

Kommunicate

The newsletter from Komfort Workspace



Project Focus
Fluor new UK HQ

Around the business
Komfort - Licensed to Thrill

Komfort launches new product
Affordable Single Glazing

Love the space you're in.

From strength to strength



Welcome to this, the second edition of *Kommunicate*, the newsletter designed to keep our customers fully abreast of developments at Komfort.

Issue 1 coincided with our relocation to Horsham and I am extremely pleased to say it's been a great success. Our team is happily settled and working well. The new location offers a glimpse into some of the new products on offer including Ls90 Prism and Elegance bringing a variety of NEW competitively priced glass and solid elements to the Ls90 system. We very much look forward to welcoming customers to Horsham during the course of the year.

In the first edition of *Kommunicate* I commented on 2010 and the fact that it was a difficult year of transition for us, taking place against a backdrop of significant shrinkage across our markets. In 2011 we saw some improvement, despite the slowdown in public spending which will inevitably impact further throughout 2012. Recent CPA (Construction Products Association) reports covering market trends do not make for great reading and continue to predict a difficult time ahead for the construction industry as a whole. With inflation running at over 4%, raw material prices continue to rise whilst finished goods prices remain increasingly competitive. I predict 2012 will be extremely price competitive and therefore at Komfort we will aim to compete as needed and will introduce a number of products to ensure we remain competitive though never compromising on product quality.

What's new for 2012?

Training Academy – I am delighted to see the new training academy in full use with a number of practical and classroom based courses now in place. Our aim is to build up a significant portfolio of courses suitable for the beginner and the seasoned professional alike. Course details will be published shortly supporting our desire to grow our customer base and KRC network nationally.

KRC Partners - As previously indicated it is our intention to grow the KRC network nationally and we invite customers who wish to be involved to contact the Komfort marketing team via email: marketing@komfort.com or phone 01403 390300. All interested parties will be visited by a Komfort Account Manager who will explain the scheme in detail. In addition, invitations will be extended to a number of existing Komfort customers who have already expressed a desire to join the KRC scheme.

New Products – Orbis, a fully installed glass wall system priced extremely competitively to compete with the growing number of uncertified systems now available. Price is playing a greater part in the decision making process for clients who want more for their pound. The launch of Orbis signals our intention to offer both increasingly competitive systems, along with the peace of mind of a quality installed solution including both track and glass. Orbis will be further developed in 2012 to include additional features whilst remaining price competitive.

Ls90 – As indicated in my introduction we are now making available a number of alternative panel types to complement the existing Ls90 range. This makes Ls90 a more affordable system.

Deflection Heads – 2012 will also see the launch of our new deflection details that allow both drywall and demountable partition systems to be seamlessly integrated.

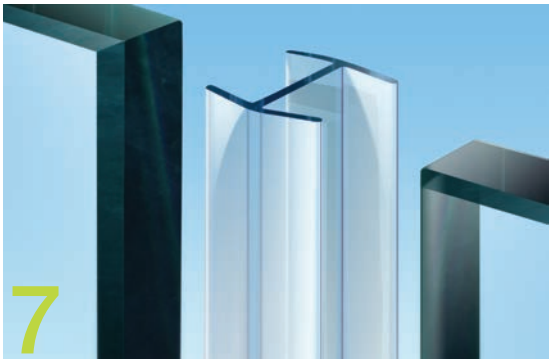
Komfort Washrooms - We have partnered with innovative product and interior designers to create a range that reflects our reputation for quality and innovation in product design - high performance washrooms that meet the needs of today's commercial spaces.

Throughout 2012 we will continue to invest in our people and products to deliver recognised quality products at a competitive price. We have already increased our sales force in preparation for 2012 and will continue to develop lasting relations with designers, architects and contractors alike. Training will be at the heart of our future growth, as we work towards increasing the number of KRC partners and actively work to support our customers, new and old, who continue to support Komfort and the wider Laidlaw Interiors Group.

In finishing, I would like to thank all the Komfort team for their support and effort throughout the year. I would especially wish to thank you, our customer, for your continued support and wish you and your families a happy and healthy New Year.



Mick O'Callaghan
Managing Director



- 4 Fluor
- 5 Deflection Heads
- 6 Komfort's National Training Academy
- 7 Orbis
- 8 Safety tops the bill
- 9 Casino Royale Cruise
- 10 Komfort's new Washroom range
- 11 Firing on all cylinders

Find the page

Get Kommunicate

If you don't already receive Komfort's quarterly newsletter, email: marketing@komfort.com with your name, job title, organisation and contact address and we will send you the next issue of Kommunicate.

Key contacts

Accounts

Komfort's Accounts Department will assist you with any accounting issues including payments and invoices.

If you have any accounts queries, please contact the Accounts Department.

email: accounts@komfort.com

Customer Services

The Customer Services Department has been introduced to help solve any issues you may have with Komfort's products or services.

If you have any customer service queries, please contact the Customer Services Department.

email: tech-help@komfort.com

Estimating

Komfort's estimating Department prices up all tender enquiries.

If you have any estimating queries, please contact the Estimating Department.

email: estimating@komfort.com

Marketing

Komfort's Marketing Department handles all media issues including advertising, PR and brochure requests.

If you have any marketing queries, please contact the Marketing Department.

email: marketing@komfort.com

Technical

The Technical Department develops and designs all new products, as well as product testing and certification.

If you have any technical queries, please contact the Technical Department.

email: technical@komfort.com

General

For all other queries, please email:

**enquiries@komfort.com
or
general@komfort.com**



A new flow for Fluor thanks to Komfort

Komfort recently provided the perfect solution at the new Farnborough HQ of Fluor, an engineering, procurement, construction and maintenance company of international repute.

Our expertise helped streamline the space, delivering a series of private, individual offices finished to the high standard expected from both Komfort and Fluor. Delivering a combination of Komfort's Ls90 panels, with walnut doors and single glazed Polar partitions, Fluor's offices have been transformed to enable the best use of space by creating areas and rooms sectioned off by the partitioning system. Selected after viewing the products at our London showroom and reference site, Fluor's offices now benefit from the integration of Komfort's highly flexible steel panels and aesthetically appealing Polar glass.

With a swift turnaround required to complete the installation, Komfort worked closely with Fluor and Stortford, the contractor, to ensure the system was delivered on time and within budget. Jim Nania, Managing Director of Stortford

Interiors UK Ltd, said: "The installation of Komfort's Ls90 and Polar products at Fluor's offices went extremely smoothly and was in fact a relatively straightforward project for us. I believe that three key reasons can be attributed to this - namely our vast experience of working with the Ls90 and Single Glazed Polar products, the training of the Stortford Interiors delivery team, and the fact that we were able to work very closely with a dedicated team from Komfort who excelled. Despite extremely tight deadlines, we delivered the project on time as a result of good planning, constant communication with Komfort and excellent co-ordination with the other trades on the project."

Komfort's single glazed Polar is ideal for installation in the workplace due to its translucent glazed nature, allowing light to pass through a space uninterrupted. To ensure the privacy of a newly partitioned space is not affected, single glazed Polar partitioning is supplied with semi-transparent manifestation, in a range of designs to suit its location, and is compliant with the Colour Contrast for the Visually Impaired guidance notes as set out under Part M. This document states that where large areas of glass partitioning are installed, there must be a

visual contrast to highlight the cohesion between adjacent elements e.g. glass and its surroundings (including doors and open space), so as to enable those with visual impairments to distinguish between different objects and surfaces.

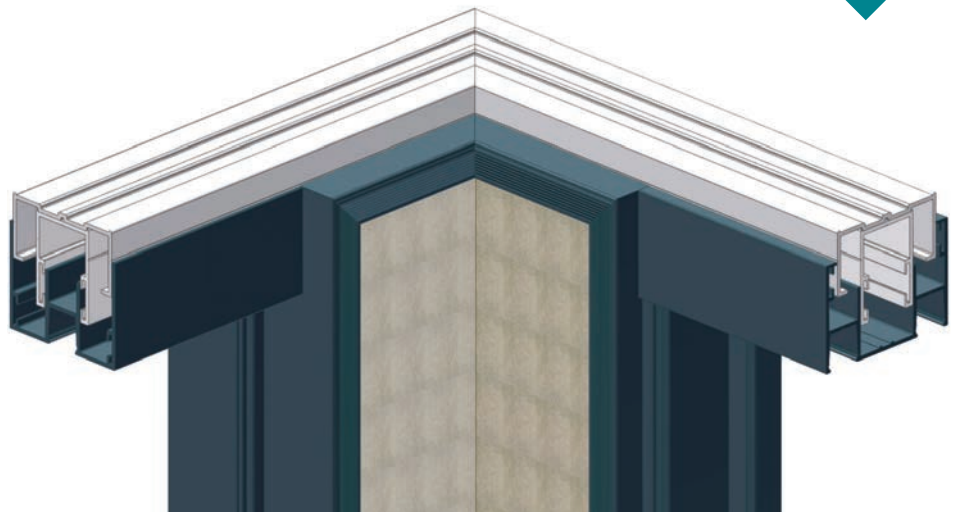
James Humphreys, Southern Region Sales Director from Komfort said: "With partitioning required in multiple areas throughout Fluor's Farnborough-based office, we were able to provide the ideal solution by supplying a combination of Ls90 panels, single glazed Polar products and a large volume of doors. We worked very closely with Fluor and Stortford Interiors on this project to ensure it was completed within the expected timeframe and also in-line with the set budget, offering technical help and advice where required. As such, this project was only achievable thanks to the support from our highly flexible manufacturing and technical teams achieving manufacturing excellence."

For more information
If you would like more information on Komfort's Ls90 or Polar partitioning system please visit www.komfort.com or send your enquiries to enquiries@komfort.com

Deflection Heads designed with you in mind

Modern building methods of construction increasingly specify the use of deflection heads for partitioning. Naturally, Komfort has designed a new range of two and three part deflection heads to both meet this demand and a stringent design brief.

The key design criteria are: ease of installation; desirable, contemporary and minimalist aesthetics; and ease of installation. Due to the commonality of parts throughout the solid and glazed modules, this has been successfully achieved. The shadow gap remains constant throughout solid and both single and double glazed modules satisfying even the most demanding of design aesthetics.



The versatility of the system is best highlighted in the solid head section that allows the use of either 50, 70 or 75mm steel studs and either 12.5mm or 15mm plasterboards. This enables designers and contractors to maintain desired aesthetics and to also retain the flexibility to meet performance and budgetary requirements.

To complement the three-part system, we have redesigned our two-part single glazed deflection heads. The new

designs offer maximum deflection with minimum visual impact.

Initial fixer feedback indicates that easy installation is achieved as the ceiling channel is constant throughout and therefore quick to set out and install.

For more information
If you would like more information on Komfort's deflection heads please visit www.komfort.com or send your enquiries to technical@komfort.com

KM³ brochure now available

KM³ Storagewall divides space, provides high volume storage and is totally flexible.



The new KM³ Storagewall brochure is now available and can be downloaded from our website www.komfort.com
Or email: marketing@komfort.com to request a copy.

For further product information and order enquiries please email: estimating@komfort.com

Easy to use online CPD booking facility is now available!

Komfort now has an online booking facility on the website for our RIBA approved CPD seminars.

These include:

- Solutions In Specifying Seamless Abutments
- Architectural Glass - Clear Decisions
- A Sure Fire Decision
- Sound Advice

The facility is very straightforward to use, simply select the CPD you are interested in booking, submit the brief form and a member of the Komfort CPD booking team will be in contact shortly to confirm details.

The CPD booking section can be accessed via the home page.



For more information
If you would like more information on Komfort's CPDs please visit www.komfort.com or send your enquiries to enquiries@komfort.com

Komfort's National Training Academy



Komfort staff are trained in the assembly of all of our systems



Following the 'coming soon' news article announcing the creation of our new National Training Academy, we have been working very hard to create the infrastructure and courses that will be offered to our staff and customers.

We are pleased to announce that Jim White has taken up the challenge of becoming our Training Manager with Brian Pike MBE assuming the role of Technical Consultant within the Komfort business. Brian will provide invaluable support to Jim in his new role and is absolutely instrumental in the creation of the technical course material needed to offer a truly first class service.

Jim is creating a new series of short, practical training courses that will run

throughout 2012 and beyond. These will give people the chance to actually assemble all of our partitioning systems using pre-cut sections in a classroom environment. A take-away booklet is to be provided that contains relevant technical data in an easy to understand, quick access format for future use by trainees.

An important role of the Training Academy is to ensure all our staff are properly trained so they are fully conversant with our products. From 2012, all staff will be undertaking the classroom based practical build courses as a part of their standard training arrangements.

All new staff will be given a schedule of training for the ensuing year following their appointment and the Academy will be working closely with our HR and Departmental Management to ensure that people showing particular promise within the company are recognised and developed in both a positive and pragmatic way.

The Academy premises are also being utilised for the development of our products. Many of our recent developments have been tested and proved on our research and development rig. This enables us to assemble our products to a height of 5 metres and can be used for all sorts of structural proving, as well as general development activities.

We look forward to formally opening our Training Academy in the early part of 2012. In the meantime, should you require any training or support regarding the installation of our partitioning systems, please don't hesitate to contact us.

For more information
If you would like more information on Komfort's National Training Academy, please visit www.komfort.com or send your enquiries to training.academy@komfort.com

Product Portfolio

Orbis

Setting the new standard for single glazed partitioning

Orbis is the perfect glazed partitioning system for normal office use where standard performance is the prerequisite.

Sleek, symmetrical head and base tracks, complemented by a slim aluminium door frame and crystal clear dry joints, give the system a clean minimalist appearance. The aluminium framing is available in white powder coated RAL9010 and silver RAL9006 with manifestation to complete the package.

Several glass or timber door options can be combined to create stylish and modern office spaces.

For more information

If you would like more information on Komfort's Orbis system, please visit www.komfort.com or send your enquiries to marketing@komfort.com

Backed by Komfort's trusted reputation and installed only by Komfort trained fitters, Orbis has to be the number one choice where affordable quality and style is paramount.

Orbis can achieve up to 33dB (Rw) with 10mm or 12mm thick toughened safety glass. The single glazed system meets the requirements for normal office use based on British Standards and Document N of the Building Regulations.



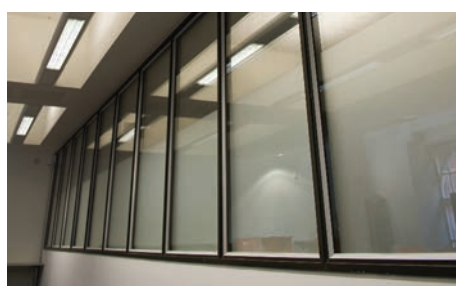
Safety tops the bill in multimillion pound build



Komfort's Komfire 75, Komfire 100 and Polar with Trojan sliding doors were specified for this multi-million pound public service and leisure hub



Komfire 75 and Komfire 100 both have exceptionally high fire ratings



Stringent fire and acoustic performance standards were the principal drivers behind a multi-million pound public service and leisure hub in the centre of Wigan, leading to the specification of Komfort's partitioning systems.

Following discussions with Architects LCE / AStudio, main contractor Morgan Sindall and sub-contractor Parpac about the partitions to be used for The Life Centre, Komfort's Technical Specification Manager Andrea Glenister worked closely with all parties to meet the spec throughout both sites, situated on either side of Wigan Town Hall. The agreed solution was to use Komfire 75, Komfire 100 and Polar with Trojan sliding doors.

However, the amount of glazing on site, and the fact that it had to be hand

manoeuvred into position on each floor of both buildings meant that health and safety was a major consideration and advisors were heavily involved on-site.

"Each section of partitioning had to be carried by hand up to the appropriate floor which required comprehensive risk assessment and substantial health and safety planning in order to work around the other areas of the build," said Andrea. "But thanks to a strategic plan, we were able to safely install all the partitioning on both sites."

The south site features a Healthy Living Zone with gymnasium, swimming pool and fitness studio as well as health and well being services, whilst the north contains a neighbourhood zone, library, soft play area and a one-stop shop for public services.

Clare Church from Parpac added: "The entire installation of Komfort's products took around 14-16 weeks for both sites.

Considering the scale of the build with that much glass, the valuable planning and safety precautions taken prior to installation ensured a smooth execution of works."

Franz Lorenschitz, Marketing and New Product Development Manager at Komfort added: "Due to health and safety requirements, and for certification, Komfort had a significant role to play in the supply, delivery and installation of each piece of glass. This meant working closely with everyone on site to minimise risk and complete the installation in good time."

Komfire 75 is a 75mm square edge trim system, whilst Komfire 100 is a 100mm double skinned square edge trim system. Both Komfire 75 and Komfire 100 have exceptionally high fire ratings – up to 60 minutes integrity – and have acoustic protection of up to 52dB (Rw) for solid wall and up to 41dB (Rw) for double glazed.

Casino Royale Cruise



Following product presentations, guests on the Dixie Queen enjoyed casino games including Black Jack and Roulette



Spectacle of the night – Tower Bridge was raised to let the Dixie Queen pass



Two hundred guests enjoyed the evening on board the Dixie Queen



The Dixie Queen ferried guests along the Thames for the duration of the night

Komfort recently hosted a boat cruise that transported invitees from Tower Bridge along the Thames to Dartford and then returned to Tower Millennium Pier. Andy Kerry and Nigel Hunter invited key Architects, Main Contractors and KRCs to the event.

The four-hour cruise set off whilst guests were having their photographs taken with a Jaws lookalike character.

Mick O'Callaghan gave an introductory presentation on two new products: Confluence and SwitchGlass Plus.

The remainder of the event saw two hundred guests enjoying the on-board casino which was followed by a disco.

Product samples were showcased on the boat throughout the night for the Komfort team to further enlighten the guests on the products.

Felix Hobson from Feilden Clegg Bradley Studios won a fantastic Red Letter experience following his success on the casino tables.

The evening was very entertaining and a great success with positive feedback received from all those who attended.





Product Portfolio

Coming Soon...

The Komfort Washroom Collection

Komfort has partnered with innovative product and interior designers to create a range that reflects our reputation for quality and innovation in product design - high performance washrooms that meet the needs of today's commercial spaces.

This range brings together a sense of comfort, luxury and privacy to the commercial space. The latest trends in modern bathroom design, materials and colour combine with the eco and technological credentials demanded of the modern washroom. Infra red, touch free and LED technology ensure Komfort Washrooms are efficient eco spaces with plenty of creative style.

For more information

If you would like more information on Komfort's washroom collection, please visit www.komfort.com or send your enquiries to marketing@komfort.com

Reacting to increasing demand for privacy in the washroom, Komfort has developed a desirably unique product concept with Solo - much more than a cubicle, it is a completely private executive washroom that reflects an upmarket en suite with its range of design led fittings and luxury materials. It uses Komfort partitioning, including the new Confluence detailing and door kit technology - bringing a new quality and performance standard to the washroom market.

The range consists of three individual products:

Outline – a minimal framed cubicle system.

Outline Sheer – incorporates back painted glass for partitions and doors within the Outline frame.

Stature – a full height solid cubicle system with the option of utilising an overpanel.

Solo – a fully integrated unisex cubicle including vanity and wash area.

In addition to the cubicles, a range of complementary bespoke vanity units has been designed to enhance the ethos of the washroom.

Komfort Washrooms is a one stop shop for specifiers and designers, providing them with a comprehensive range of washroom products with a stylish and modern design aesthetic that would sit comfortably in any high spec architectural space. Choice is the key to this collection and the offer extends beyond cubicle systems to every element needed to create stylish and individual washrooms - from unique vanity units, to contemporary design led ranges of sanitaryware, brassware and accessories which are offered as standard. With a carefully selected range of completely interchangeable key finishes, colours and shapes, there is a unique solution for every project, bringing together the very best in washroom quality to offer a complete design solution.

Firing on all cylinders!



Facilities Managers and Surveyors racing against each other to build a Komfire 75 bay



Facilities Managers and Surveyors from northern letting agent Bruntwood raced against each other to build a Komfire 75 bay and win the chance to be named 'Bruntwood Best Partition Install Team'.

The challenge began following a

presentation aimed at improving the understanding and appreciation of Komfort partitioning systems and building on communication links between all parties. In total, 35 people, split into seven teams, took part in the task which also saw the winners awarded a bottle of champagne.

Specialising in serviced offices, virtual offices, retail space and meeting rooms Bruntwood works in all of Komfort's key areas. Komfire 75 is ideal for office

space, with its distinct angular style incorporating excellent acoustic performance and fire protection.

Current fire and sound test ratings for the standard Komfire 75 are 30 minutes and 43dB (Rw) respectively. However, Komfire is also available as a 100mm thick double skinned system, which provides one hour fire resistance in both solid and glazed modules together with an acoustic attainment of up to 52dB (Rw).

In the north...

Customers in Scotland were treated to a day's golfing as a thank you for their continued loyalty.

Bruce Malcolm and Brian Cockburn invited a number of KRCs, key architects and main contractors to the occasion. The golf day was a great networking event with 27 holes played in total.

The sun was shining for the majority of a wonderful day that consisted of two golf games. The first tee off was a Texas Scramble, followed by a Stableford.

Prizes were up for grabs throughout the day including Longest Drive and Nearest the Pin. These holes were sponsored by Clansman Interiors, Souness & Boyne, Axis Interiors and Excel Interiors.

Following the day's golf, the invitees attended a dinner with Komfort personnel and a selection of products were on display including SwitchGlass, Confluence and Ls90.



MBE update

We are very pleased to report that Brian Pike, Technical Consultant at Komfort was awarded an MBE in the Queen's Birthday Honours List. Brian was nominated by the AIS for his outstanding involvement over the last 21 years with the Partitioning Interiors Association (PIA) and now the AIS.

HRH The Prince of Wales presented Brian with his award at Buckingham Palace in December.



Love the space you're in.

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