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# connected

**12** PAGES OF  
**ALSPEC NATIONAL NEWS**

**CUSTOMER CORNER**  
**Tascon Construction P/L**

**SPOTLIGHT ON.....**  
**Andrew Seymour**

## SOFT TECH V6 UPDATE

more about ....  
Assa Abloy's 3582 kit sets

**ELEGANCE LOCK**  
by Austral Lock

## INVISI-GARD UPDATE

Featuring the new  
Cityscape Aluminium Shutter System



# intro

Welcome to our Winter issue of Connected, keeping you up to date with the latest news from ALSPEC. The first quarter of this year has been a busy one for a large portion of our industry, many fabricators have benefited from BER work in particular. Having a complete range of products for this work has meant we have been kept very busy supplying our customer base. As always at ALSPEC we appreciate your support and are always aiming to improve what we do to make your job easier. We have been working hard to ensure we have the right stock in place for BER projects so that you can get what you need when you need it.

In this issue you will find information on our new Cityscape Shutter System, an update on V6 and specification activity, product information on some key hardware lines, an introduction to our new Stainless Steel Security Manager, Phil Esteban as well as our regular Customer Corner and Spotlight on... sections featuring Tascon Constructions and Andrew Seymour, our Melbourne Branch Manager, respectively.

In our last issue we addressed some issues around Stainless Steel Security and the importance of backing up the Australian Standards. In this issue you will find some interesting information about the mesh used in INVISI-GARD products, a 316 Marine Grade wire in 0.8mm diameter, and why this is the best specification for a security product in Australia. It would be an easy thing to source 304 grade wire (*and a great temptation given how much cheaper it is than 316!*) however we are determined to offer only the best product available, which is why we use only this wire from the most reputable supplier, Meshtec.

In our last issue we included an article on our Air-flo louvre galleries and framing system. Sales of this product continue to be a great success. In recent months we have seen very substantial sales of louvre galleries into BER work, particularly in Victoria. If you are looking for a cost effective louvre gallery supplied promptly to suit your requirements why not ask your Area Manager about Air-flo?

As always we welcome your feedback on any aspect of the newsletter or our business in general.

Barry Lunn  
National Sales & Marketing Manager



## Cityscape Aluminium Shutter System

The landscape of Australian residential architecture is changing. Medium and high density housing is expanding to meet the growing trend of the demand for an inner city lifestyle. Great emphasis is now placed on privacy and external energy efficiency. One of the most practical solutions to achieve an energy efficient, private exterior to our modern dwelling is operable aluminium shutters.

The ALSPEC CITYSCAPE SHUTTER system is the perfect, affordable product for all external operable shutter applications. ALSPEC CITYSCAPE's unique rack and pinion operating mechanism ensures CITYSCAPE is the ideal product to withstand the wind loads of a high rise apartment balcony or the consistent operation of a commercial application and also be suitable for the most discerning home owner. CITYSCAPE has been designed for bi-fold, sliding or fixed panel configurations utilising durable Stainless Steel hardware.

The ALSPEC CITYSCAPE package of Solar Control Products provides ALSPEC customers an opportunity to enter this growing market segment with a competitive solution while offering a healthy margin.

To be a part of this exciting opportunity to expand your business into new markets contact your local ALSPEC Branch or Area Manager. 1300 ALSPEC (257732)

FEATURES	BENEFITS
Unique rack and pinion mechanism	Provides smooth consistent operation in all conditions over many years
Durable Stainless Steel bi-fold and sliding hardware	Hardware suitable for all environments
3 metre high panels	Suits a wider range of applications
Easy to follow manufacturing instructions	Minimal assembly training required
High strength design	Structural integrity to suit many applications
Modern desirable design	Adds value to your business or residence
Blade pitch control is smooth and can be adjusted to achieve the perfect position without compromise	Offers control and protection from the elements
Suitable for internal and external applications	One product offer can be sold and used in a wide range of applications





# intro



## Phil Esteban

Phil began his career with ALSPEC on March 1st this year in the role of Manager - Stainless Steel Security. He has been involved in the building and construction industry since graduating from the University of Queensland as Structural Engineer over 20 years ago. He has also completed a Masters Degree in Business majoring in Marketing.

He has had a variety of roles in his working life, mostly in Industrial Marketing and Management. His various roles have allowed him to travel through out Australia and the Pacific Islands, as well as a stint in Germany during Oktoberfest!! More recently, he has held the position of Stainless Steel Divisional Manager for Ancon Building Products (a UK based building products firm), as well as Queensland State Manager for Capral Aluminium Residential Products. His knowledge of stainless steel weaving and mesh production and testing holds him in good stead in his new role.

“My role is essentially two fold. To promote and grow the INVISI-GARD dealership by the introduction of new products and processes, and to manage the commercial relationship between ALSPEC and our mesh supplier Meshtec. The blend of materials and performance requirements of our finished security systems, together with finding innovative and commercially sensible ways to grow our business are the most interesting aspects of my role.”

When not at work, Phil enjoys time with his family, travelling, and trying to cook Thai food.

- Favourite food: Thai
- Favourite Movie: Cinema Paradiso
- Favourite Book: The Shadow of the Wind
- Favourite Band: The Script
- Nickname: Zorro



## Why 316 ?

There has been a lot of attention given to the performance of security systems of late in mixed media. Much attention has been focused on the impact performance of these systems, but clearly this is but one of the important features of an approved security solution. Of no less importance, is the durability of these systems throughout their design life; after all, a security door or screen that has corroded is easily penetrated by an intruder and looks unsightly on a home or project.

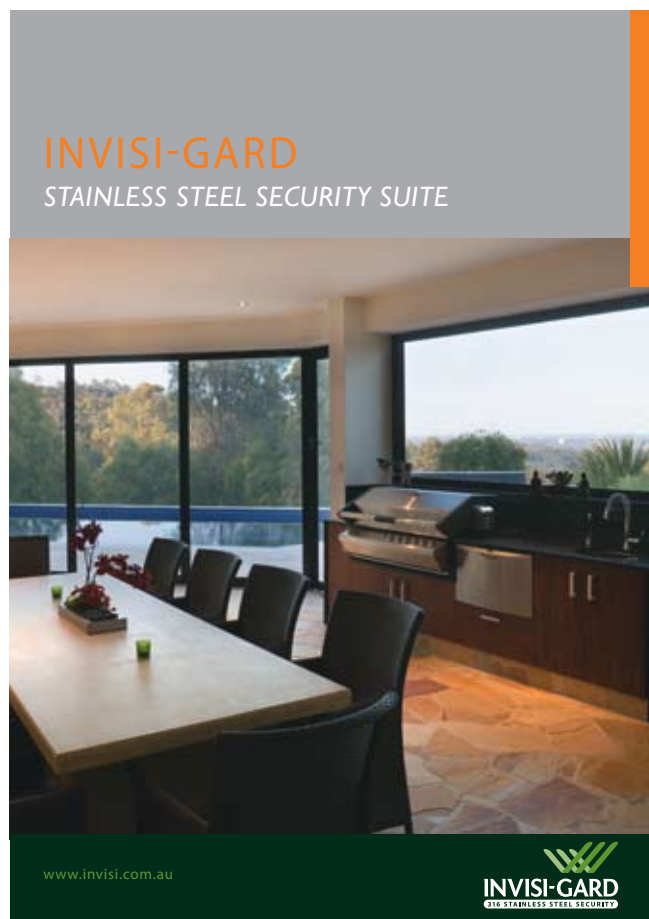
INVISI-GARD by ALSPEC is conscious of the durability expectations of consumers and as such promotes the use of Grade 316 Stainless Steel, commonly known as marine grade, as the material of choice for the mesh used throughout our products. Our confidence in the quality of our mesh is the reason that we are able to offer a 10 year warranty to the consumer.

So the question is, “why insist on Grade 316?” Currently there are two grades of stainless steel wire in use in the vast majority of security meshes. These are Grade 304 stainless steel wire, and Grade 316 stainless steel wire. The difference in corrosion performance between these is dramatic. This is due in large part to the chemistry of each of these alloys with the main difference being that Grade 316 contains a sub-element called Molybdenum and Grade 304 does not. “Molly”, as it is regularly called, represents 2 to 3 percent of the raw materials that make up Grade 316, and increases resistance to pitting and crevice corrosion by approximately 30% over Grade 304. This is confirmed by the Australian Stainless Steel Development Association’s ( ASSDA ) measure called the PRE – or Pitting Resistance Equivalent. Molly however, doesn’t come cheap, and is the main contributing factor in the price differential between the two grades.

ASSDA states the following. “Grade 316 has excellent corrosion resistance in a wide range of media. Its main advantage over Grade 304 is it’s increased ability to resist pitting and crevice corrosion in warm chloride environments.” Adjacent the sea, pretty much everywhere on the Australian coast fits that description aptly. The mesh used in INVISI-GARD security systems has passed the 10,000 hours in a controlled salt spray test without blemish!!

However, corrosion also occurs away from the ocean. Wherever there is the possibility of steel coming into contact or being exposed to water, steam, air moisture, acids, bases, salts, oils, aggressive metal polishes, acidic vapours, formaldehyde gas, ammonia gas, sulphur gas, and others leads to the possibility of corrosion. Certainly there are many suburbs found in our urban areas, well away from the ocean that have micro climates which are highly aggressive and could lead to corrosion.

There are suppliers in the industry that make the claim that once the mesh is powdercoated, then there is no difference in performance between Grade 304 and Grade 316. We would argue that all powders used in powdercoating are to some extent porous, allowing the ingress of moisture and other pollutants through to the base material. Further, the variety of processes and sometimes doubtful quality of the pretreatments used in powdercoating does not inspire confidence in the ability of the powdercoating system alone to adequately protect the base materials. There is also the incidental damage to the powdercoating that the mesh may suffer as a result of handling techniques and some manufacturing techniques, which effectively lay bare the stainless steel to the environment.



In summary then, Grade 316 Stainless Steel mesh will provide the consumer with the best possible corrosion protection with minimum effort required to keep the security solution in pristine condition throughout its design life. ALSPEC has addressed these concerns in their range of INVISI-GARD products. Insist on Grade 316.

Phil Esteban  
Manager – Stainless Steel Security  
B.E. (Hons) (UQ), M.E.P.(BusTech) (UTS)

# projects completed

Would you like to see one of your projects featured in our Brochures?

Help us to provide you with better marketing material by simply sending us some snapshots of projects you've completed of ...

- Federation Cast Panels
- Hawkesbury Plus
- Diamond Grille

Contact :

swykes@alspec.com.au

mchahrozian@alspec.com.au

Ph: 02 9834 9500 | Fax: 02 9834 9513

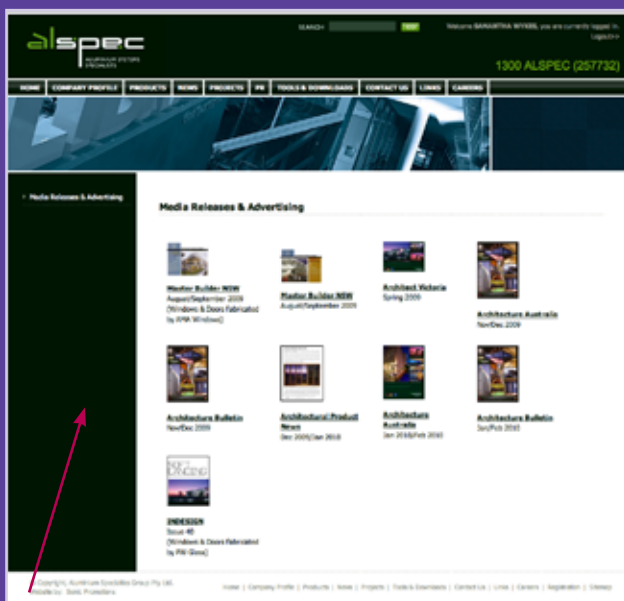
or talk to your ALSPEC Area Manager

The project worth mentioning in this newsletter is the newly completed Hafele headquarters in Larapinta QLD. ALSPEC Systems used include the McArthur 150mm and the Swan 45mm shopfront door. I'm sure you would agree the project has really come up a treat and the curved roof really adds another dimension to the aesthetics of the building.

Architect: Fluid Architecture | Builder: Spaceframe Constructions | Fabricator: Curtains Aluminium Windows  
Products used: ALSPEC Swan 45mm Shopfront Door | ALSPEC McArthur 150 Centre Pocket Framing (clear anodised metal)

## what's new online?

At ALSPEC, we are constantly looking at ways to improve our website and online presence to keep you abreast of our developments and make life easier for you.



### PR – Media Releases & Advertising

A showcase of ALSPEC's advertisements and editorial pieces in various industry publications.

### New Projects



Check out our customer exclusive thermally broken system for the National Portrait Gallery, ACT.



When designing the Aspect Tower, Sydney - in relation to the windows and doors it was necessary to ensure the systems would handle the extreme wind loads of the area while not compromising its location by allowing as much visibility to the cityscape as possible.



# specification

James Natter  
National Specification Manager



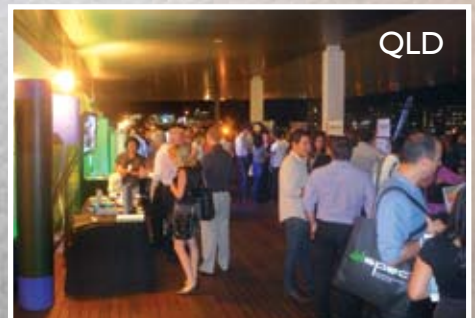
Well specification found itself in the iconic Crystal Palace at Luna Park in Sydney in March. Once again the night was a huge success with many familiar faces visiting the ALSPEC stand. There was some serious interest shown in our newest suite the ecoVALL 225. This will be officially launched in May at the National Area Managers Conference. It is quite comforting to know that ALSPEC is now a household name in the architectural community but also recommended regularly again and again.

The GOMA (Gallery of Modern Art) Southbank QLD was also huge for specification in March with fantastic numbers attending the event. ALSPEC still has some work to do in QLD to change what appears to be a set culture when it comes to Aluminium systems. With Graeme Dwyer to move into a full time specification role in QLD as of the first of July, I'm sure this will be achieved. Again the ecoVALL 225 created much discussion. Thanks to Kurt Kavanagh, Ian Speight and Graeme Dwyer for their assistance with these nights.

Specification travels to Hobart next with VIC, SA and WA to follow shortly after. More on that in the next newsletter.



QLD



QLD



SYD



SYD



SYD

# customer corner

Roel Van Steenis  
Director  
Tascon Construction Pty Ltd



Tascon Constructions Pty Ltd was established in October 1985 by Denis Fuller. Both of the current Directors have worked in the company since 1986 and purchased Tascon off Denis from 2000 to 2004.

## Why is Tascon Constructions Pty Ltd so successful?

We attribute Tascon's success to a number of key elements:

- strong client focus and excellent service
- committed to providing a quality product, on time and to budget
- all staff at all levels have clear vision of company's goals and are empowered to contribute to those goals.

## What is your area of expertise?

Tascon is involved in all aspects of commercial construction including new, renovation, refurbishment and fitout works in all areas including health, education, retail, industrial, etc. Our preferred area of expertise is in internal office fitout and refurbishment. Up until the international financial crisis 2 years ago this made up over 50% of the turnover and maintained the largest proportion of our repeat business clients. Over the past 2 years the Education stimulus work has played an important part of our structure. We do not have a minimum limit to our contracts/work and have an arbitrary upper contract limit of \$3m but have completed projects to \$4m. This allows us to maintain our current structure and is part of our commitment to excellent service.

## Why do you use ALSPEC?

The ALSPEC partition suites play an important part of our office fitout and refurbishment projects. We first came across ALSPEC in about 1992 when we were developing a post and panel partition system for a major fitout project in 188 Collins Street. The partition system components we were working with to develop the new system were extruded by ALSPEC. This introduction to ALSPEC and our ability to work together for best outcomes for our clients has led to the long association between the 2 companies. We found that the "Diamond" 64 mm suite was the best looking, most user friendly and adaptable partition system available at that time and used it exclusively for many years and still use it today. Special arrangements were agreed allowing us to hold limited stock in Hobart. This helped us provide improved service to our clients by allowing us to respond quickly to client needs and for "rush" projects.



Diamond Partition 64mm Stud

## What are some of the prominent jobs you have worked on using ALSPEC products?

Probably the largest partition project completed with ALSPEC components was the refurbishment of the 10 floors of the Lands Building in about 1998. We have introduced ALSPEC partition systems into (what must be) all the office buildings in the Hobart CBD, including 10 and 15 Murray St, Hobart and Glenorchy CCC, 188 Collins St, Kirksway Place, 99 Bathurst St, ANZ Centre, Telstra Building, and the Lands, Trafalgar, T&G, old Trust Bank, RBB Buildings just to name a few.

## What do you do to relax on weekends?

I have too many pastimes to always spend time relaxing on the weekends, but spending time with my loving wife, 5 grown children and 4 grand children is great. The home and maintenance chores take a slice of time which isn't always so great. And then there are the times when I can get away to my beloved sailing!



# spotlight

## Andrew Seymour

**Branch Manager  
Victoria Office**

### What was your first job?

When I was about 12 years old, I had a part-time job helping the local Milkman deliver milk door to door. This was in the days when milk came in glass bottles with foil caps (I'm really showing my age now), and I think I earned about \$5 per day, which seemed like a fortune back then. I certainly had more spending money than all of my school friends!

### What did you want to be when you grew up?

As a child, I wanted to follow my father and older brothers into the horse racing industry; it was kind of like the family business. As a teenager, I came to the realisation that I was going to be too big to ride, so I then set my sights on becoming either a Rock Star or Formula 1 driver. I was never really very ambitious!

### What would you like to do now? Why?

Given that it is unlikely that I'm going to be offered a multi-million dollar recording deal and I still haven't heard back from the Ferrari F1 team, I'll probably stick with my job as Branch Manager for ALSPEC in Melbourne. We have a great team right throughout the business here, and I'd like to thank them all for helping to make my job both enjoyable and rewarding. I'd like to think that we can look forward to many years of continued growth and success, and maybe a bit of fun along the way.

### Tell us something about yourself that no one at ALSPEC knows.

I don't have too many secrets, so most people that know me, pretty much know all there is to know. Some that perhaps don't know me so well, may be surprised to learn about my passion for rock music and motor racing.

### Most exotic place ever visited?

I've been fortunate over the years to visit many great places around the world, and it is difficult to say which was the most exotic. One of my favourites though is Monte Carlo in Monaco. I've been there a couple of times and intend to go back there for the Grand Prix one day.



### Ever had a brush with fame?

Having had some involvement in both the music industry and with motor racing over a number of years, I've "rubbed shoulders" with and gotten to know some of the biggest names in Australian rock music and motor racing. Probably the most famous person I have ever met was the man known as "the voice of Formula 1", Murray Walker. I was driving a medical intervention car at the Bathurst 1000 quite a number of years ago, and Murray had come to Australia to be part of the commentary team. He had a fall and twisted his ankle whilst filming a segment in Pit-Lane, and my car was despatched to go and pick him up. I had a great chat with him on the way back to the medical centre.

### Where would you like to be in 10 years time?

Difficult to say. I've been in Melbourne for just over 10 years now, and if somebody had said to me even 12 months before moving here that this is where I'd be in 10 years, I would have told them that they were out of their tree! You never know where life may take you, and what opportunities may present themselves; you just have to grab what you want with both hands and make the most of it! That said, lying on a beach somewhere sipping a margarita sounds pretty good, or maybe I'll be at the Monaco Grand Prix!

### Favourite Past time? Hobby?

The one thing that has remained fairly constant over the years for me is music. I still play with a couple of bands when I have time. There's nothing more fun than making music with your friends.

# V6 update



## Who is Soft Tech?

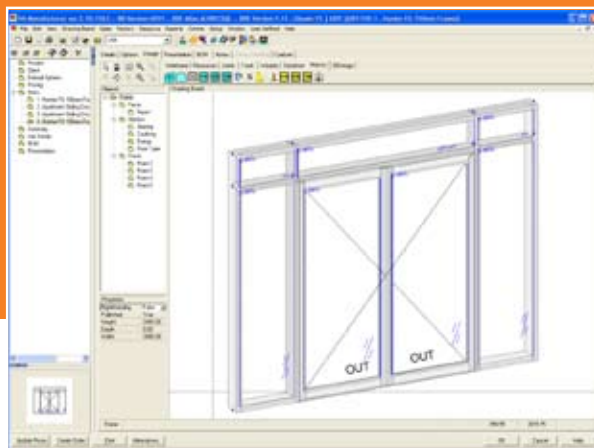
Soft Tech was founded in 1985 and provides software solutions world-wide to the fenestration (window and door) industry with offices in New Zealand, Australia, USA, England, France and recently India. V6 is Soft Tech's key product and has been adopted in many countries as the software of choice for quoting, costing, optimising and manufacturing of windows, doors and framing.

## What is ALSPEC V6?

By using Soft Tech's leading V6 software platform ALSPEC has been able to build a database of its products for the aluminium window, door and framing market. The result is a synergy of great software, industry leading window and door products all backed up by ALSPEC's strive for excellent service.

## Why should you be using ALSPEC V6

- Simple to use. ALPEC V6 is one of the easiest databases in the industry to use and learn. Estimators don't need in-depth product knowledge training and can be up and running very quickly.
- Knowledge base of ALSPEC products. ALSPEC V6 brings together into a single estimating and quoting package all of our major suites. You are able to build suites together quickly with a visual view of what you are doing. Unlike quotes and cut sheets created manually or in spreadsheets you can see at a glance what you are building and if it looks correct.



Fabrication Report				ALSPEC	
Customer: 110- Ver10				Quote Date: 11/09/2009	
Quote Title: 110- Ver10				Delivery Date:	
Item: 4.0 Hunter FG150mm Frame				Job No:	
				Qty: 1	
				<b>Frame Type:</b> Hunter Flushglaze 150mm Design <b>Finish:</b> Standard Powdercoat <b>Height:</b> 2400.00 <b>Width:</b> 1100.00 <b>Caulking:</b> 3500 (2 side) <b>Flange:</b> DYN450 (Dynamabolt @ 450 cns) <b>Door Type:</b> Hinged Open Out	
				<b>Glass Type:</b> 6.38mm Clear Laminated	
Extrusion	Description	Ext:	Qty	Left	Right
AD008	Dis-abled Thru-hole		1		
AD022	Lock Side		2		
AD024	Hinge Side		2		
AD025	63mm Top Rail		4		
AD029	Meeting Side Adaptor		1		
AS108	Door Replate		1	45.07	45.07
AS108	Door Replate		1	45.07	2,047.5 mm
AS108	Door Replate		1		45.07
AS102	Snap Bead (AD27)		4		
AS020	Flush Pocket Filler		1		
AS020	Flush Pocket Filler		2		
AS033	Glazing Bead for Powdercoated material		4		
AS033	Glazing Bead for Powdercoated material		1		
AS031	Frame/Jamb		2		
AS031	Frame/Jamb		1		
AS031	Frame/Jamb		2		
AS032	Split Mutton - Male		2		

• Improves the accuracy and repeatability of your costing, quoting and manufacturing processes. ALSPEC V6 provides a consistent quoting method for all estimators in your business to accurately cost all extrusions, glass, labour and hardware right down to the quantity and size of screws required to build your frames.

• Streamline work flows. Once the quote is built in V6 a whole range of other reports can be generated without any further effort. These reports include costed bill of materials, schedule reports, material orders, fabrication sheets, optimized extrusion cut plans, glass cut sheets, hardware schedules etc.

• Automation of processes. ALSPEC can help automate the process of porting cut sizes from V6 directly to production equipment or quote and cost details to other external programs. From V6 you are also able to export CAD drawings of the quote frames to create shop drawings.

• Our database is developed and supported in-house by ALSPEC staff who know the products.

ALSPEC is committed to providing our customers with the best estimation software in the market place. Our dedication to continually improve our package is confirmed with over 200 customers using our V6 database and this number is growing consistently month by month.

Just like a hammer, saw or work ute this business tool is a must have for ALSPEC system fabricators.

For a demonstration or purchase enquiries of ALSPEC's V6 database please contact:



Anne Coulter  
Soft Tech Australia  
Phone: 1300 139 980 | Fax: 02 4628 6955  
Email: Anne.Coulter@st-aus.com.au | www.softtech.com.au  
10 Warby Street, Campbelltown NSW 2560



Now available are a range of synergy kit sets. The three types of sets will comprise of a 3582 lock body, 4800 series furniture with cylinders and adaptors to suit. All kits will be available in Satin Chrome Brushed.

The kits are designed to make life easier for the fabricator. On site you will have less to carry, it will be easier to transport and ordering is not confusing.

In each kit there are cylinders which ensure the product is covered by the ASSA ABLOY Lifetime Warranty (10 years), as opposed to using a foreign cylinder which can void the warranty. This ensures any issues that you may come across with the product failing can be addressed.

Available NOW in a double cylinder set, cylinder and turn set or single cylinder set through your local ALSPEC Branch. For inclusions in kit sets please refer to the below chart.

## **3582KIT01 – ALSPEC CODE 370247** **Double cylinder set**

- 3582SC Mortice lock
- 4801/70SC Lever on external plate with cylinder hole
- 4901/70SC Lever on internal plate with cylinder hole
- 575-70ISC Double cylinder - Z cam
- Accessory packets to suit

## **3582KIT04 – ALSPEC CODE 370248** **Cylinder and turn set**

- 3582SC Mortice lock
- 4801/70SC Lever on external plate with cylinder hole
- 4904/70SC Lever on internal plate with turnknob
- 575-2SC Cylinder - W cam
- 3572-5250 Turnknob adaptor
- Accessory packets to suit

## **3582KIT05 – ALSPEC CODE 370254** **Single cylinder set**

- 3582SC Mortice lock
- 4801/70SC Lever on external plate with cylinder hole
- 4905/70SC Lever on internal plain plate
- 572-2SC Cylinder - Z cam
- Accessory packets to suit



# Elegance Lock

The Austral Elegance Lock continues to be a key part of our security offer. The Elegance Lock is a popular quality option for all Security Door Manufacturers.

The Elegance is a strong and reliable mortice lock for hinged doors that comes with many special features including an interior snib lever for quick and convenient locking without the need for a key. It also includes a jimmy resistant strike plate and a notch in the latch bolt that engages a profiled strike plate aperture to provide enhanced resistance to forced entry.

The Elegance Lock is also available with a Caretaker Feature. The patented Caretaker oneway locking function allows a door to be snib locked from the outside (but not unlocked) by a Caretaker key. This allows the homeowner to unlock the door by simply operating the inside snib lever, without the need for a key. The door can then be opened by pushing down on the unlatching lever.

Fitting all industry standard cut-outs and suiting both left and right handed hinged doors makes the Elegance an easy option. Designed and manufactured in Australia, available from your local ALSPEC Branch.



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SPECIALISTS