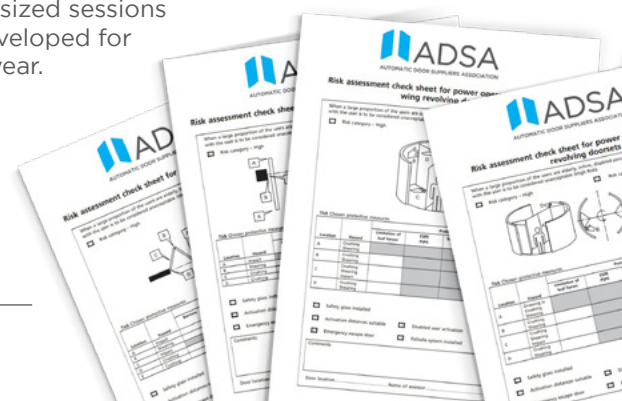
 facebook.com/adsa.uk

 twitter.com/theADSA

 linkedin.com/company/automatic-door-suppliers-association-ltd

Throughout the year, more than 40 sessions have been delivered, attended by more than 320 delegates.

Further Bite-sized sessions are being developed for the coming year.



Scaling New Heights

ADSA is to launch a development initiative for those working in professional and support roles within the automatic door industry.

The Pinnacle Programme, which will begin early next year, will offer formal qualifications in work-based skills such as customer service, business administration, sales, supply chain and warehouse operations, fabrication and leadership and management.

It will help deliver NVQ-based qualifications, from (GCSE equivalent) level two, to level five diplomas.

Candidates, or their employers, will only need to pay five per cent of course fees – the rest is available through Government funding. This means that a L5 qualification, which costs in the region of £7,000 will only require a £350 investment.

The programme of blended learning has been developed in partnership with T3 Services, a training company based in Southport. An assessment centre has been established and industry assessors appointed.

Says ADSA Managing Director Ken Price:

“We carried out research with members to ask what development requirements were needed to support workforces. They told us that opportunities for professional development for those in non-technical roles are important for retention and organisational development.

“We want everyone within the auto door industry to feel valued and to extend career development opportunities for all.”

For more information contact:
Fae Ellor on 01827 216136



ADSA Maps Out Learning for All

ADSA has learning and development all mapped out with a robust strategy to include opportunities for everyone working within the industry.

It has unveiled its plans with an animated graphic outlining how its multi-faceted approach is inclusive and reflects a variety of business areas to support its member organisations, their staff and future workforces.

Over the years ADSA has recognised the need to train people at different stages of their careers for end-to-end learning and development to support career aspirations, promotional opportunities and facilitate succession planning.

The strategy has been built on research and experience, including feedback from members as to how their businesses are changing and what they envisage future requirements to be – not only for the business, but also for their staff wellbeing and personal development.

Says ADSA Managing Director Ken Price:

“We now have a wide-reaching strategy that is inclusive and delivers not only what our members need now, but into the future to help those businesses grow. It recognises that everyone who works within the automatic door industry plays a vital role and we are keen to support them within their specific jobs and underpin those skills with industry knowledge and standards.”

WATCH THE ANIMATION

We've got
learning & development
all mapped out

Creating Opportunities Robust & Comprehensive Industry Research Innovative Approaches The Online Academy Partnership Programmes Formal Qualifications

Website Has Improved Look and Feel

ADSA is about to get a whole new look with the launch of a new website.

It promises improved functionality and user experience, with slicker mechanisms for booking courses and events, and a member search facility for customers to find suitable products and services.



The association's online presence is aligned with its current activity and extended range of services: learning, standards and independent compliance assessment service.

It offers a fresh new look rolling home page and improved connectivity through third party app integration including mapping, booking and social media. Improved navigation and focused content is intended to provide a more focused user experience.

Ken Price, ADSA's MD, says the redevelopment of the site provided a chance to “review, refocus, and plan for the future”.



ADSA Welcomes New Apprentices



A second cohort of apprentices has been welcomed to the Powered Pedestrian Door Technician Apprenticeship programme, delivered by South Staffordshire College.

The group of 16 met for their first classroom session at the Tamworth campus in September...following in the footsteps of cohort one which is completing its final year of study.

Says Technical and Training Manager Darren Hyde: "We were delighted to welcome students to the second cohort of the PPD Technician Apprenticeship in Staffordshire. We now have a total of 26 apprentices progressing their study at the start of their careers within the industry."

"In creating the apprenticeship, we sought to bridge a skills gap for the industry and develop a future workforce that would put quality standards at the heart of its delivery. We are pleased that the sector has responded so positively. It is clear that there is an appetite to invest in the development of those coming into the business."



Cohort two includes newcomers from Access Solutions Northern Ltd, Bolton Gate, Entec Door Services, MGS, Kone Cranes, JWL Doors Ltd, ADC, Record UK and Crucial Engineering.

"The apprenticeship is available to all industry-related companies, not just ADSA members," adds Darren. "Our mission is to promote the highest standards in the manufacture, specification, installation and service of automatic doors and that applies to everyone involved in it."

Steve Rutherford, who has more than 20 years' experience in the industry, has been appointed by the college as apprenticeship practitioner – delivering sector-specific skills and understanding to those on the course.

The PPD Technician Apprenticeship for delivery in Northern Ireland through the South Eastern Regional College (SERC), in Downpatrick, is soon to get underway in the new year. It will offer the two-year, level two, apprenticeship with the opportunity to extend to a level three qualification with a further year's study in electronics.

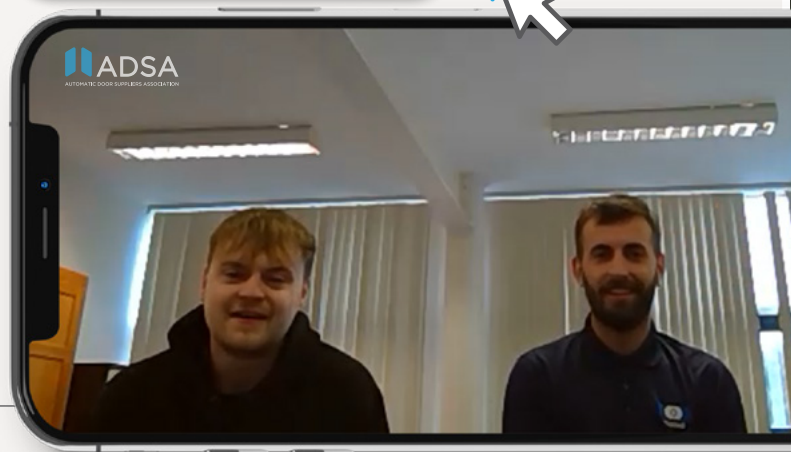
Press Ganged

Two apprentices from cohort one – Liam Bentley and Casey Goddard – found themselves under the glare of the media spotlight when they joined ADSA Managing Director Ken Price for an interview with the editor of Glass & Glazing Products.

Liam, who works for RecordUK and Casey, who works for Goddard Electricals, were interviewed by Charissa King about their first-hand experiences of their course, stepping across the threshold into the automatic doors world and how classroom learning and practical experience had helped them in the job.

The interview is due to be published in the December 2021 edition which can be viewed here:

[READ THE ARTICLE](#)



Golf Day Goes with a Swing

A tee-rific day was had by all when the Automatic Door Suppliers Association (ADSA) hosted its charity golf day, raising more than £4,000.

The event, at Branston Golf and Country Club, in Staffordshire, was attended by the association's members who fielded 23 teams of four players. The event, which couldn't be held last year due to COVID restrictions, included a golfers' breakfast prior to tee-off on the 18-hole championship course.

It was followed by dinner at the Pavilion, attended by 110 people, which raised further funds from a prize raffle.



The proceeds have been donated to three charities:

Golfanatics – a charity that provides mobility devices for young people

Simon's Heroes – which helps children in need

Lighthouse Club – the construction industry mental health charity

Says ADSA's Managing Director Ken Price:

"We would like to thank everyone who attended the charity golf day and to all of those members and suppliers who kindly donated prizes to our charity raffle."



Winners of the ADSA Cup were the Record Direct West team – their third successive win, which means they get to keep the coveted trophy. They were pushed all the way by the GEZE UK Contracts Team who finished second and Record Direct's South team in third.

Raffle ticket sales alone raised nearly £2,000 for charities, with a host of prizes donated by members and clients including a mini break, wine beer and chocolate hampers, gift vouchers, an Apple watch and a ballroom dance lesson. Following the event, one of ADSA's members made an anonymous donation of £1,000.



ADSA Sponsors Award

ADSA is flying the flag for the automatic door industry by sponsoring an award in the prestigious AI Specification Awards 2022.

Its support for the Product Design and Innovation – Electronic category is intended to raise awareness around the levels of creativity and innovation which link entrance solutions and architectural ironmongery (AI) through cutting-edge technology.

The biennial awards, organised by the Guild of Architectural Ironmongers (GAI) in conjunction with the Royal Institute of British Architects (RIBA), reward excellence in specification of AI within the construction industry.

Celebrating its 40th anniversary, the awards return following the postponement of last year's event.

For more information visit: aispecificationawards.co.uk



And the Winner is...



ADSA added its thoroughbred credential to the GAI (Guild of Architectural Ironmongers) Members Day when it sponsored a race in its online race meet.

The ADSA Championship Stakes saw around 40 people betting on horses via Zoom with a virtual stake of £100 that could be used across five races.

Runners and riders were all ADSA related: National Standards, The Apprentice, NVQ Training, Pocket Screen, Technical Support, Online Academy, Compliance and Powered Door.

First across the line was The Apprentice - a poetic finish for an association developing a **#futureworkforce**



Product Spotlight



For many years, DorteK has installed electric automations and safety sensors to its timber-free hygienic GRP doors within a leading UK pharmaceutical manufacturing facility. However, the traditional on-board safety sensors were prone to damage by trollies carrying large loads as they passed through the doorway. The company recently installed flat safety scanners to a new doorset - offering greater safety protection for users and making them less susceptible to damage.



Candidates who have achieved 100% exam pass mark since our last edition.

Simon Marks – Bolton Gate
Paul Ansell – Logic Alarms
Jon Compton – MGS UK Ltd
Mike Burton – Boon Edam
Paul Hepburn – record UK
Nicholas Maynard – Bolton Gate
Luke Webb – ProDoor UK Ltd
Thomas McGivern – FAAC Entrance Solutions UK
Dean Cornet – record UK
Gary Dunmore – Empress Security
Nicholas Woodward – GEZE UK
Coraline Mawet – BEA