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Spring 2011

# 8 PAGES OF ALSPEC NATIONAL NEWS

## CUSTOMER CORNER MALIBU SCREENS

## SPOTLIGHT ON..... HELEN BAKKER

## CARINYA UPDATE CLASSIC DOUBLE HUNG WINDOW

Introducing the all new "Killara"  
French Door and Dual Point Lock

# connected



# intro

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

Inside this edition you will find our regular updates:

- Specification with James Natter
- Customer Corner with ....Malibu Screens
- Spotlight On...Helen Bakker
- INVISI-GARD with Phil Esteban
- Carinya with Sean Russell

As you will have seen in previous issues, Specification is now a large part of the ALSPEC business. In addition to James Natter, our National Specification Manager and Ian Speight, who provides technical support to architects from Sydney, we now have full time specification people in both Brisbane and Adelaide. The great work of Graeme Dwyer in Brisbane can be seen in the Mater Hospital case study featured opposite. In Adelaide, Luke Hodgman is moving from an Area Manager role into a full time specification role in September.

As an ALSPEC customer you can benefit from the assistance of this great team. Simply talk to your Area Manager if you need assistance with an architect or you have particular architects that you would like us to see. We have found that specifiers are particularly impressed with the ALSPEC website where they can easily access all of the information that they require including DWG, DXF and Revit (3D) drawings.

We are currently in the process of revising our Architectural Tech Manuals to ensure our customers have the most current information available. We have completed the View-Max Double Hung update and the latest version is now live on our website. This includes more information on testing and results, new sections and a lot more fabrication information. The View-Max Double Hung was used extensively in BER work over the last 18 months and has performed extremely well. There have been a number of upgrades to the system which are now captured in the new tech manual. These improvements ensure that the product performs even better than before and is simpler to fabricate. Once we have completed the View-Max Sliding Window Tech Manual update, which is currently being finalised we will be printing complete inserts of both these products for updating in your manual. In the meantime, I encourage you to get the latest information from the website for ease of fabrication.

In the next issue we will be able to share with you some information on another new ALSPEC system, the ProTilt window. This is a high performance awning and casement window utilising scissor winders and multi point locking. This product will allow our fabricators to achieve very high wind and water ratings for awning and casement windows in large sash sizes. We are very excited by the test results so far and look forward to letting you know more in the near future.

Barry Lunn  
National Sales & Marketing Manager

# INVISI-GARD

## Case Study - Mater Child Care Centre, Brisbane

In this issue, rather than put you all into a coma with more tech talk, I thought I'd put together a case study on a project recently completed in Brisbane. The project is the Mater Child Care Centre, adjacent to the Mater Hospital precinct in South Brisbane.

The project required children's outdoor play areas located on the fourth and fifth levels of the building to be enclosed by tall screens that did not impede views or natural breezes, were relatively low maintenance, and most importantly were a safe barrier that children could not climb or fall through. ALSPEC is amongst a group of companies working with the AWA on a campaign called "Kids Can't Fly" which highlights the tragic loss of life and serious injury that occurs from time to time as children fall from heights through inadequate flyscreens.

Initially the specification for the project was for the use of Crimsafe screens in this application. Fortunately for us, Hutchinson Builders were open to the idea of validating INVISI-GARD as an alternative option.

With the support of our Queensland Specification Manager, Graeme Dwyer, and NGA Commercial Glazing as the Aluminium Fabricators, a joint submission was put together and presented to the tendering authority demonstrating that INVISI-GARD was a worthy alternative system, capable of meeting each and every criteria necessary to meet the specification's stringent requirements.

The final installation consisted of INVISI-GARD stainless steel mesh retained into INVISI-GARD aluminium window frame. Each of these panels was then screw fixed to a structural steel frame supporting the perimeter. Essentially the INVISI-GARD panels acted as a tall balustrade infill. As you can see from the photos, the result is an aesthetically pleasing yet functional and safe play area that Mater kids will no doubt enjoy for years to come.

From the perspective of Dealers reading this case study, the take away message is that ALSPEC is more than just your average supplier. We have, at your disposal, a team of dedicated resources that can be brought to a project to assist in making INVISI-GARD the stainless steel system of choice. This increases our Brand profile, establishes INVISI-GARD as more than just a home security solution, and most importantly, grows your business!!

Many thanks to the teams at Hutchinson Builders and NGA Commercial Glazing for your assistance and persistence.

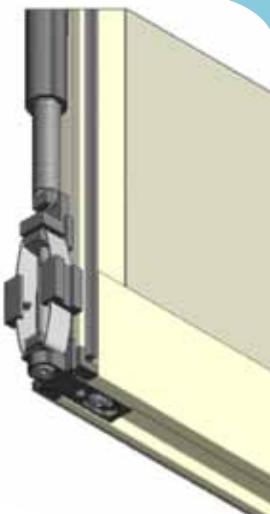
See you in the next issue.

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



# Carinya update

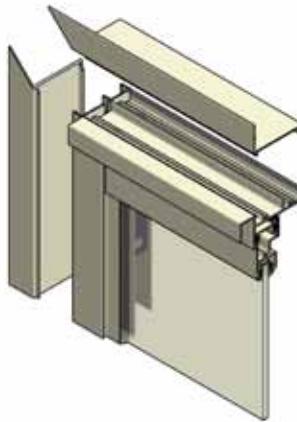
In our Winter edition of connected we went into detail unveiling our new Carinya Classic Sliding Door. In this edition, we would like to draw your attention to our Classic Double Hung. This product sits within our 50mm platform and offers a cost effective alternative to our much talked about 92mm Select Double Hung. Double Hung windows provide flexible ventilation options, ease of cleaning and have been a favourite choice of Australian builders and home owners.



## Design and Performance

The Carinya Classic Double Hung has been designed to accommodate single glazing up to 8.38mm utilising adjustable spring or spiral balances. Unlike some competitor products, this window has been specifically designed to accommodate screens at the head and sill, allowing a cleaner and more secure screen option.

The Carinya range of couplers allows easy adaptation to 50mm or 92mm platforms, allowing for integration with fixed lites and all other products within the Carinya suite. Another feature gaining positive feedback is the ability to use our Face Fix Adaptor across all products in the range, both 50mm and 92mm, including Sliding Door and Sliding Window.



## Hardware

The Classic Double Hung was originally designed for use with spring balances, though with a small modification to tooling we can also provide the option for spirals if this is our customers preference.

Like other Carinya products, our proprietary corner blocks provide a strong and stable sash, reducing movement and possibility of air or water penetration. Spring balances are available in a range of lengths and weight range, combining with adjustable feet to control movement of the sash.

Fin seals are used around all sashes, acting as insulation to prevent drafts, dust, light and water from penetrating the window system.

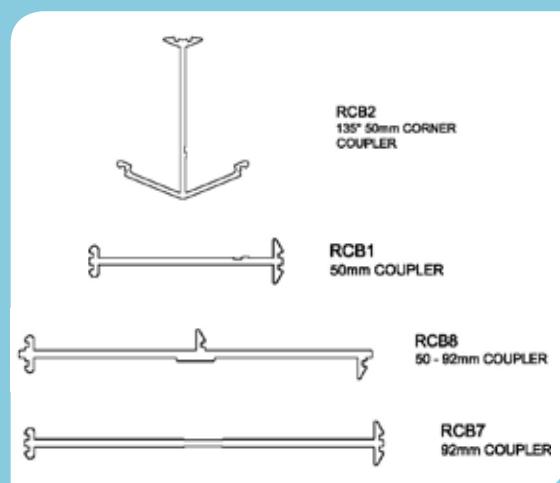
Locks are available in both locking and non-locking options.

## Specification - Classic Double Hung Window

Maximum sash height : 1090mm  
Maximum sash width : 1000mm  
Maximum sash weight : 20kg  
Glazing : Up to 8.38mm

## Carinya Couplers – Now Available

The initial range of Carinya couplers are now available in our branches holding residential stock. This flexibility allows for complete design choice and interaction between the 50mm and 92mm platforms, including Bay Windows and custom designs.



Please keep up the interest and support in Carinya, as our team travels nationally around the branches and amongst our new Carinya Dealers. Our next issue of connected will update our exciting marketing news, including brochures, website and Dealer Locator, as well as some information on our current Carinya Dealers.

Sean Russell – Residential Window Manager



# specification

James Natter  
National Specification Manager



While the specification movement continues to travel across the country side I thought I would take time out to make mention of a particular project which has been rather close to me for the past three years. Inmark Tower in Sydney has been completed and is already 90% sold. Organisations involved with this project were as follows.

- Architect – Project Architecture and PTW
- Builder – Parkview
- Fabricator – Martifer Aluminium

Systems used –

- ALSPEC Commercial Sliding Door double glazing,
- Hunter 150mm flush-glazed framing double glazing,
- AS85 50mm awning sash double glazing

Before Specification became involved with this project there were three companies involved in discussions. None of which were customers of ALSPEC. Simply put this meant ALSPEC would not have had any opportunity to even quote on this development. After initial discussions with Parkview all ALSPEC systems were accepted as products worthy of the buildings strict thermal and acoustic requirements. Specification was then allowed to engage two Sydney fabricators to tender. Fortunately for ALSPEC, Martifer Aluminium were successful. Due to this result and together with the past three years of brand awareness, ALSPEC are now a regular consideration for projects just like Inmark.

Watch out for Arc and Mecca nights in Sydney, Brisbane, Sunshine Coast, Melbourne, Darwin in the coming months.

# customer corner

Malibu Screens  
John DeGraaf (owner)



## **How long has Malibu Screens been established?**

Since October 1996, our first office was in Capalaba, QLD.

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

Anything that has difficulty written on it!!!

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

- RAAF at Amberly
- Renaissance Retirement Village
- Mount Cotton located in QLD (as featured in photographs above) using ALSPEC's INVISI-GARD security system.
- We also like to use ALSPEC's CityScape Aluminium Shutter System.

Before INVISI-GARD we were buying Crimsafe wholesale and found that we were attending to too many customer service calls on the product so decided to make the product ourself but using INVISI-GARD.

## **Why is Malibu Screens so successful?**

We are willing to go that extra mile when it comes to customers needs and getting the job done.

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

We started using ALSPEC products from day one! ALSPEC has a large range of various products to choose from enabling us to design a product that is pleasing to the customers needs. As well as a great Rep to back up our requirements willing to go that extra mile when needed.

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

What does relax mean?? I love to spend my weekends with my wife of 28 years, she is my driving force.



# spot light

## Helen Bakker

Projects & Inventory  
Administrator

Melbourne Branch

### What was your first job?

Left school at age 15 (under protest) to work in my fathers nursery growing flowers. Hence my love for gardening.



### Most exotic place ever visited?

I would have to say China. I visited China on one of the very first ALSPEC tours when I was working at the Brisbane branch. Also within Australia - we loved Cairns & our holiday at Port Lincoln, South Australia. Amazing scenery and coastal views.

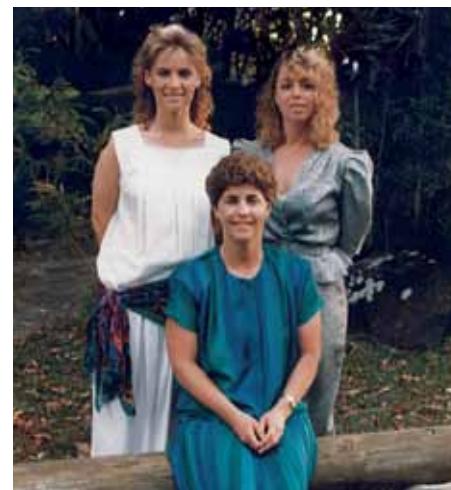
### Ever had a brush with fame?

Not really - unless you count the time we stayed at the very same motel that Prince Charles and Lady Di stayed in at Moree outback NSW on their visit to Australia a long time ago (although not at the same time).

### What would you like to do now?

#### Why?

I would like to keep doing exactly what Im doing now. I find my job to be both interesting and challenging - certainly keeps the brain active! One previous ALSPEC manager called me his "most pedantic employee" - a trait that certainly comes in handy in my role.



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

From a very young age I have always wanted to be a teacher or a nurse.



### Favourite Past time? Hobby?

When I find the time I love gardening, walking, knitting, reading, crosswords and puzzles. Might have to wait till I retire to fit them in.

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

Not many at ALSPEC would be aware that I was the fastest runner at Primary school. I was nick-named "Pharlap" by those who could not keep up with me. Also held a few records in High School for short distance running and long jump. Loved all sports and was a member of the senior hockey team as well. Also...we ran a very successful business in Brisbane manufacturing security doors, awnings and blinds and was one of ALSPEC's first customers when they opened in QLD.

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

I would hope that I will be retired and living in Bayside Brisbane with Steve (my Partner) who also works for ALSPEC in the warehouse. In fact, he will notch up 24 years this October. It will be nice to be near my children, grandchildren and all Steve's family.

# Killara



## French Door and Dual Point Lock

Exclusive to ALSPEC the “KILLARA” door furniture represents the highest standard in Residential and Semi Commercial Door Hardware and combines innovative Australian design and quality manufacturing.

The Killara Door Furniture has been designed to provide a quality option to suit the Hawkesbury Multi Fold Door and French Doors. Killara door furniture also suits the Hawkesbury Plus with integrated screen.

The stylish French door lock is available in kit form with the ‘Xtra’ feature that shows lock status indication. Not only is this a point of difference, it increases the functionality of the lock enabling internal snubbing for safety mode and clearly shows whether the door is securely locked.



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