

Outlook

Summer 2008/2009

NEWS □ PEOPLE □ PRODUCTS

nulook
windows & doors

New UrbanSlider™ for larger double glazed panels

Indoor and outdoor flow has become a central feature of New Zealand's architecture to accommodate our enjoyment of the outdoors.

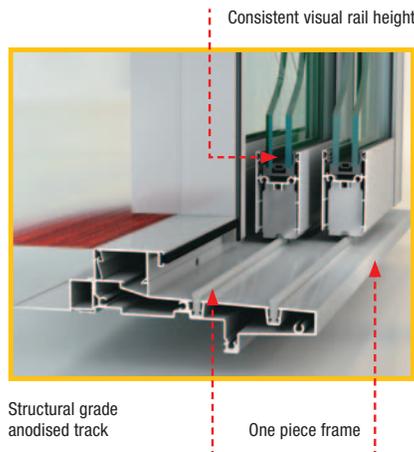
Complementing this has been the need to provide joinery to make larger more friendly doors to enable us to take advantage of this trend.

Nulook's UrbanSlider™ can accommodate panels as high as 2.7m. That's much larger than other residential sliders currently available. This potential for truly dramatic

design doesn't come at the cost of interior comfort. That's because the door panels can accommodate up to 24mm double glazing for improved insulation performance.

Easy operation

The unique design of the structural grade (6261) anodised aluminium track allows for effortless opening and closing. The rolling mechanism is located at the bottom of the door, so even when a design incorporates the largest panel possible, the risk of any lintel sagging is minimal. As a result, there's less risk of jamming.



To find out more about UrbanSlider™ and Stacker Doors, contact your local Nulook licensee, or phone 0508 800 755.

The UrbanSlider™ features sleek, streamlined design to enhance the look of a home.



Fabricators switch to Nulook

This year, NALCO has been successful in converting three competitor fabricator businesses to the Nulook brand. One of the main reasons the fabricators cited for making the change was the ability to offer NALCO's WeatherTight™ residential suite. The crimped corner connectors and unique mullion/transom connection system is a powerful selling feature to the builder, architect and homeowner and offers a distinct point of difference to other players in the market.

As Mike Newman of Nulook Taupo says: "I really feel we can make a big contribution to improving product quality in the area with Nulooks' products. They are fantastic."



Above left: New 8 station aluminium punch tool ready for installation.

Above right: Staff train on new Crimping Machine.

Below: Marlene & Steve Wright (Nulook Franklin)

Franklin

In January this year Steve and Marlene Wright took up the Nulook brand and product range and established Nulook Franklin. The switch to the Nulook brand coincided with their purchase of a former fabrication business that had been operating in Pukekohe for a number of years.

For the team, the changeover meant learning how to make joinery the Nulook way. This included patented connection systems in the brand's residential suite.

Staff and customers have been ecstatic with the changes and the improvement in product quality. In fact, business has boomed since the change, with an increase in sales and staff numbers.

As far as Nulook is concerned, having another capable operator is reward for the investment the company has made in new products and systems.

Taupo

Nulook Taupo (formally Mikes Aluminium) is operated by Mike & Laurie Newman. Since converting to Nulook in March 2008, their business has gone from strength to strength. Just like Nulook Franklin, all the team at Nulook Taupo had to re-learn the manufacturing process using Nulook's patented connection system that's so vital to Nulook's residential joinery.

Mike recently attended the RMB House of the Year Awards for Taupo. "It was an honour to present the Nulook Builders Own Home Award there,"



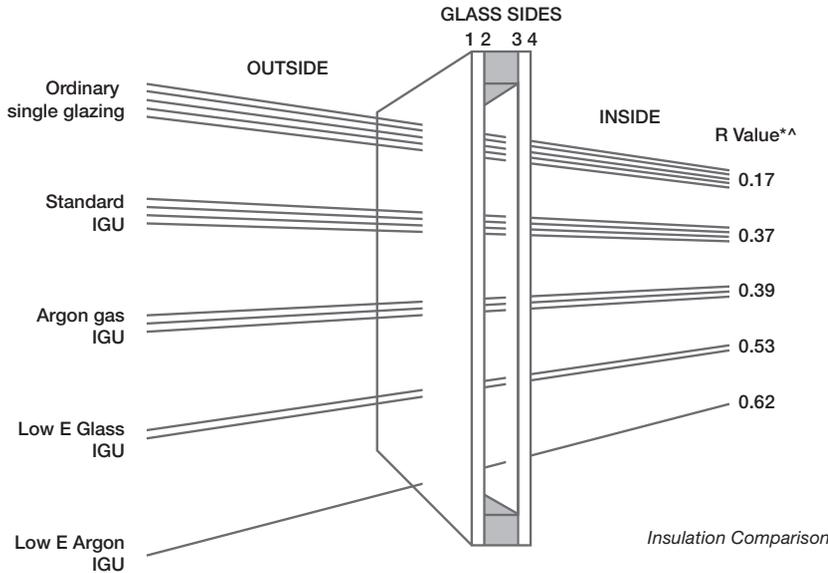
he says. "It was a great celebration of the local building industry".

Henderson

In November NALCO also converted Hulme Aluminium Joinery to Nulook Henderson. Robert, Philip and Margaret Hulme have been successful window and door fabricators for over twenty seven years and are looking to grow their business further with the Nulook Brand.

The feedback from Robert and Philip has been very positive in regards to the Nulook products, systems and tooling. "It's been great to have such willing Head Office support for our business, particularly technical knowledge, systems and marketing support," Robert says. □

Warning!! Not all Double Glazing (IGU's) are the same



Q. Does it cost more to use a 12 or 14 mm spacer over say and 8mm spacer?

A. No they cost the same.

Q. What benefit does a glazing platform of 24mm offer?

A. It provides greater flexibility for designers to use a wider combination of glass types in combination with the optimum spacers 12mm or 14mm to increase thermal performance.

Q. If 12-14mm is optimal, why are there larger sizes?

A. In rare cases due to high wind deflection larger spacers may be required.

Q. Why are smaller spacers commonly used?

A. Commonly residential suites have a maximum 20mm glazing pockets reducing performance, Nulook is an exception.

HOW IGU'S WORK

Clear glass accounts for less than 5% of a windows insulation value, the rest is supplied by the air layers each side of the glass.

The heat flow resistance of still air is greater than that of glass. A glass unit made from 2 panes enclosing an airspace will have about twice the insulation value of a single pane. Tests show the optimal airspace is 12mm. See the table below.

The implementation of new H1 legislation means a wider use of glazing options are coming into use. Here are the answers to some commonly asked questions about double glazing.

Q. How do you optimise your Aluminium joinery's insulation performance without the additional cost of a thermally improved frame?

A. Ensure a 12 or 14mm spacer is used.

Nulook's WeatherTight™ Suite has been designed to provide for this eventuality. Nulook's standard sliding doors and recently released UrbanSlider™ and SovereignSeries™ are all designed to accommodate 24mm IGU's. In fact all Nulook's WeatherTight™ products will accommodate 24mm glazing.

So before you add Argon or Low E to your specification make sure you have the correct spacer specified. □

INSULATION COMPARISON

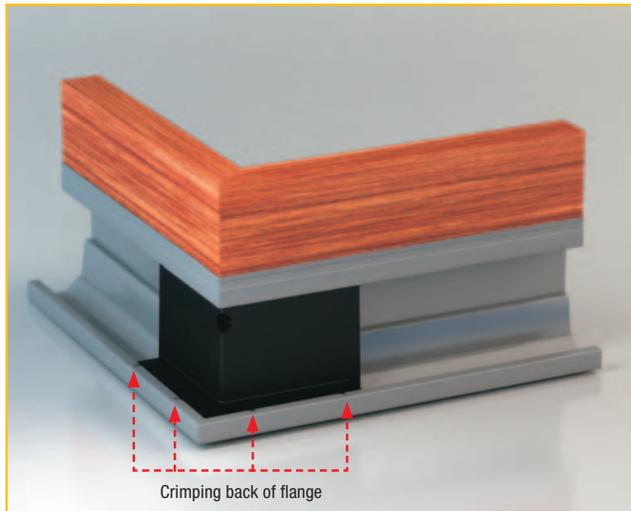
Glass Type	Outer Glass (mm)	Air Space (mm)	Inner Glass (mm)	R Value*^	Heat Loss Reduction %
Single Clear	4			0.17	0%
IGU Clear	4	8	4	0.34	50%
	4	12	4	0.37	54%
IGU Argon	4	14	4	0.37	54%
	4	8	4	0.37	54%
	4	12	4	0.39	56%
IGU Low E Side 3	4	14	4	0.39	56%
	4	8	4	0.45	62%
	4	12	4	0.53	68%
IGU Low E (Low E Side 3 & Argon)	4	14	4	0.53	68%
	4	8	4	0.55	69%
	4	12	4	0.62	72%
	4	14	4	0.61	72%

* The R Value is the value of the thermal resistance of a building element. Its units are m²C/W and it is used to compare common building materials.

^ R Values measured at centre of glass.

Crimped Corner Connectors

for extra strength & controlled drainage



Nulook's mitred crimped corner joints provide greater protection for homes against water damage.

The crimped corner connector adds to the strength of the frame providing support, holds the mitred joints together better than screws and provides controlled drainage paths for condensation and errant water to the outside.

What is unique about Nulook's crimped corner is that there are no frame penetrations (so less chance of leaks). By crimping the back of the flange (outside the building) and the inner liner frame (which holds

the liner reveal) the window frame has no screw penetrations unlike traditional systems.

Nulook's crimped corner was designed in NZ and tested in internationally accredited test facilities. The NALCO patented design system is for use by NALCO's extensive network of Nulook licensee's and Bradnam's NZ branches. □



WIN A SAMSUNG 40" HD TV! Details will be released early next year.

UrbanSlider™ Installation details available on Nulook website

Nulook's recently released UrbanSlider™ installation details are available for free download from the Nulook website. File formats include DWG, DXF, MOD and PDF for all frame sections across a range of common claddings.

Nulook's easy-to-use website has experienced growing use by Architects and Designers with over 50 files a day being downloaded in recent months. Currently over 2400 Architects and Designers are registered and over 13,000 files have been downloaded since its establishment.

NALCO Marketing Manager Mark Gilbert says; "the success is due to it being fast, easy and free to get quality installation details from Nulook's site".

Visit www.nulook.co.nz. □

