

# Connected

ALSPEC NATIONAL NEWS

WINTER 2016

**PROJECT FEATURE** ELEMENTS OF BYRON  
**NATIONAL HIA** HOME SHOW TOUR  
**CUSTOMER FEATURE** GLASSWORX  
**SPOTLIGHT ON** MARK COOPER

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## SALES & MARKETING UPDATE

Hi all,

This issue of Connected is packed full of information about the Alspec business. We hope you enjoy keeping updated on our progress.

In February we were delighted to add to the Alspec family with the acquisition of Alsun Aluminium in Queensland. Alsun are a very successful family owned business with two branches, one in Warana on the Sunshine Coast and the other in Brendale, Brisbane. The acquisition of Alsun further extends our Branch network to service Industrial customers in these areas. You can read more about Alsun on page 13.



We are very pleased to be fully up and running as a distributor of Breezway louvre galleries and accessories. The Breezway

product offer is extremely well regarded as the market leader in louvres in Australia and these products fit well with our range of market leading framing systems. We will continue to develop Air-Flo framing and our other framing systems to best suit the Breezway products.

The Alspec hardware offer continues to grow; we can now offer most of the leading brands of commercial hardware needed for fabricators including great ranges from Assa Abloy, Dorma, Ryobi, and more. We have also introduced a new Patio Door roller range from CiiLock that you can see on page 10.

In the area of accessories we have added the great range of top quality Silicones and Sealants from Admil which are now stocked in all Branches as well as expanding our stocked range of brands such as Tesa and Raven. Further information on our hardware options can be found on the Alspec website.

The introduction of new Architectural Systems to the market will continue over the next 12 months. Now that we have successfully introduced Hunter Evo, our well received update to the tried and tested Hunter Suite, we will follow with replacements to our McArthur and Swan systems with the introduction of McArthur Evo and Swan Evo. This introduces the 'Evo' captive glazing pocket to these systems as well as a range of other new innovations. Details of these systems will be published over the next couple of months.

In the Security and Screening area the launch of Alu-Gard Edge has been a great success story. Sales of this product have been particularly successful in Perth, Adelaide and North Queensland and we are seeing uptake across all States. Alu-Gard Edge is a fantastic mid range product that fills the gap in between Diamond Grille and Invisi-Gard. We have a number of new exciting initiatives that we are working on in this area that you will see over the next few months.

On pages 6 & 7 you can read about the HIA Home Show tour which has been held already in Perth, Melbourne and Sydney. We are using this show to promote Carinya and Invisi-Gard direct to consumers as well as getting some exposure to builders. Feedback has been very positive on the shows to date with plenty of leads generated. Dealers that have been involved in the shows have been very excited by the results.

It is great to see building activity continuing to go strongly into the winter months and we look forward to being able to help you wherever possible.

Regards,

Barry Lunn  
Sales & Marketing Director



# CUSTOMER FEATURE

## GLASSWORX

CAIRNS QLD

### WHY IS GLASSWORX SO SUCCESSFUL?

With over 30+ years of knowledge in the industry we boast the skills required to complete our various client's needs in our testing environment. Our commitment to client satisfaction and our ability to complete projects on time and in budget keeps our clients coming back with more challenging projects time and time again.

### WHAT IS YOUR AREA OF EXPERTISE?

Both commercial & domestic projects but in particular larger commercial projects are where we have shown our unique capabilities. Glassworx had dedicated a lot of time and money into developing a third party audited QA system that has enabled us to work with some of the largest Tier 1 builders in Australia on very complex projects due to safety constraints and design parameter in work being performed.

One of our specialty areas of work has been based around cyclonic certified glass (Stormshield). With multiple cyclones hitting Lizard Island, Glassworx were engaged with Alspec to design and manufacture a system to withstand these most severe elements.

### WHY DO YOU USE ALSPEC?

I have found their team of knowledgeable engineers and sales team have given us the edge to be successful on many challenging projects. Their ability to develop new and tested products specific to our region helps win over architects and builders in the design stages of tenders.

### HOW DO YOU RELAX ON WEEKENDS?

On weekends I spend time with my wife and two beautiful girls. As a family we find time in my busy schedule to get away in our new caravan and are starting to see some great places in this beautiful country we live in.

Jarrad McDonald  
General Manager





# THERMAFRAME

## THERMALLY BROKEN WINDOW SYSTEMS

### NOW AVAILABLE



Alspec's new thermally broken window system is an energy efficient option that utilises the latest in European Polyamide Thermal Break technology, combined with Australian design principles, to achieve the best possible results in energy rating in a system that is easy to fabricate and install.

It's versatility allows for seamless integration across our ThermAFrame Centre Pocket and Flush Glazed Systems to achieve the most challenging structural and energy requirements.

It has been designed to accommodate high performance double glazed units that can maximise the performance of the building envelope.

Alspec's ThermAFrame is currently available in:

- 101.6mm Centre Pocket Commercial Framing
- 150mm Centre pocket Commercial Framing
- 101.6mm Flush Glazed Commercial Framing
- 150mm Flush Glazed Commercial Framing
- 50mm Commercial Door
- 56mm Awning / Casement Window



# OPERATIONS UPDATE

## DISTRIBUTION

During the month of April, all of our delivery vehicles will be fitted with new GPS tracking hardware that will enable Alspec to move to the forefront in the industry. The new technology will be supported by a vehicle telematics system and a route planning and delivery management system that will give Alspec and our customers a superior level of delivery reliability and visibility.

Some of the features of the new system are:

- Delivery planning to optimise our vehicles within allowable driving hours
- Real time visibility to where each vehicle is
- Real time ETA's at customer sites on each delivery run
- Pre arrival notifications to customers
- Sign On Glass and electronic Proof of Delivery
- Driver behaviour monitoring (speeding, harsh braking etc)
- Driver fatigue management

The tools that will become available with the new systems will enable Alspec to give the most accurate information to customers at any point during the delivery day and ensure that customers are always informed when things change.

We expect to have the full functionality of the new system up and running during the first quarter of the new financial year.

## POWDER COATING

There is currently a review underway of the Australian Standard for powder coating of architectural aluminium products (AS3715). The review process will continue over the coming months and is expected to result in a document that is more complete than the current edition and removes much of the confusion pertaining to finish quality standards (in particular visual appearance and inclusions). The standard will also seek to codify what powder technologies are applicable to each type of structure (BCA class) and its proximity to the coast, thus standardising where warranties will apply.

In other news since the last publication, our Perth branch has welcomed an upgrade to the spray room on their paintline. The upgrade includes a new PVC quick change spray booth, cyclone and dust collector in addition to a Gema OptiCentre powder kitchen, guns and reciprocators. The Perth line is now the equal of any horizontal line in the country and places Alspec way out in front of our competitors in WA for powder coating capabilities.

Wayne Larsen  
National Operations Manager

CARINYA + INVISI-GARD

# NATIONAL HIA HOME SHOW TOUR



IN 2016, ALSPEC ARE TAKING INVISI-GARD SECURITY SCREENS AND THEIR NEW RESIDENTIAL BRAND - CARINYA - ON THE ROAD AS PART OF THE NATIONAL HIA HOME SHOW TOUR.



Having kicked off in Perth in March we then headed to Melbourne in April followed by Sydney in May. After a short break and some stand tweaks, Carinya and Invisi-Gard will wrap up with Brisbane in September and finishing in Adelaide in October.

You can see the latest trends and designs in windows and doors as well as screening options at the upcoming HIA shows. Our local industry experts will be on the stand and available to assist you with all your specification, building and renovation enquiries including:

- Energy Efficient Glazing
- Bushfire BAL-40 Compliant Windows & Doors
- Cyclonic Compliant Windows & Doors
- Carinya One Key Solution
- Invisi-Gard Stainless Steel Security Screening options
- Child Safe Screening Options with KidScreen
- Glass Louvre Windows in Partnership with Breezway
- Glass Options in Partnership with Viridian

### PERTH: MARCH 4-7

CONVENTION & EXHIBITION CENTRE  
Stand i20

### MELBOURNE: APRIL 21-24

CONVENTION & EXHIBITION CENTRE  
Stand G36

### SYDNEY: MAY 26-29

EXHIBITION CENTRE OLYMPIC PARK SHOWGROUND  
Stand P31

### BRISBANE: SEPT 9-11

CONVENTION & EXHIBITION CENTRE  
Stand C14

### ADELAIDE: OCT 7-9

ADELAIDE SHOWGROUND, WAYVILLE  
Stand D119



### PERTH HIA HOME SHOW

With over 9,000 visitors attending over 4 days in March, Perth's favourite home improvement event demonstrated once again its importance for Perth homeowners.

Visitors to the Carinya and Invisi-Gard stand commented on how they were very pleased to see a new window brand in the Perth market. Invisi-Gard security screen interest was high as was the Centor S1E screening solution to complement the Carinya Bi-Fold Door.

The stand saw plenty of interest in the Breezeway Galleries on display with the powered louvre control proving to be very popular.

### MELBOURNE HIA HOME SHOW

With more than 300 leading suppliers on display, the 2016 Melbourne HIA Home Show attracted over 30,000 visitors to the show over 4 days in April.

As Melbourne's largest home improvement event, attendees were either planning a building, renovation or home improvement project.

This show provided the perfect opportunity to introduce our new residential brand - Carinya - to the consumer and builder markets and reinforce why Invisi-Gard is the leading 316 stainless steel security brand.

Staff were kept very busy over the 4 days with lots of interest in the Carinya BAL40 bushfire rated range alongside the Invisi-Gard security screens.



# PROJECT FEATURE

## ELEMENTS OF BYRON, NSW

*Following six years in planning, design and development the 50-acre beachfront masterpiece has received much acclaim since welcoming its first guests last year.*

Byron Bay's new \$100 million Elements of Byron Resort at Belongil Beach, just north of Byron Bay township, has successfully hit upon a barefoot luxury formula that is distinctly its own and admirably place-sensitive.

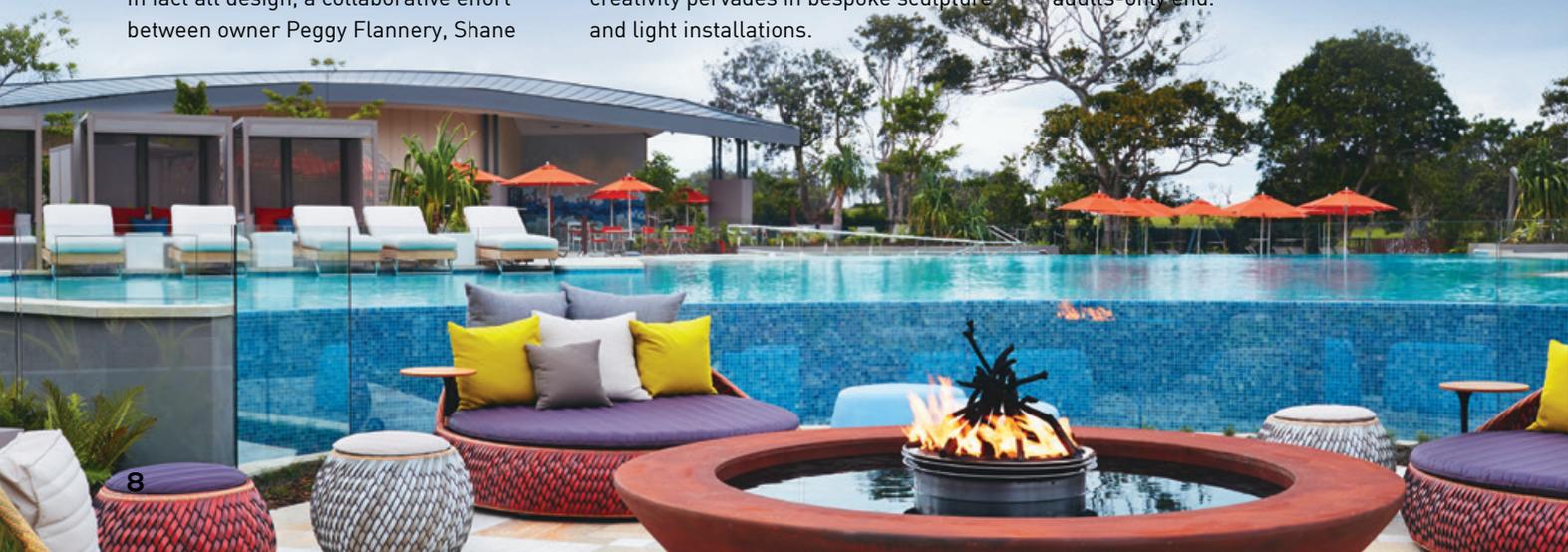
Inhabiting 20 hectares once owned (but never developed) by Club Med, it comprises 94 villas and three main pavilions shaped to mimic the dunes. In fact all design, a collaborative effort between owner Peggy Flannery, Shane

Thompson Architects and Coop Creative, was driven by the four "elements" of the landscape: *rainforest, dunes, eucalypt trees and wetland.*

Aspec's Hawkesbury Commercial Multi-Fold Doors along with ecoWALL 225 Flush Glazed Framing accentuates the key features of the open-air main pavilion which houses reception, plus the bar and dining areas, where subtle creativity pervades in bespoke sculpture and light installations.

The featuring colours are those of natural elements and the bright staff are pure Byron in their cheery welcome and smart casual uniforms.

Hawkesbury Multi-Fold Windows provide unobstructed views from the reception and dining areas out across a fire pit and large lagoon pool surrounded by plenty of cabanas and daybeds, a handful of those suspended above the shallow adults-only end.





ARCHITECT: Shane Thompson Architects  
 BUILDER: Bennit Constructions  
 ALSPEC FABRICATOR: Malone Glass  
 ALSPEC PRODUCTS USED:  
 ProGlide High Performance Sliding Door  
 Hunter Evo Flush Glazed Framing  
 ecoWALL 225 Flush Glazed Framing  
 Hawkesbury Commercial Multi-Fold Door  
 Swan 45mm Commercial Door  
 McArthur Centre Pocket Framing  
 Air-Flo Louvre Framing with Breezway Louvre Galleries  
 Aluminium Glazing Channels  
 POWDERCOAT: Zeus Timberland Satin X15  
 HARDWARE: Alspec Killara & Yarra Ridge



# CiiLOCK ROLLERS

"The Mother of All Rollers series"

Proudly Partnered With:



Alspeg are very pleased to introduce a new option for rollers suitable for ProGlide, Altitude and Carinya Sliding Doors.



- ✓ Cycle tested in all Alspeg systems to ensure maximum performance
- ✓ Extra Smooth operation
- ✓ Suitable for panels up to 300kg\*
- ✓ Easy to adjust under maximum loads

\*Three Wheel Roller

| CiiLOCK - 'THE MOTHER OF ALL ROLLERS' SERIES |                            |          |
|--|----------------------------|----------|
| Item No.                                     | Description                | #        |
| 1310241                                      | SINGLE WHEEL ROLLER (40kg) | 8182-201 |
| 1310242                                      | DUAL WHEEL ROLLER (100kg)  | 8177-202 |
| 1310243                                      | THREE WHEEL ROLLER (150kg) | 8207-202 |
| 1310240                                      | FIXED PANEL ADJUSTER       | 3123-10  |
| 1310249                                      | CARRIAGE CORNER STAKE      | 1828-10  |

## Product Details

The Mother of All Rollers range encompasses the innovation, forward thinking and durability, that is unmatched throughout the industry.

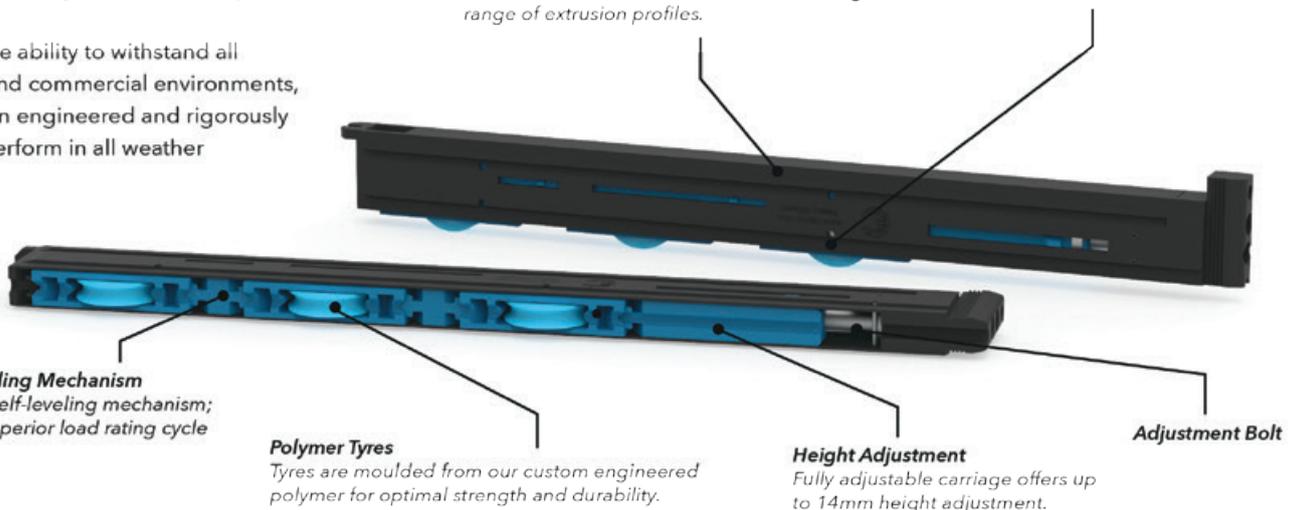
Boasting the ability to withstand all domestic and commercial environments, having been engineered and rigorously tested to perform in all weather conditions.

### THREE WHEEL ROLLER (150kg Per Roller)

#### Outer Carriage

Outer casing is constructed from a rigid polymer and can be modified to accommodate a large range of extrusion profiles.

Dust Sealed Precision Ground Bearings



### SINGLE WHEEL ROLLER (40kg Per Roller)



### DUAL WHEEL ROLLER (100kg Per Roller)



### FIXED PANEL ADJUSTER



### CARRIAGE CORNER STAKE



Call 1 300 ALSPEC (257732)

alspec.com.au

**alspec**  
ALUMINIUM SYSTEMS  
SPECIALISTS

# SPOTLIGHT ON...

## MARK COOPER

AREA MANAGER,  
SYDNEY



### HOW LONG HAVE YOU BEEN AT ALSPEC?

Nearly 25 years.

### WHAT DO YOU DO IN YOUR CURRENT ROLE?

Area Manager / Packer / Driver.

### TELL US SOMETHING ABOUT YOURSELF THAT NO ONE AT ALSPEC KNOWS.

When I was a storeman I use to take sick days to work for Steve Mortimer installing shuffle boards into retirement villages.

### WHAT IS THE NUMBER ONE CHALLENGE YOU FACE IN YOUR ROLE AND HOW DO YOU MANAGE THAT?

Satisfying all customers in the time they want. To deal with this I use HUMOUR and STRESS.

### MOST EXOTIC PLACE EVER VISITED?

Langkawi Island Malaysia with my wife Karen.

### EVER HAD A BRUSH WITH FAME?

I've met Mark Chopper Read and Koysta Tyszu. I also got drunk with Anthony Minichello.

### IF YOU COULD DO IT ALL OVER AGAIN, WHAT WOULD YOU DO?

Would not change a thing as the grass is not always greener on the other side.

### FAVOURITE PASTIME? HOBBY?

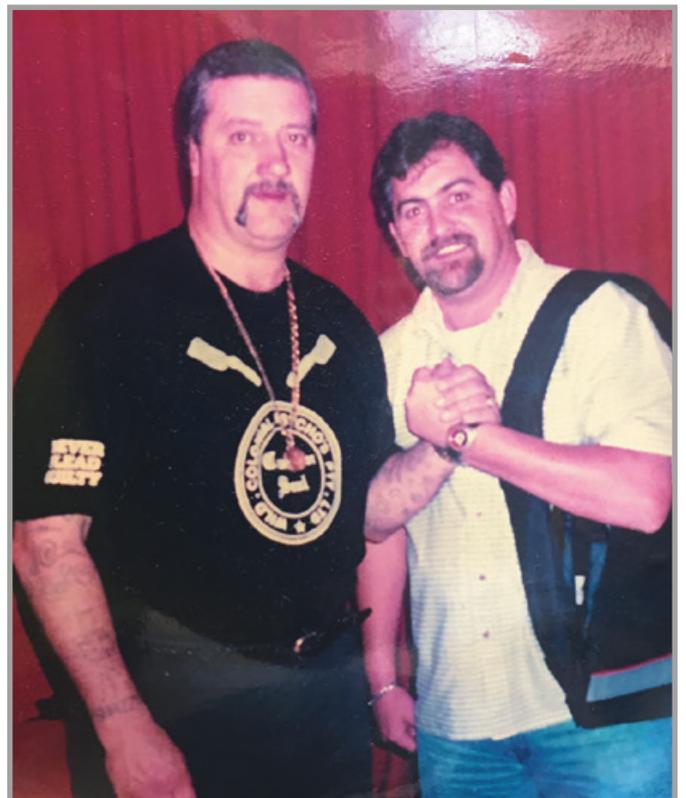
Rugby Union with my eldest daughter Tyra and UFC with youngest daughter Jordis.

### HOW DO YOU OBTAIN A WORK/LIFE BALANCE?

This job is 24/7 but I just leave home at 4am and get home whenever I can.

### WHAT MUSIC DO YOU LISTEN TO?

Whatever the kids have on but I prefer Bob Dylan or Neil Young.



# ALSPEC SNIB GUARD

*"Provides additional security to any existing Alspec screen door."*

## PRODUCT DETAILS

The Alspec Perspex Snib Guards are designed to fit on any existing screen door lock, held on via the door furniture, providing extra protection for your screen doors and against would be intruders.

The snib guard is designed to prevent intruders from unlocking your door by reaching their fingers through the fly mesh while also providing additional protection against mesh damage from fingernails or engagement rings etc.

Installation is simple, as the snib guard slots onto the internal door furniture before it is screwed onto the door and does not interfere with the spline channel or mesh in any way.

## APPLICATIONS

- Works with all Alspec screen and security doors
- Suitable for both left and right handed applications
- Held on by door furniture, no extra fixings required
- Does not interfere with spline channel or mesh

| ITEM NO. | DESCRIPTION             |
|----------|-------------------------|
| 1311075  | SNIBGUARD ALSPEC ROUND  |
| 1311070  | SNIBGUARD ALSPEC SQUARE |



Call 1 300 ALSPEC (257732)

[alspec.com.au](http://alspec.com.au)

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SPECIALISTS

# INTRODUCTION TO ALSUN ALUMINIUM

AS I AM SURE MOST OF YOU HAVE ALREADY HEARD, ALSPEC ACQUIRED ALSUN ALUMINIUM IN FEBRUARY THIS YEAR.

Alsun Aluminium has been servicing South East Queensland from the Sunshine Coast for over 15 years and since its beginning the business has been very customer service focused with the motto "If you can't find it. Let us source it for you". Sourcing all of its requirements locally from as many suppliers as possible has given us a much wider range of industrial products to offer into the market. This was very successful and opened up a niche market for Alsun that no one else in the industry was offering at the time.

After 7 years the business had grown to a point where an additional branch was required to ensure continued growth into the future. A branch in Brendale (North Brisbane) was opened in 2008 and over the next 12 months Alsun added imported products to its range which allowed for rapid growth with sales over the next few years growing at a rate of 25% year on year. Today we have 17 staff across the 2 sites and sales of close to \$13M.

## KEY FACTORS TO ALSUN ALUMINIUM'S SUCCESS:

- Flexibility – Being able to adapt our business to suit individual customers' specific needs.
- Responsiveness – We can respond to customers with solutions in a very short amount of time. We have numerous cutting facilities including saws and guillotines that enable Alsun to cut to size, often whilst customers wait.
- Diversity – Because we source from numerous suppliers we are able to offer a very wide range of items that don't need to be carried on the floor as we can source them on fast lead times.
- Simplicity – The business systems and procedures have been set up to be as user friendly as possible. This ensures that time is not wasted by staff in certain areas of the business and we can be responsive to customer's needs
- Market Insight – Our team has significant experience in the aluminium industry in SE QLD. This knowledge has enabled Alsun to be successful in many key markets.
- Communication – Both within our business and with suppliers and clients.
- Competitiveness – We focus on ensuring we buy aluminium at the best possible rates from either domestic or offshore supply partners. We also continue to diversify into complementary value added products so we can offer very specific tailor made solutions for our targeted segments.

Since the acquisition in February, Alsun has been able to make some very large and significant improvements to the business. With the support of Alspect, we have expanded our operation in Brisbane by securing additional shed space, introduced new material handling equipment (side loader and crane equipment) and introduced new team members at both Brendale and Warana. Specifically, these new changes mean that we can safely unload, rack and reload product, improve our stock range (price and quantity) and ensure our service to our customer base is not compromised as we grow.



WE ARE ALL LOOKING FORWARD TO WORKING ALONGSIDE THE VARIOUS ALSPEC TEAMS AND WE ARE HOPEFUL THAT WITH THE SUCCESS WE ARE EXPERIENCING, ALSUN CAN EXPAND OPERATIONS INTO OTHER AREAS IN THE FUTURE TO HELP CEMENT ALSPEC FIRMLY AS AUSTRALIA'S NUMBER ONE ALUMINIUM DISTRIBUTION BUSINESS.

Jeb Thornton  
Manager – Alsun Aluminium

# THE CARINYA COLLECTION BOOKLET NOW AVAILABLE

A COMPREHENSIVE 32 PAGE CARINYA COLLECTION BOOKLET IS NOW AVAILABLE AND CAN BE VIEWED ONLINE.



Contact your Area Manager or local Alspec Branch for copies  
[www.carinyawindows.com.au](http://www.carinyawindows.com.au)

The entire product range including the new hinged door and bi-fold door can now be viewed alongside the innovative solutions for the Carinya Range.

- Cyclonic Compliance
- BAL-40 compliance
- WERS Compliance
- Master Key solution
- Screening solutions (including Invisi-Gard 316 stainless Steel and KidScreen Window Fall Prevention screens)
- Powdercoating and anodising options

## SPECIFICATION UPDATE

The Specification team has been kept extremely busy with a seemingly endless number of architectural enquiries during the first part of 2016. Our ability to provide timely support while also having the flexibility to offer real solutions to complex design challenges has assisted in securing a significant number of specifications across the apartment, health services and commercial projects segments throughout the country.

During 2016 we will be participating in a number of Architect Networking Events hosted by AIS and the Arc Agency. These events provide an opportunity to showcase our latest and greatest products while also allowing us to meet many new Architects and Designers and gain even greater traction with the architectural specification community.

The first event for 2016 was hosted by AIS at the Perth Arena in early April. With almost 150 specification professionals from 85 practices

attending, we were kept on our toes fielding many enquiries from some familiar and some not so familiar faces. The issues of thermal and acoustic performance as well as disabled access were front and centre of many discussions and there was much interest in the solutions that we presented on the night, including our ProGlide/Altitude Acoustic Sliding Door.

We look forward to presenting at the following shows during the second half of 2016:

- Cairns and Townsville during July hosted by AIS
- Adelaide during September hosted by Arc Agency
- Brisbane and Sydney during October hosted by Arc Agency
- Melbourne and Hobart during October/November hosted by AIS



I AM ALSO PLEASED TO REPORT THAT FOR FUTURE ARCHITECT NIGHTS WE WILL BE EQUIPPED WITH OUR ALL NEW ALSPEC-BRANDED BENCH AND COCKTAIL TABLES AS WELL AS A BRAND NEW MEGA WIDE PULL UP SPECIFICATION BANNER. THIS WILL PROVIDE A MUCH NEEDED FACELIFT TO OUR EXISTING DISPLAYS.

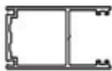


# ALSPEC

## NEW RELEASE

## EXTRUSIONS

| AWNING WINDOWS  |  |
|---|--|
|    | <b>ASW48</b><br>Concealed Winder Cover                 |
|    | <b>ASW49</b><br>Concealed Winder Base                  |
| HUNTEREVO   |  |
|    | <b>HE488</b><br>HD Wide Male Mullion                   |
|  | <b>HE489</b><br>HD Wide Female Mullion                 |
|  | <b>HE466</b><br>150mm DG Frame / Jamb<br>2 Way Glazing |
| HAWKESBURY  |  |
|  | <b>MFE10</b><br>E2A One Piece Head                     |
| ALUGARD   |  |
|  | <b>ALU9</b><br>AluGard 9mm Window Frame                |
| ALUGARD   |  |
|  | <b>FS6</b><br>Face Fit Flyscreen                       |
|  | <b>FD2</b><br>Screen Door Frame                        |
|  | <b>FD3</b><br>Screen Door Cap                          |

| ALTITUDE  |   |
|---|---|
|   | <b>APT95</b><br>Five Track Plain Jamb   |
|   | <b>APT96</b><br>168mm Reveal Adaptor    |
| AIR-FLO   |   |
|    | <b>AFD28</b><br>Window Stile            |
|  | <b>AFD29</b><br>Window Stile DG         |
| DURASLAT  |   |
|  | <b>FP52</b><br>DuraSlat Two Way Post    |
|  | <b>FP50</b><br>DuraSlat One Way Post    |
|  | <b>FP57</b><br>DuraSlat 9 0deg Post     |
|  | <b>FP56</b><br>DuraSlat Channel         |
|  | <b>FP55</b><br>DuraSlat Square Top Rail |
|  | <b>FP54</b><br>DuraSlat Top Rail Base   |
|  | <b>FP58</b><br>Post Infill Q1812        |

