



Autumn 2011

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# connected

12 PAGES OF ALSPEC NATIONAL NEWS

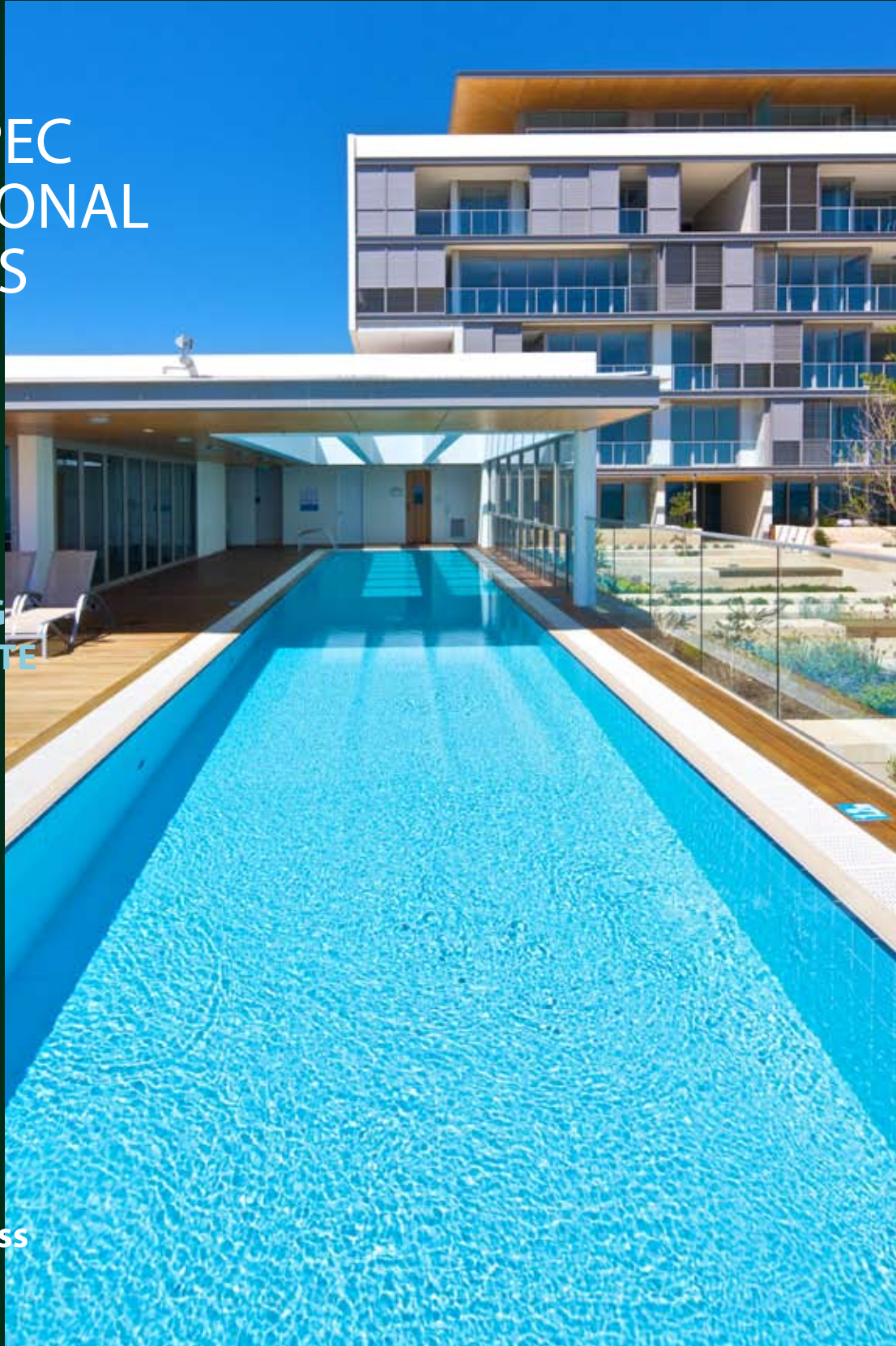
CARINYA MARKETING AND PRODUCT UPDATE

CUSTOMER CORNER  
WESTEC DOORS & WINDOWS PTY LTD

SPOTLIGHT ON.....  
MICHAEL FLANAGAN

ALSPEC QLD  
on the move .....

More about  
Swags for the Homeless



# intro

Welcome to our Autumn issue of Connected, keeping you up to date with the latest news from ALSPEC.

In this issue you will find:

- An article on INVISI-GARD highlighting how galvanic corrosion is avoided
- Some information on the Select 92mm Double Hung from our Carinya Residential Window System
- An article on our new Brisbane branch and our investment in Inex Australia
- An article highlighting ALSPEC's charity work last year, with \$33,125 raised for Swags for the Homeless
- Information on our latest exciting Specification activity
- and our popular regular spots Customer Corner and Spotlight On...

In our recent issues you will have read articles on Stainless Steel Security including the importance of looking at all aspects of testing security products and the clear advantages of 316 Mesh over 304. In this issue Phil has contributed an excellent article on Mesh that highlights the issues surrounding galvanic corrosion. I encourage you to read Phil's article to really understand this important area.

We are very excited to give you another update of our new Residential Window System, Carinya. In this issue we highlight our Select Double Hung window which features easily removable sashes for cleaning. This premium product provides a double hung that will look great and perform extremely well in the highest quality homes. We are starting to get our first dealers up and running around the country. If you would like to be part of this exciting product range, please talk to your Area Manager or contact Sean Russell or myself anytime.

In Queensland, the start of this year has not been a happy one for many of our customers with flooding affecting many businesses directly as well as indirectly through a slowdown in building activity. ALSPEC were able to assist with the donation of \$20,000 to the Premier's Disaster Relief Appeal. There are a number of ways to donate directly, visit the official Premier's Disaster Relief Appeal site for more information: [www.qld.gov.au/floods/donate](http://www.qld.gov.au/floods/donate)

We are also very proud in this issue to highlight the surrounding activities of the ALSPEC staff and shareholders in raising **\$33,125** for the charity Swags for Homeless. This resulted in the purchase of **380 swags** which were distributed to various charitable organisations throughout the country.

We thank you for your ongoing support which enables us to invest in these new developments.

Barry Lunn  
National Sales & Marketing Manager

## Dear INVISI-GARD Dealer

Welcome to 2011. It has certainly been an amazing start to the year with wild climatic conditions across the country. To those Dealers and their families who have been adversely affected by the flooding, fire, and cyclones, we wish you a speedy recovery and know that we have you in our thoughts. ALSPEC as a company has made a significant financial contribution to charity in the hope that we can play a small part in the rebuilding of affected communities.

Now to matters INVISI-GARD!!

In speaking with Dealers across the country, I am concerned about the level of misunderstanding concerning galvanic corrosion, so I thought I would put some facts on paper to help demystify a simple phenomenon.

Firstly galvanic corrosion is NOT electrolysis. While I admit there are some similarities, electrolysis requires an electric current to force a reaction to take place which would otherwise not occur, whereas galvanic corrosion will occur spontaneously.

Galvanic corrosion occurs when two metals are in contact with each other. The metals must be different in terms of their corrosion activity potentials, they must be in direct physical contact, and they must be in the presence of an electrolyte. All of these three critical conditions must be met for galvanic corrosion to occur. The more active metal is called the anode, and the less active one is the cathode. During galvanic corrosion, the contact between the metals causes the anode to corrode much faster and the cathode much slower than they would if they were isolated from each other.

In the case of the INVISI-GARD system, the two metals are Aluminium (Anode) and Stainless Steel GR316 (Cathode). The electrolyte typically is a high humidity and chloride laden atmosphere, and the physical contact doesn't happen thanks to the insulator, keeper and wedge system we use. Hence galvanic corrosion at the mesh / frame connection CANNOT occur as one of the critical conditions is not met!!

Other systems incorporating fabrication methods which do not isolate the materials from each other may well satisfy the three conditions and galvanic corrosion will be a potential problem.

Recently we undertook testing to prove this very point. We fabricated two INVISI-GARD screens and these were then subject to the Neutral Salt Spray test as per the relevant Australian Standard.

The screens all met the requirement to achieve 240 hours without corrosion as required by our Security Screen Standard.

The test was allowed to continue to measure the onset of corrosion in the systems, and the results were dramatic. None of the INVISI-GARD screens showed any corrosion at all at 2000 hours of exposure! The test was terminated at the 2000 hour mark; however it is clear that because the mesh and frame are isolated in our INVISI-GARD product, there is NO possibility of galvanic corrosion taking place. The test report is available to INVISI-GARD Dealers on request if required.

So what does this all mean??

It means that when selling a security system to a potential customer, it is vital to cover the ability of INVISI-GARD to provide not just immediate resistance to intruders, but also to emphasize the performance longevity of the product and its ability to maintain a pristine appearance with minimal maintenance throughout its life. This is yet another differentiator between our system and others out there in the marketplace, and yet another reason why our product is arguably the best!

See you in the next issue.

Phil Esteban

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

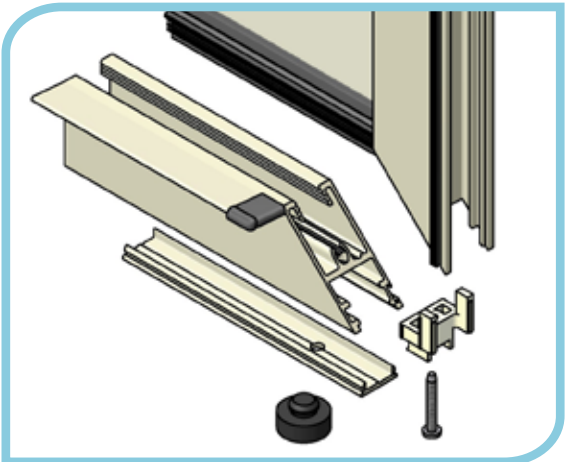
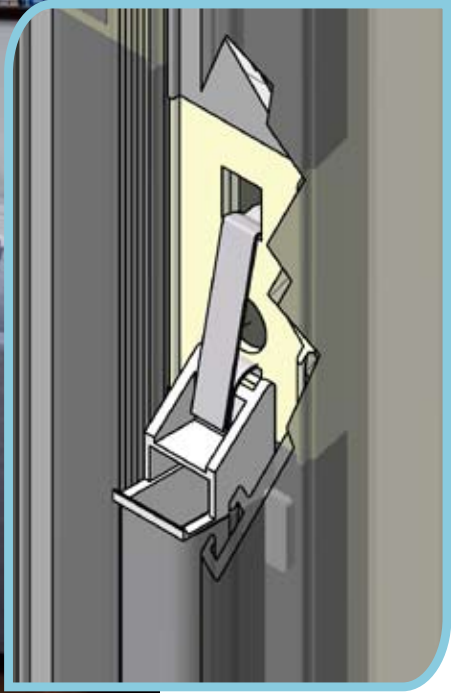




## Carinya update

*Our new entry into residential products, known as Carinya, will be separated into two distinct ranges. Carinya Classic will represent modern style, performance and value, combining with Carinya's unique designs and functionality to offer a quality, yet affordable range of windows and doors.*

*The Select range will offer wider frames, with a semi-commercial feel, allowing your customer to have that premium option. This will allow for design flexibility or increased glazing capabilities, whether this is for all or only certain windows in your project, the consumer now has a choice in our Classic and Select range.*



## **Carinya Select Double Hung Window**

In our Summer edition of 'Connected' we went into detail unveiling our new Carinya Classic Sliding Window. In this edition, we would like to focus on one of our most popular innovations, the Select Double Hung. With our 92mm frame, this is capable of coupling to other products on our 92mm platform including the Sliding Door, Awning Window and Fixed Lite Framing options.

### **Design and Performance**

In tune with our entire Carinya range, the Select Double Hung has been designed to accommodate single glazing up to 10.38mm and 18mm double glazed units. The unique design, utilising commercial grade spring balances, allows for the easy removal of the sash with the clips detailed to the left. Ideal for the homeowner, this allows trouble free cleaning and maintenance, whilst offering superior movement without the traditional issues of noisy spiral balances. Other features that separate this from other products include custom bump stops, handle protectors and seals that make this ideal for the fabricator and the consumer. The corner detail, top image, illustrates the strength and assembly of the sash, combining a high strength corner stake.

### **Single Hung Capability**

Some markets require the top sash to be fixed, or known as single hung. Our designers have just completed this design and are waiting on testing for release to the market.

Please keep up your interest in Carinya, and we look forward to bringing you details of our first Carinya Dealers and our website in the next edition of "Connected" magazine.

Sean Russell – Manager Carinya Windows

### **Screening**

The Select Double Hung allows for easy fly screen additions or fitting of INVISI-GARD 316 Stainless Steel Security Screens. Where possible, screening options have been included in initial Carinya designs, removing the need for unsightly add-on's or extra material.



# New Brisbane Site



Over the Christmas and New Year period ALSPEC Brisbane moved into our new site in Loganlea. This is an exciting development for our Queensland business which has had growth constraints on the site in Murarrie for many years.

The new facility is located at 8-22 Jutland St, Loganlea. This site includes a 10,500 SQM ALSPEC distribution facility that will be directly adjacent to the new Inex Australia extrusion press.

This will be ALSPEC's largest distribution warehouse, being some 2,000 SQM's larger than our Sydney and Melbourne facilities. The significant investment in our new facilities reflects our positive outlook on the long term growth opportunities in the Queensland market and our commitment to extending our service to our customers.

This new warehouse, which replaces our existing Murarrie premises, provides us with more than double the warehouse space that we have in our current Brisbane operation. This extra space will be combined with new racking systems and the most technologically advanced Warehouse Management System (WMS) on the market. The WMS will enable a far more disciplined, accurate and effective overall warehouse process, inclusive of goods inwards, rack replenishment, picking/packing, labelling and despatch, all of which will now be controlled via barcode scanning. The combination of these new capabilities





will greatly enhance our ability to carry the right stock for our customers and deliver it where and when it is needed.

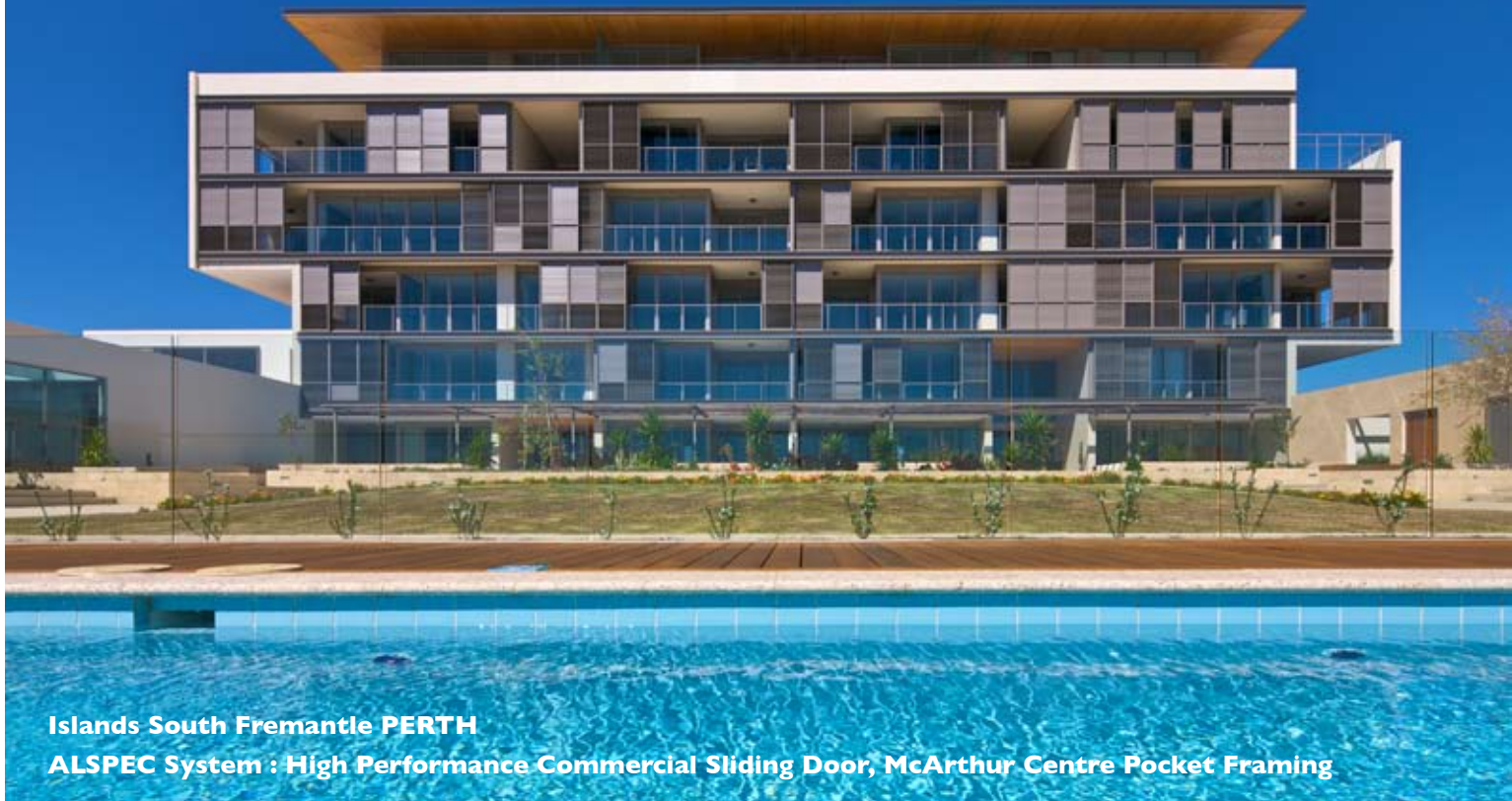
Being positioned directly beside the new Inex Australia extrusion press will further improve our ability to be a supplier of choice for all of our customers. We expect the new press to come online in the second quarter of this year. Beyond the obvious benefits of close proximity to the Inex Australia extrusion operation we will also be installing a state of the art powdercoating plant within the new ALSPEC warehouse.

This further substantial investment in powdercoating capacity is purposely designed to allow us to provide our customers with powdercoating of excellent quality on exceptionally short lead-times.

Our investments in Inex Australia and in Brisbane based powdercoating capacity are specifically designed to provide us with a stable, competitive and responsive supply base that will allow us to work towards achieving new benchmarks in customer service. They are part of our uniquely diverse range

of supply options that also continues to include our traditional local and overseas extrusion sources. By having a number of options we are in a far stronger position than ever before to be the right choice for your business as an Aluminium Systems supplier.





**Islands South Fremantle PERTH**

**ALSPEC System : High Performance Commercial Sliding Door, McArthur Centre Pocket Framing**



## **How long has Westec been established?**

We have been established for some time now... we are coming up to seven years.

## **What is your area of Expertise?**

We specialise in up market homes and luxury apartments.

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

West One apartments in Hay Street, Paganin Residence, Iliardi Residence, Islands Block A South Fremantle, Princess Street Apartments, 180 Mill Point Road.

## **Why is Westec Doors and Windows so successful?**

Apart from being excellent fabricators and installers we are always willing to design new products to meet our clients vision.

## **Why do you use ALSPEC?**

Basically we use ALSPEC because of their support and range of products that they offer. They are also a competitively priced supplier.

## **What do you do to relax on weekends?**

Play golf and obey my wife but not necessarily in that order.





# s p o t l i g h t

## Michael Flanagan

Warehouse Manager  
Adelaide Office

### What was your first job?

Trolley pushing at Franklin's "no frills".

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

I wanted to be a sign writer.

### Most exotic place ever visited?

Clare Valley in South Australia. Great food, great wine and great people.

### Ever had a brush with fame?

Yes, Michael Voss and Adam Goodes.

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

I would like to rebuild, develop and manage teams. There is satisfaction when your team accomplishes complex goals with ease.

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

I had a run in with JON BON JOVI when I was a much younger man. It was not a great experience, I was just asking him to sign my mates Guitar. He suggested that I probably needed another drink and the body guard would buy me one.

### Favourite Past time? Hobby?

Enjoy spending time with my wife and daughters. A few vodka's on a golf course, horse racing and computer gaming.

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

With ALSPEC, maybe a different role or State. Debt free outside of rent, travelling with my wife overseas.



# projects completed

## 3 Point Motors Showroom, Fairfield, Victoria

Builder: Buildcorp Commercial

Fabricator: Central Aluminium

Products: EcoWALL 225 – Swan 45mm Shopfront Door

This inspiring new Mercedes showroom's initial design involved 7.0mtr plus mullions with a 200mm steel box and glazing adaptors to deal with the glazing requirements. ALSPEC's EcoWall225 offered fully intergrated double glazing framing with provision for engineered steel inserts, eliminating unsightly steel members and achieving the required strength, whilst reducing the fabrication of fixing adaptors. This unique suite also offered provision for subsill and subhead for superior weathering and could not be achieved with traditional methods.

ALSPEC's new EcoWALL 225 has really impressed the designers and engineers involved with its performance, glazing options and flexibility. It was the clear winner for this project.



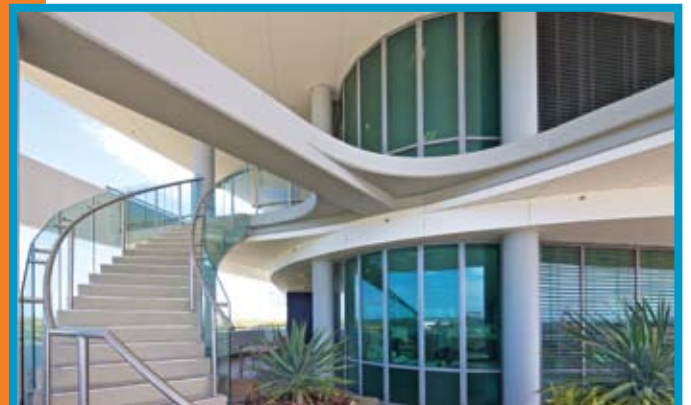
## Port of Brisbane, Brisbane, QLD

Fabricator: Total Refurbishments, Brisbane

Products: Hunter 100mm & 150mm Double Flush Glazed Framing

The impressive Port of Brisbane Building showcases the versatile and flexible Hunter 100mm & 150mm Double Flush Glazed Framing System. With its smooth flush glazed look the Hunter adds to the aesthetic value of this state of the art building. This project highlights the Hunters ability to gently curve creating a neat round look at each corner of the building. Meeting all water and energy requirements along with ease of fabrication made the Hunter a natural choice for this project.

The Hunter is commonly selected for projects such as this due to its ability to provide a seamless interface with ALSPEC's extensive product offer.



# specification

James Natter  
National Specification Manager

Happy new year to all from the Specification Team and here is to another bumper year for ALSPEC. In this article I have included some photos of the Sydney event last November at the Opera House. Once again the turn out was nothing short of amazing with around 400-500 in attendance. This resulted in over a dozen lunch presentation requests and significantly more in project specifications immediately. The outcome of this has meant an enormous start to 2011 with Architect demand high.

Due to the success of these nights we are not only increasing the number of these nationally but also targeting outer regions. Look out Newcastle and Darwin- Specification is coming to you!

I am extremely confident this will be the biggest year unquestionably for Specification. We have more legs on the ground nationally, we will have web additions such as the inclusion of 3D Revit files being made available for free which will only make many Architects job even easier to specify ALSPEC systems. The release of our new Architect Specification Manual to be released first half of this year will categorically be the icing on the cake. The result of these additions will ensure you will see more specifications with ALSPEC on them than ever before.

I look forward to meeting and working with all of you again this year and discuss in more detail about the above mentioned initiatives when I visit your Branch. Until this time and as always we are here to assist you and the sales force, and your customers to ensure we secure as much business as possible.



With our brand new 3x3 metre banner and ALSPEC showreel I'm sure you will agree we are equipped to show our competitors and the Architectural community how definite and serious we are when it comes to Specification.

# swags for the homeless



As part of ALSPEC's 2010 Annual Community Giving Program, ALSPEC teamed with Swags for Homeless with a goal to donate to the homeless one swag for every staff member in ALSPEC as part of our Christmas Appeal.

With the very generous support of our staff, our shareholders and our customers we raised \$28,500 in order to provide 380 swags for homeless people right across the country. This is equivalent to one swag donated for every ALSPEC staff member, with the company contributing \$1 for every \$1 donated by a staff member. Due to the Program's success, this was one of the largest donations of swags to the homeless by any company in Australia and something we at ALSPEC are all very proud of.

Visit [www.swags.org.au](http://www.swags.org.au) for more information on how you can help.

In the past few weeks ALSPEC has also responded to the devastating flood crisis affecting Queensland, by donating \$20,000 to the Premier's Disaster Relief Appeal.



Each year ALSPEC's management looks for suggestions from staff as to a worthy cause that we can support through our Annual Community Giving Program. In the coming months we will choose a cause to support this year and once again the company's staff will swing into action in order to try and make a difference in the lives of those less fortunate than ourselves.

## Past ALSPEC Fundraising Efforts

In 2009, ALSPEC and its staff raised over \$47,000 which was donated to the Red Cross Victorian Bushfire Appeal. On this occasion, ALSPEC donated \$2 for every \$1 donated by a staff member.



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