

Connected

ALSPEC NATIONAL NEWS

SUMMER 2016

PROJECT FEATURE BARANGAROO, NSW
HIA HOME SHOW WRAP UP 2016
HARDWARE MAKING ORDERING EASIER
SPOTLIGHT ON DYLAN BENTON, PERTH

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SALES & MARKETING UPDATE

Hi all,

This Connected newsletter has 16 pages of updates about Alspec. It is a credit to all of our staff to see the amount of work that is going on around our business. All of this work is focused on improving our offer to customers in both product and service.

On pages 4 & 5 there is a comprehensive wrap up of our HIA Home Show tour. This has been extremely successful for us and the customers who attended generating good exposure for the Carinya and Invisi-Gard brands as well as leads for our dealers. We are currently reviewing our plans for further shows next year.



In October we announced the release of our new McArthur and Swan Evo systems starting in Sydney and Newcastle Branches. Other Branches will follow over the next few months. These new systems have all been upgraded to the Evo pocket design to be in line with Hunter Evo and now provide for an even wider array of glass options. Full information on these new systems is available on the Alspec website in the news section.

On page 10 we highlight some of the new hardware flyers that are available on the Alspec website. There are now flyers on close to 30 different products or product groups and this will continue to grow. This clearly shows Alspec's commitment to being a major supplier of hardware and accessories. We will continue to grow and strengthen this area of our business so that we can offer our customers a full range of product in this area.

Pages 12-14 highlight a number of operational initiatives that continue to improve our service offer.

- Internally we have been working on training our people in LEAN processes; this training is aimed at improving all aspects of the business. This focus on continual improvement has provided some real customer benefits in terms of better delivery outcomes and improved error rates.
- We are very happy to have eliminated Chrome from our pre-treatment process in the Sydney powder coating line and will proceed with this in other lines around the country. This is a significant win from both a people and environmental point of view.
- On page 14 you can read about our new truck tray design as well as the new software we are introducing for our trucks to provide better information about delivery status and delivery times.

We hope you enjoy keeping up to date on our activity. Many thanks for your support this year, we really appreciate your business. Best wishes to all for Christmas and New Year, I hope you have a well earned break.

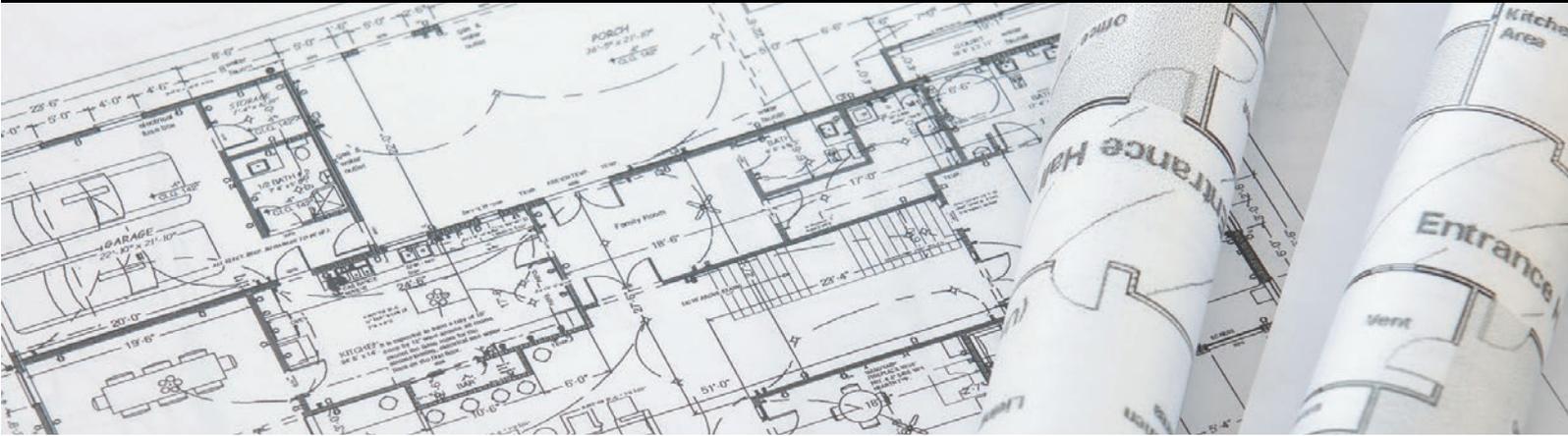
Regards,

Barry Lunn
Sales & Marketing Director



SPECIFICATION UPDATE

NEW SPECIFICATION MANAGERS



IN THIS SPECIFICATION UPDATE I'D LIKE TO WELCOME TWO NEW ARCHITECTURAL SPECIFICATION MANAGERS TO THE ALSPEC SPECIFICATION TEAM.

In Perth we have Graham Marson who has made an immediate impact with Architects and Design Specifiers throughout Western Australia. Graham's presence has been embraced by the local specification community who are eager for him to present to their firms, further raising the awareness of Alspec, our systems and our capabilities.

We are now seeing a growing level of project specific enquiries that are leading to specification of Alspec systems by a number of architectural firms across WA.

In Brisbane, Bernie san Diego has hit the architectural hustings and already has his hands full dealing with a significant number of Architectural Specification enquiries. One major focus for Bernie is to showcase the Carinya Residential Window and Door range across the specification community of Queensland and the NSW Northern Rivers.

With his exceptional product knowledge, Bernie will be able to provide Design Specifiers with sound technical support for their project specific needs.

By expanding the Specification Team we are aiming to meet and exceed the ever growing demands of Architects and Design Specifiers throughout Australia. This will enable us to apply a service-focused approach in order to create stronger business relationships. This is done by adding value, not just on a product level, but also on a service level thereby developing greater loyalty to Alspec and our systems.

THE END GAME IS TO NOT ONLY HAVE ALSPEC PRODUCT SPECIFIED FOR A PROJECT BUT TO ALSO ENSURE THAT THE SPECIFIERS BELIEVE IN OUR PRODUCT TO THE EXTENT THAT THEY WILL FIGHT FOR IT WHEN IT GETS DOWN TO THE CONSTRUCTION STAGE OF A PROJECT.

HIA HOME SHOW WRAP UP 2016

THE FIRST YEAR OF OUR NATIONAL HIA HOME SHOW TOUR HAS OFFICIALLY COME TO AN END AFTER WRAPPING UP IN ADELAIDE IN EARLY OCTOBER.

A TOUR WHICH COMMENCED AT THE PERTH CONVENTION CENTRE IN MARCH FOLLOWED BY MELBOURNE, SYDNEY, BRISBANE AND FINISHING OFF AT THE ADELAIDE SHOWGROUNDS ON THE 9TH OF OCTOBER.



SOME KEY POINTS FROM EACH SHOW WERE:

PERTH

Visitors to the stand were very pleased to see a new name in the residential window and door market. Especially one with great results in Cyclonic conditions.

Due to the on-going high level of demand for security doors and screens, Invisi-Gard was a crowd favourite.

MELBOURNE

With 30,000 visitors over the 4 days the Melbourne Show was well and truly the busiest of them all.

With bushfire ratings being a hot topic in Victoria currently, there was massive interest in the Carinya BAL40 rated range along side the Invisi-Gard security screens.

SYDNEY

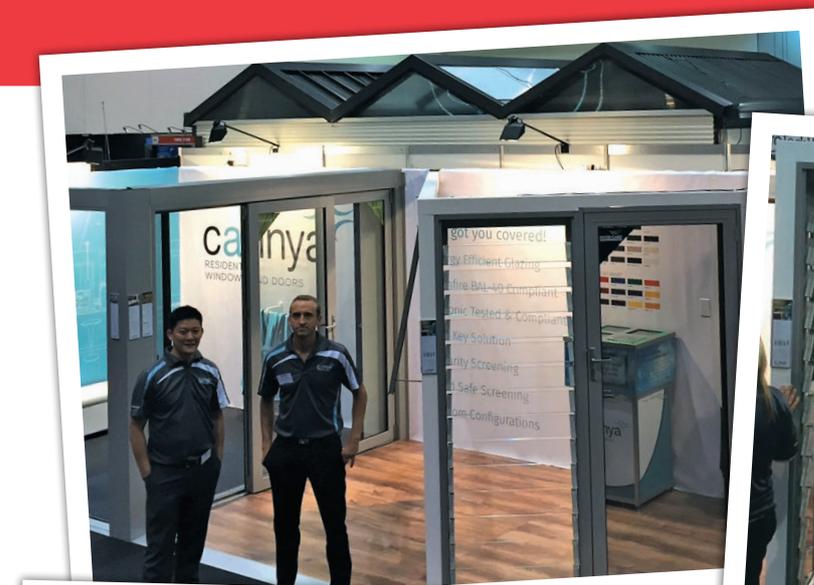
The Sydney visitors were very focused on windows and doors that are of high quality that also rate well acoustically and in energy performance. Safe to say the Carinya range was a huge hit.

The "Kidscreen" Window Fall Prevention product was very popular due to a large number of double storey homes being built.

BRISBANE

The Automated Breezeway Louvre Gallery was very well received by visitors who had come from not only Brisbane but the Sunshine Coast and the Gold Coast.

In terms of a screening solution for bi-folds, the Centor S1E screen which was displayed on our Carinya Bottom Rolling Bi-fold brought the crowds into the stand.



ADELAIDE

A lot of quality conversations were had with visitors regarding glass performance. A trend of late has seen a lot of double glazing being done and visitors were very pleased that our range could be both single and double glazed and we had good examples of each throughout the stand.

Once again, the S1E screen was very popular mainly for its ability to be retro-fit onto existing doors.

I would like to take this opportunity to thank all the Alspec Branches and Carinya Dealers who were involved in the shows. Their support with providing staff and general assistance throughout each show was very much appreciated.

Thanks to the Head Office team who came from around the country to help assemble, disassemble and also assist in manning the stand.

Also a massive thank you to those involved in designing and putting the stand together. The finished product was something to be very proud of.

We are now in the process of designing a new stand and creating a plan of attack for another round of shows in 2017/2018. Watch this space...

Thanks and regards,

Rob Edwards
Manager - Carinya Windows

PROJECT FEATURE

BARANGAROO SOUTH, NSW

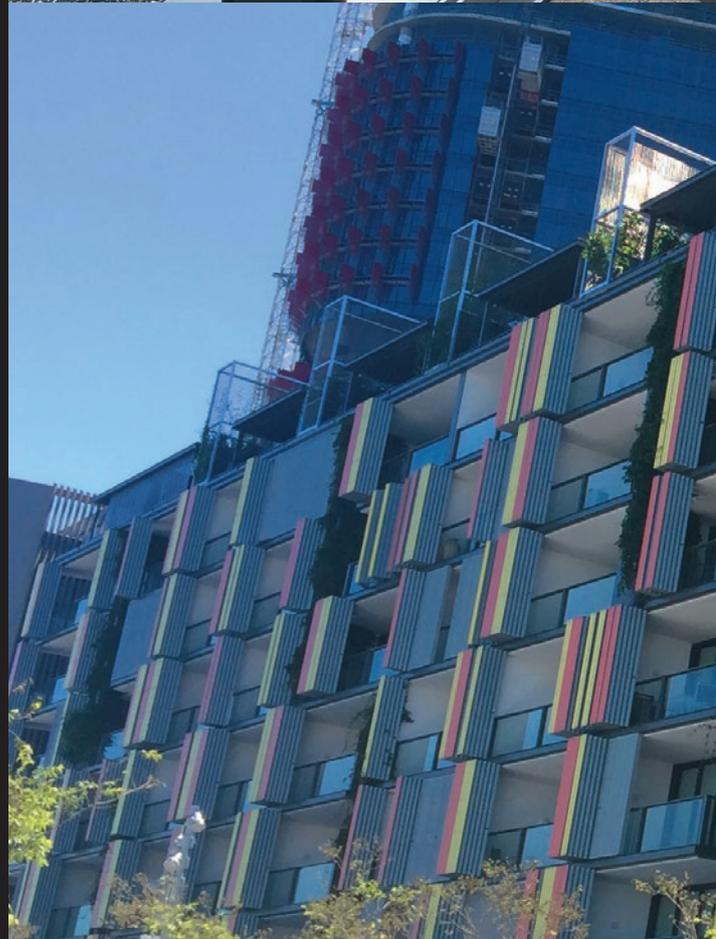
Few places offer the opportunity to live right on the water, yet also in the heart of a vibrant international city.

Introducing Anadara and Alexander, two breathtaking residential buildings that each evoke a distinct personality, drawing inspiration from this spectacular and unique location that is Barangaroo South, Sydney's newest prime harbourside development.

Anadara is a residential building, located on Wulugul Walk at Barangaroo. The sculptured lines of the building reflect its namesake inspiration - a Sydney cockle. Designed by internationally renowned architect Richard Francis-Jones, of FJMT, Anadara is a floating architectural feat that invokes space, freedom and movement.

Alexander marks the south-west corner of the Barangaroo development. Designed by eminent PTW architect Andrew Andersons, Alexander celebrates Sydney's unique harbour side setting and mediates between the traditional scale of the Sydney waterfront and the high-rise commercial towers to the east.

Both buildings occupy absolute waterfront positions with every apartment boasting views of stunning Sydney Harbour. Key considerations for the glazing requirements included superior acoustic and thermal performance as well as ease of operation with large full height double glazed panels. The use of Alspec's ProGlide High Performance Commercial Sliding Doors along with Hunter Evo Flush Glazed Framing and ProTilt High Performance Awning and Casement Windows provides unobstructed views while also meeting the challenging structural, operational, acoustic and thermal performance requirements for these two prime residential apartment buildings.





PROJECT SNAPSHOT

ALSPEC FABRICATOR: Oracle Windows

BUILDER: LendLease

ARCHITECT: Richard Francis-Jones (FJMT) & Andrew Andersons (PTW)

ALSPEC PRODUCTS USED:

ProGlide High Performance Sliding Door

Hunter Evo 101.6mm

Hunter Evo 150mm DG Flush Glazed Framing

ProTilt High Performance Awning & Casement Window



CARINYA AND INVISI-GARD STAND

PORT MACQUARIE, JULY 2016

Oxley Nu-Look Window from Port Macquarie and Alspec joined forces to display both Carinya & Invisi at the Expo. A great night was held and we had plenty of visitors to our stand.

Samples of the Carinya Door and Invisi System were on display. The boys from Oxley are as follows from left; Noel Turner, Chris McGeoch and Paul Sandiford. Supported by David Baker and Paul Hiscock from the Newcastle Branch.



CAIRNS HOSPITAL PLAYGROUND UPGRADE

BY BUDGET HOME SECURITY,
CAIRNS



HOSPITAL PLAYGROUND AND COURTYARD
SHOWING INSTALLED INVISI-GARD



SPOTLIGHT ON...

DYLAN BENTON

PERTH TRADE SALES
CO-ORDINATOR



HOW LONG HAVE YOU BEEN AT ALSPEC?

About 7 years.

WHAT DO YOU DO IN YOUR CURRENT ROLE?

Cash sales / Trade desk.

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

When your best mate since primary school works with you and you've been to Bali with your colleagues there's not too much that isn't known about you.

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

Dealing with customers who are trying to build their own bifold without any experience or fabrication knowledge. I manage to deal with it with zen-like patience.

MOST EXOTIC PLACE EVER VISITED?

Penang, Malaysia. Although the most spectacular was Cape Le Grand in Esperance.

EVER HAD A BRUSH WITH FAME?

I've met ex-Australian cricketer Brad Hogg and ex-Eagle David Wirrapunda. I did meet Damien Martyn once when I was 5 as his mum was my Year 1 teacher and he used to come in before he played for Australia.

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

Study harder at school, and by that I mean study at all.

FAVOURITE PASTIME? HOBBY?

Playing cricket & taking landscape photos. I got so into my photography that I started my own website to display them on (www.dylanbenton.com.au).

HOW DO YOU OBTAIN A WORK/LIFE BALANCE?

I spend a fair chunk of my weekend doing whatever I can to relax and not stressing about work until I need to.

WHAT MUSIC DO YOU LISTEN TO?

Anything really, but mainly rock. Though I do have a soft spot for 80's music.





HARDWARE UPDATE

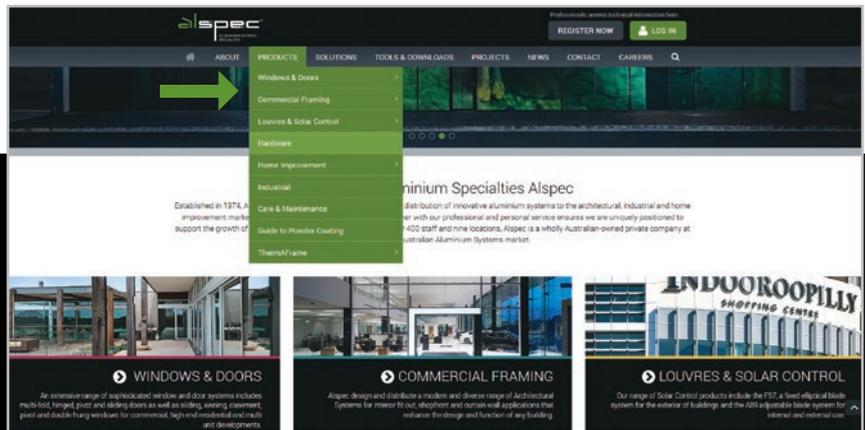
MAKING SELECTION AND ORDERING EASIER

At Alspec we continue to grow our range of hardware solutions for your business. We are creating more product flyers & catalogues, on new and existing hardware items to make your hardware selection and ordering easier.

We continue to work closely with the best hardware suppliers both local and from around the world to provide Alspec customers with the best quality hardware to complement our market leading systems.

If you would like to discuss how Alspec can help your business with a better hardware solution, talk to your Area Manager today.

Adam Hughes
Business Development Manager



The hardware flyers and catalogues can be downloaded on the Alspec website under the Hardware section (see screenshot above).





CUSTOMER FEATURE

FREEDOM RETRACTABLE SCREENS

GOLD COAST, QLD

WHY IS FREEDOM RETRACTABLE SCREENS SO SUCCESSFUL?

Freedom screens Australia Pty Ltd has been manufacturing retractable insect screens for 17 years and are committed to ongoing research and development to keep pace with our customers' needs. We believe our screens are the most innovative and structurally solid in the market today, whilst still maintaining a design-led aesthetic. The trend nowadays is toward larger opening bi-fold doors and we can accommodate most projects where others cannot.

WHAT IS YOUR AREA OF EXPERTISE?

Where we excel is our capacity to screen larger areas which other companies do not have the technology to achieve. While there are many screen companies who produce lower quality products, Freedom Retractable screens produce a retractable screen which can span 9 metres while still being very resistant to wind blow-outs. Early next year we will be able to offer a new screen which can span 6 metres in a single and 12 metres in a double screen with an extremely low 12mm bottom track. We are also launching a new and wider motorised Smartscreen which is ideal for balconies, patios and outdoor enclosures. These can be manufactured using insect mesh or high quality thermal blind fabric to keep the sun out as well as the insects.

WHY DO YOU USE ALSPEC?

The team at Alspec work very closely with us to deliver product quickly and to our specifications, whether that be supplying aluminium extrusions in mill finish or powder coated, and maintaining adequate stock levels so that our customers are never left waiting. Our mesh is also supplied by Alspec. Customer service is exceptional, with John Baylis, our Alspec rep, visiting with us on a weekly basis to keep up to date with our needs.

HOW DO YOU RELAX ON WEEKENDS?

If the weather is nice I enjoy taking the boat out to enjoy the beautiful Gold Coast waterways with family and friends. A game of football on the TV on a rainy day is pretty good too.



OPERATIONS UPDATE REACH PROGRAM



OVER THE PAST 12 MONTHS, ABOUT 180 ALSPEC STAFF HAVE BEEN INVOLVED IN A NATIONAL TRAINING PROGRAM.

The training has been targeted to provide the knowledge and skills to implement LEAN in our business and develop our supervisors leadership capabilities. Each participant involved in the training will attain formal qualifications (CIII, CIV or Diploma) and has been personally involved in business transformation projects within their Branch.

As we come to the end of the 'formal' training phase of this program, it is very exciting to see the changes that have been implemented across all of the Alspec Branches involved in the program. Every one of the staff members that have been involved should be congratulated and take a great deal of pride out of the visible and genuine changes that have been made to the way that Alspec operates.

Across the sites, there have been almost 200 individual improvement projects completed or underway. That is an amazing amount of work considering that it coincided with a construction boom in most states and huge customer demand. The primary focus in most of the projects has been to improve the Alspec service and quality performance to our customers. It is our absolute belief that making life easier for our customers is the key to growing our business; and in a growing business we can achieve better efficiencies and productivity.

While there have been many projects that have delivered fantastic improvements, we have only just scratched the surface. There are many areas in the business where further improvements are required; changes have to be re-visited to ensure that they are sustained and issues that have not yet been addressed or have not even been identified. We owe it to our customers and our staff to keep pushing on and continuously improving – and not waste the momentum that we have built so far.

Here are some pictures of the work that has been done.

THE ADELAIDE TEAM IN A
PROCESS MAPPING SESSION



5S PROJECTS IN BRISBANE



TRANSPORT STILLAGES IN NEWCASTLE



GLAZING RUBBER STORAGE IN PERTH



PROJECT TRACKING BOARDS IN SYDNEY



CHROME FREE POWDER COATING

IN JUNE OF THIS YEAR, OUR SYDNEY PAINTLINE BECAME THE FIRST OF THE 4 ALSPEC POWDER COATING PLANTS TO TRANSITION TO CHROMATE FREE PRE-TREATMENT CHEMISTRY.

CHROME FREE TECHNOLOGY IS COMMONPLACE IN EUROPE AND THE U.S. BUT IS STILL QUITE RARE IN AUSTRALIAN POWDER COATING. THIS IS MAINLY DUE TO REGULATORY PRACTICES IN OTHER PARTS OF THE WORLD BEING MORE STRINGENT ON INDUSTRIAL HEAVY METAL USAGE AS COMPARED TO THE RELATIVELY LAX REGULATIONS IN AUSTRALIA.

Alspec has taken the position that we will get on the front foot and eliminate that carcinogenic and environmentally harmful Hexavalent Chromium (Cr6) from our powder coating operations and in doing so become the only aluminium distributor in Australia to offer chrome free product.

The pre-treatment process in powder coating aluminium (where Cr6 was used) is to ensure that the substrate metal is clean and will effectively bond with the powder during the curing process.

Chromate conversion coatings are popular as the chemistry is stable and resilient and able to withstand 'abuse' in factories with poor operational controls and processes. As Alspec is confident with our internal processes, we do not need the 'security' of chromate in our process and have eagerly moved away from the product.

Our non-chrome chemistry brings with it several advantages. Firstly, the chemical is safe. It does not cause cancer as is the case with Hexavalent Chromium (think Erin Brockovich) which is a great outcome for our staff that work on our powder coating lines. It is a cleaner and more environmentally sensitive product and reduces the amount of waste that is generated from our operations.

Further, as the non-chrome products requires a lighter coating weight to work effectively, there is much less chance of 'build up' on the metal surface; creating a better visual appearance and less evidence of inclusions and surface imperfections.

We are also able to dry the metal at higher temperatures, resulting in faster dry off times and less chance of water marks being left on the substrate. In all, a win for our staff, a win for our customers and a win for Alspec operationally!



CHROMATED METAL WITH ITS CHARACTERISTIC 'GOLD' HUE IS A THING OF THE PAST



CHROME FREE PRE-TREATED METAL LOOKS JUST LIKE MILL FINISH

OUR NEW TRUCKS ARRIVING

FOR SOME TIME NOW ALSPEC HAVE BEEN WORKING ON IMPROVING OUR TRUCK TRAY DESIGNS; AND THE TEAM IN OUR BRISBANE BRANCH PICKED UP THE CHALLENGE TO ENGAGE WITH THE TEAM AT ENGIUSTICS (CONSULTING ENGINEERS) TO VALIDATE AND COMPLETE THE WORK.

The objectives were to improve the load restraint capabilities of our trucks (considering our varied and unique load requirements), improve drive safety by reducing the need for them to get onto the truck trays and reduce the manual handling aspects; improve product protection and reduce transport damage and finally to increase the flexibility of our fleet to more efficiently handle our product.

The result is a variety of tray design options that includes engineered gates and side pins, the ability to accommodate bespoke skips and includes options for enclosed 'dog boxes' for small goods (just like the one pictured below). The truck in the picture is the first one that was delivered to our Brisbane Branch in June; with Melbourne, Adelaide, Sydney, Newcastle, Townsville and Darwin trucks on the way.



KEEP AN EYE OUT FOR THEM ON THE ROAD; WITH NEW LIVERY TO SUIT THEY LOOK FANTASTIC TOO!

FLEET TRACKING AND TRANSPORT PLANNING

FINALLY, WE HAVE RECENTLY INSTALLED NEW VEHICLE TRACKING GPS UNITS IN ALL OF OUR TRUCKS ALONG WITH VEHICLE TELEMATICS SENSORS.

From these we can see where all of our trucks are at any time and what they are doing; that is are they on/off, running/ stopped or if they are speeding or idling.

We also get information about how the trucks have been driven, with information on speeding events, harsh steering or harsh braking available to the managers in our branches.

Following on from this, we have been developing a delivery management system that will help us to plan our deliveries more effectively across our fleet of trucks and give customers very accurate information on expected delivery times.

In fact, we will be able to alert customers in advance of our trucks arrival so that they can be prepared for it – just like a pizza delivery!

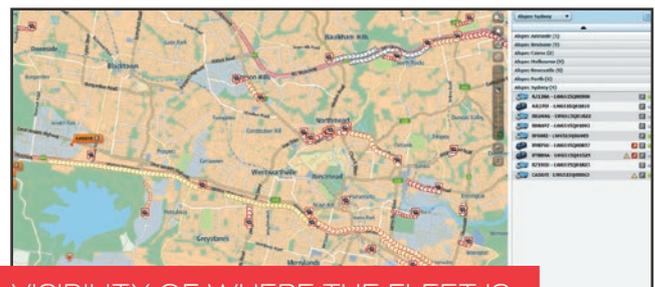
Our customer service teams will be able to see live updates of expected arrival times at any stage of the day without the need to call the driver; enabling them to answer customer enquiries over the phone. This functionality is just around the corner, with testing expected to commence in Sydney within weeks.

Finally, we will be introducing 'sign on glass' devices to our fleet to electronically record POD's and enable automatic delivery advice to specified customer contact points (eg. accounts, warehouse managers etc).

Wayne Larsen
National Operations Manager



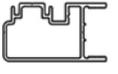
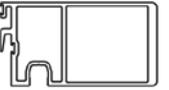
DASHBOARDS THAT DETAIL HOW TRUCKS ARE BEING DRIVEN

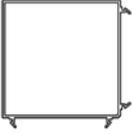


VISIBILITY OF WHERE THE FLEET IS AND WHAT IT IS DOING

ALSPEC

NEW RELEASE EXTRUSIONS

HUNTER EVO	
	HE391 Struct Glazed Female 4 Deg Faceted Mullion
	HE392 Struct Glazed Male 4 Deg Faceted Mullion
	HE496 150mm DG Struct Glazed Male Mullion
	HE498 150mm DG Struct Glazed Splice
	HE497 150mm DG Struct Glazed Female Mullion
	HE338 100mm Door Jamb
ENDURAL	
	HR508 Tapered Top Rail
	HR509 Square Top Rail
	HR510 Elliptical Top Rail
PROGLIDE	
	AD712 ProGlide 28mm DG 90 Deg Cnr Meeting Stile
	AD892 ProGlide 60mm Interlock Stile
	AD893 ProGlide Hvy 60mm Interlock Stile

101.6MM SHOPFRONT FRAMING	
	AS165 101.6mm 90 Degree Corner Coupler
	AS120 101.6mm Straight Coupler (120mm Face)
ECOFRAMEPLUS 101.6MM	
	ECO229 101.6mm Corner Post
SHOPFRONT DOORS	
	AS1800 100mm Disabled Access Threshold
	AS1801 100mm Low Profile Threshold
	AS1802 150mm Low Profile Threshold
	AS1857 150mm Disabled Ramp Threshold
VERSASTYLE	
	VS027 Shelf Stiffener

