

SUPPLY CHAIN INTERVIEW
 FARNHAM JOINERY



Farnham Joinery gained the opportunity to tender for the St Pancras contract through their membership of iCAM, a local business support project between Camden and Islington Council that facilitates the obligations of large contractors to procure locally. iCAM organised a 'Meet the Buyers' event at which Farnham and two other local joinery firms were able to have a fifteen minute face-to-face meeting with the Galliford Try buyers in order to profile their company as fit for tender.

The initial contract was for the supply of replacement Gothic arch windows, but further opportunities arose from there. The contract ended up being worth just over £100,000. "Very welcome in a depressed economic climate," says joint owner Jane Langan.

Managing Director Frank McLoughlin has built up an extensive knowledge of listed building

restrictions and how they can be worked alongside building regulations and new energy requirements. However, the building's Grade I status meant certain compromises had to be made. For example, old, worn windows were updated with high quality modern replacements, but the Grade I listing indicated that these replacements should be single, rather than double-glazed.

The windows varied in size and type: opening sashes, fixed sashes and casements. Farnham also supplied some doors. Many of the windows were very large, which made them more awkward to manoeuvre during the production process. For instance, one window had 6 casements and measured 3000 x 2400mm. Farnham's team of experienced joiners were all involved in the various aspects of production and Frank McLoughlin, along with Workshop Manager Pawel Lesniak, checked each finished piece before it left the workshop.

Above: Farnham installed windows in the main lobby and reception area.

Right: Old, worn windows were updated with high quality modern replacements.



FACTS AND FIGURES

COMPANY NAME

Farnham Joinery

CORE SERVICES

High-end architectural and purpose made joinery.

PROJECT ASPECT(S) WORKED ON

Hotel and residential apartments.

CONTRIBUTION TO PROJECT

Manufactured approximately 40 windows and doors, all being produced in own workshops. Fitting was carried out by carpenters on a sub-contractual basis for Galliford Try. Also supplied over 500 sq m of solid American white oak flooring for The Booking Office Bar.

NUMBER IN INSTALLATION TEAM

Managing Director/Owner Frank McLoughlin (on site surveying and liaison with Galliford Try); Workshop Manager Pawel Lesniak (overseeing production); plus Farnham's team of 6 experienced joiners.

FURTHER INFORMATION

www.farnhamjoinery.co.uk



Photo: Tim Crocker



Left: many of the windows had arch tops - such as the large Gothic remakes to the front of the building.



Above: Farnham Joinery supplied over 500 sqm of solid American white oak flooring for The Booking Office Bar.

Having worked with English Heritage on period properties before, the firm has much experience of reproducing heritage features. Many of the windows had arch tops – such as the large Gothic remakes to the front of the building, which also had complicated joints that had to be replicated exactly. Many of the cills and shaped overpanels also had to be exact copies of the originals.

Jane Langan explains that, with great attention being paid to small details, reproduction work of this quality is very time consuming. For example, in order to exactly profile mouldings, special cutters have to be made up. "Patience is required, but it's far more satisfying than just mass-producing conventional sash windows."

The windows were all manufactured in hardwood for stability and durability. A micro-porous paint was applied using the in-house spray booth. This finish allows the timber to breathe more naturally, thus prolonging the life of the window. Glass was supplied by a small local company, JTS Glass, who were able to deliver same day replacements to site for broken panes.

Farnham Joinery buy their timber from James Latham, one of the biggest importers in the country. Their timbers are of the highest quality, all FSC accredited, with a full chain of custody traceability – which, Jane says, is increasingly being requested by clients in these more environmentally aware times. To make their operation even more sustainable, Farnham have installed a briquette maker and boiler for off-cuts, thus saving on energy and reducing their contribution to landfill.

Jane Langan says that from the outset they could sense the pressure to deliver exactly what was required and to tight deadlines. They realised that this high profile project would be under public scrutiny as well as client pressure; not to mention the constraints being imposed by English Heritage. However, she says that, in spite of the pressure, they developed a very good working relationship with the Galliford Try site team, who were always "professional, courteous and helpful - not to mention having a good sense of humour!"

"Being part of such a prestigious project was not only a great experience, but very good for the company profile, and it will hopefully generate new business for the future." ■