

# The Leading LIGHT

ISSUE 2 JAN 2002



## Independence Day

Management buyout opens the door to future progress

On August 7th 2001, some twelve years after RegaLead was first acquired by French plc, the company once again became an independent operation when we successfully concluded a management buyout.

Momentous as the day itself was, the real significance of the outcome undoubtedly lies in the future. As masters of our own destiny we are at last able to fully implement the plans we have already laid down to develop the

decorative glazing market and also further consolidate our position as the industry leader. It also affords us the opportunity to expand our growth in overseas markets with RegaLead's range of Creative Options already



attracting considerable interest and business throughout Europe, the Middle East and South America.

High on the list of priorities however for the new management team which consists of myself, Guy Hubble (Sales and Marketing Director), Stephen Clough (Financial Director) plus Non-executive Director, Vincent Cruise, is to acquire new, more spacious premises which will enable us to extend our operation

to keep pace with our business plan.

At the commencement of a new year and the beginning of a new era in the RegaLead story, the following twelve months promise to be

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among the most exciting and exhilarating times in the company's history. So much is poised to happen. We have so many plans and ambitions for the decorative glazing market. Watch this space.

David Rabone  
Managing Director

## Making a Grand Entrance

"Transform any entrance way into an artistic statement of elegance and style." That is the message coming over loud and clear in our new Distinctive Door Panel Designs brochure hot off the press this month.

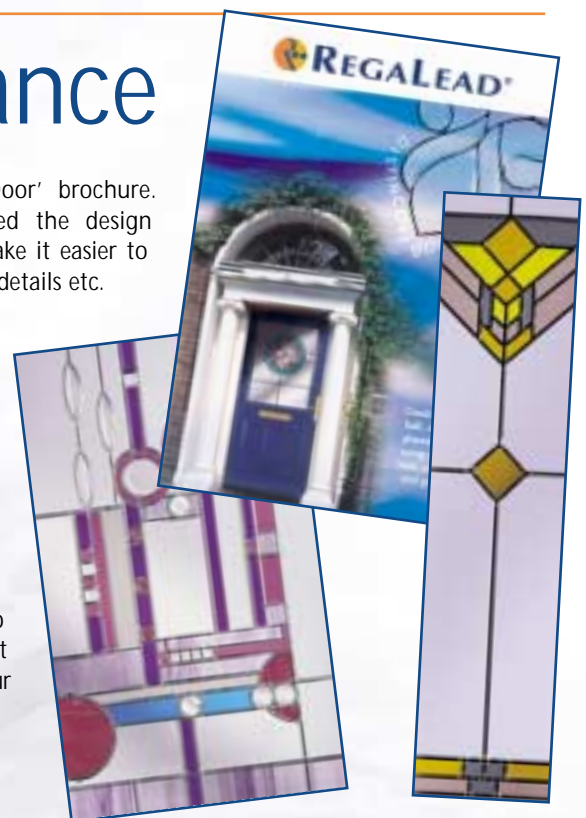
Taking its lead from the success of our previous 'Door' brochure, the new literature has been expanded to 12 pages, and once again each page is packed with photographs depicting colourful and attractive door panels featuring the latest coated leading styles, recently introduced films and new bevel designs from 'The Definitive Collection'. It also includes many new creative panel designs ranging from Charles Rennie Mackintosh and traditional styles to the most modern abstract concepts.

In addition, and as a result of customers' appreciation of the overprinting facility available on our 'Fanlights' brochure, we have decided to offer

this service with the new 'Door' brochure. Consequently we have adjusted the design format to portrait which will make it easier to accommodate logos and address details etc.

Any customers now running the Glass Eye 2000 programme can also obtain these new designs on CD ready to upload into the software or to print off as patterns.

To obtain your copies of the new Door Panels brochure, to enquire about overprinting facilities, or to obtain a CD containing the latest panel designs, please contact our sales office.



# Going Global!

RegaLead continued to promote its international aspirations by attending two important exhibitions recently. One of these took place in Ireland, the other venue being Italy. Reprinted here are the dispatches filed by our intrepid 'Foreign Correspondents'.

## The Fenestration Show

Dateline: Dublin, Ireland. September 2001

Carefully skirting the cavernous crater at the entrance to the car park, we assembled our stand for our very first visit to the Irish Fenestration and Glazing Show. And what a show it turned out to be. A wonderfully friendly and vibrant opportunity to meet many of the studio customers who have purchased RegaLead products from our Irish distributors over the past 10 years.

So what were the stars of our stand? Well, the new products we took with us of course, which included Ebony lead, films, bevels and jewels, but undoubtedly the main attraction was the Glass Eye 2000R design software. The demonstrations by Paul Edwards created massive interest, and in some cases amazement. So much so that several sales were made right there and then.

There was however, a curious side effect from all this flurry of activity and interest. Strangely, it seemed to generate a particularly large thirst for Guinness, which thankfully is widely available in Dublin.



## Vitrum 2000

Dateline: Milan, Italy. October 2001

Although overall attendances at the show were lower than anticipated because of the events of September 11th, we were delighted with both the level and quality of the enquiries we received.

The RegaLead 'Overlay' system is still very novel to many overseas markets, but the finished work we exhibited, plus our working demonstrations were sufficient to enable us to conclude distributor deals in Baltic countries as well as in Spain.

As you might expect, the majority of interest was focussed on our latest coated leads and our library of film products, even so, however, many new and potential customers were also greatly impressed with the demonstrations of our Glass Eye 2000 design software.

From another perspective, we also discovered many new decorative glazing ideas from around the world that are not currently available in the UK art glass and insulated glass markets. We're continuing

to investigate several of the new 'Creative Options', and who knows... stand by for further reports.

## Team News

Continuing our profiles of key players in Team RegaLead, including, in this issue, our two new Directors.



**Vincent  
Cruise**

Non-executive  
Director

A Dubliner by birth, I am a Fellow of the Institute of Chartered Accountants in Ireland and have worked in 'industry' since 1966. After a spell as Financial Director and then Managing Director of a large Builders Merchants/Glass Merchants in Ireland, I joined the Pilkington Group in 1986 where I served in a number of senior managerial positions both in Ireland and England, including that of Managing Director of Triplex Safety Glass Limited and as Commercial Director of Pilkington United Kingdom Limited.

After retiring from Pilkingtons in 1998 I established my own consultancy business and was delighted to accept the invitation to join the new RegaLead Limited board as a Non-executive Director earlier this year.

I'm sure that the experience and expertise I can provide will benefit the company in its future plans.



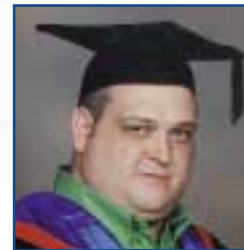
**Stephen  
Clough**

Financial  
Director

Qualifying as a mechanical engineer may appear to be an unusual beginning for a career in finance, yet that is how I started my working life with GEC in 1982.

After qualifying as a Chartered Accountant in 1986 I worked within a number of industries: mainly machinery, rubber and plastics, before I joined French plc in 1999 with financial responsibility for RegaLead.

I was very pleased to become a member of the MBO team, and my initial goals are to establish an efficient and customer friendly accounts operation for the company and also project manage the forthcoming move to our new premises with the minimum disruption and inconvenience for our customers.



**Malcolm  
Devereux**

Production  
Manager

For two years after leaving school in 1986 I trained as a chef. Yet despite qualifying I never fully believed that this was the right recipe for my future career, and so I took a quantum leap and decided to go into 'industry'.

In 1990 I joined RegaLead as a humble storeman before graduating onto the shop floor as a machine operator. From there I progressed to become Production Supervisor and in order to develop my role and value within the company I took the plunge and entered college to study Business Management. I graduated with a HNC/HND earlier this year and following the MBO I was delighted to learn of my promotion to Production Manager. That's given me the drive and determination to return to college and study for a full degree.

Everyone at RegaLead offers their sincerest congratulations on your hard work and achievements. Editor.

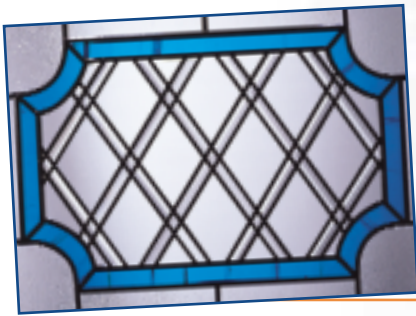
# The Coat of Many Colours

30 million metres. That's approximately 18,650 miles. And that's how much lead strip we produce every year. Clearly we know a great deal about it.

Over many years we've perfected the science of self-adhesion, we've developed a range of different profiles and sizes, and over the past few years we have also developed a unique coating technique to produce a range of attractive coloured lead options.

RegaLead was the first company to perfect this pigmented polymer system and our range of Brass, Platinum and Antique coated products have not only been scientifically weather and age tested, they have also stood the test of time and have been given the approval of discerning consumers. Now we are pleased to remind you of the very latest in our range of coated leads - Ebony - which answers a fast growing demand for a 'darker' product.

Coated leads avoid potential problems of oxidation, and all the indications are that these products are going to be the attractive future of the lead strip market.



## On the Retail Trail

RegaLead self-adhesive lead strip and films have for many years been popular products in the DIY sector, with major retailers such as Homebase, Argos and Littlewoods Home Shopping Group continuing to stock them. With the current popularity of TV make-over programmes we have seen a dramatic increase in demand for these products and to support this important and growing sector of the market we have recently launched two new packaging styles. One is aimed at the DIY market and the other is targeted at craft customers.

### The Decorative Glass Collection

Developed for the DIY market, this range includes Brass coated lead in 10 metre packs and a new 'Windows Starter Pack' with 25 metres of lead, full instructions and a template. This range now also

*For further details about retail products, contact our sales office.*



includes 8 different pre-printed designs for fanlights that are all quick and easy to apply.

### The Glass Craft Range

Aimed primarily at the craft market, these products complement the sales of glass paints. As a pan-European product these packs contain multi-lingual packaging and instructions in English, German, Dutch, Spanish and French. Other language versions can be prepared to order and recent projects have included Swedish, Hebrew and Japanese instructions.

New legislation due out in the next few weeks will affect everyone involved in the glazing game whether they're dealing with new build or the replacement and improvement market. RegaLead offers a simple view of Part L requirements.

## What the L is Going On?

The revised Part L section of the Building Regulations has been introduced as a serious attempt by the Government to reduce global warming and environmental problems.

From February 2002, all new and replacement door and window units will have to meet revised energy efficiency standards in order to conform to Part L requirements regarding heat loss. Heat loss is calculated by measuring the 'u' value of the different building elements which are expressed as W/m<sup>2</sup>K (Watts per metre squared Kelvin). To give you some idea of what this means in practical terms: a typical single glazed unit will have a 'u' value of 5.7W/m<sup>2</sup>K. In other words one square metre of glass with a 1 degree temperature difference on either side will conduct heat at a rate of 5.7 Watts. The greater the temperature difference, the greater the heat loss. Therefore the lower the 'u' value the greater the thermal insulation.

### How will it affect you?

The new Part L regulations state that the following 'u' values for new and replacement glazing units must be achieved.

- 2.2 for metal units
- 2.0 for non-metal units

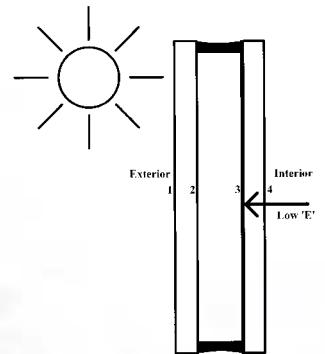
These figures are not difficult to achieve, and the following steps can be taken to reduce a unit's 'u' value.

1. Replace the air in the cavity with gas (ie Argon)
2. Triple glaze the unit
3. Modify the surface characteristics of the glass to reduce conductivity

This third option uses what is known as Low Emissivity glass (Low 'e') where a surface of the glass is treated with a substance which greatly reduces conductivity and heat loss, with most of the heat being reflected back into the room. There are two types of Low 'e' coatings for glass - hard and soft. Hard, or 'pyrolytic' coatings are applied on the production line while the glass is being made and they are extremely resilient during the sealed unit manufacturing process. Pyrolytic coatings can be toughened, they're long lasting and do not have a limited shelf life. Soft coatings on the other hand are applied after the glass has been made. Soft coatings are fragile and susceptible to damage so glass treated with a soft coating has to be made into a sealed unit within hours of being cut. Most soft coatings cannot be toughened.

### Using RegaLead overlay products on Low 'e' units

If you're wondering whether you can use RegaLead film, lead and bevelled products on Low 'e' units the answer is YES!



Take a look at the diagram and you'll see that the Low 'e' coating is generally located on face 3 of the unit. Occasionally it may be used on face 2. But there will always be an uncoated face to work on. Decorative products can be applied to hard Low 'e' coated surfaces but it is believed that this could adversely affect the 'u' value in proportion to the amount of glass covered. Eg: If the 'u' value of 1 sq metre of glass is typically 1.9, then by covering 50% of the surface with lead/film/bevels, the 'u' value would increase by 50% to 2.8. By taking an average figure for the unit, this would result in an overall increase in the 'u' value from 1.9 to 2.35 W/m<sup>2</sup>K - which is above Part L requirements.

Decorative products should not be applied to soft Low 'e' surfaces due to the delicate nature of the coating.

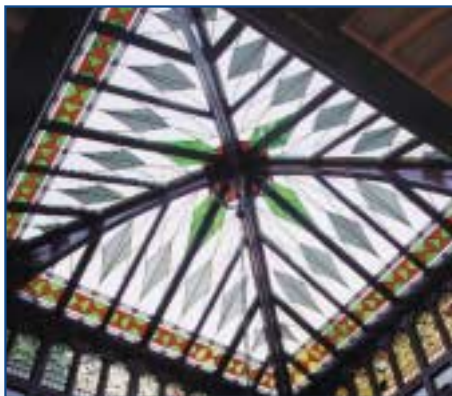
The above article has been compiled in good faith from information taken from several sources. Should you have any specific issues regarding 'u' values of glass, Low 'e' coatings, or the effects on such by other products we recommend that you contact your own glass/unit supplier direct. Alternatively you can obtain further information from two Approved Documents published by H M Government.

These can also be accessed on the following websites:  
[www.safety.dtiir.gov.uk/bregs/brads.htm](http://www.safety.dtiir.gov.uk/bregs/brads.htm) (Conservation of fuel and Power)  
[www.thestationeryoffice.com](http://www.thestationeryoffice.com) (search for SI 20012 No 3335)

# Diners Look Up To Regalead

Steve Brocklesby of Stained Glass Creations chose RegaLead films and lead recently when he was commissioned to design and produce the lead and film work on an atrium ceiling in The Water Millock, a bar and restaurant complex in Bolton, Lancashire. Because this is an old building which still retains much of its original character, including existing glass and wall features, the project required the sensitive use of colour and design.

Steve has recently returned to England from South Africa where he gained a reputation for his work on large scale commissions. He



was selected for The Water Millock thanks to his extensive experience working with architects and commercial designers on this type of project. As part of the early planning Steve visited RegaLead to discuss film and lead requirements and with the aid of Glass Eye 2000 we were quickly able to help him work out quantities and costs.

Everyone has been thrilled with the finished ceiling and this has resulted in further commissions for Steve... who will of course be recommending RegaLead products.

## Design CDs for Glass Eye 2000R

Our first design library update for the popular Glass Eye 2000 software will be available early in the new year. This is the first in a series of planned updates and it contains 25 designs based on the style of Charles Rennie Mackintosh. The designs are all manufactured using RegaLead film, lead and bevels, but they can easily be adapted to glass and lead for the traditional leaded light maker.



We chose Charles Rennie Mackintosh, the 1920's Scottish designer, as his style is currently very popular across the world, particularly in his home city of Glasgow. Charles Rennie Mackintosh's work and his

design style was used extensively in windows and doors but extended to furniture and wall decorations. Nowadays, his style is popular in the interiors market where it is used on kitchen cabinets, mirrors, furniture and glass designs.

The designs available on the CD will also be available in printed form and will include designs for half glazed and dual glazed doors, fanlights and kitchen cabinets. Users of Glass Eye 2000R will know how easy it is to adapt these designs to their own sizes and glass/film colours if required.

*To order your CD or enquire about Glass Eye 2000, please contact our sales office.*

## Calling all stained glass designers

If you are a stained glass designer we'd like to hear from you. Currently we're giving a great deal of thought to establishing a RegaLead Stained Glass Forum through which designers from the UK and around the world can make contact, raise topical issues and swap ideas and thoughts about different techniques, styles and products etc.

We would also like to encourage members of the Forum to input suggestions, ideas and requirements that could result in the development of new products specifically designed for what is a very specialised sector of the decorative glazing industry.

If you would like to receive regular copies of The Leading Light please fill in the form below and return to:

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Retail/Craft            Regalite            Software            Marketing Support     

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