

Connected

ALSPEC NATIONAL NEWS

alspec[®]
ALUMINIUM SYSTEMS
SPECIALISTS



FABIAN COULTHARD VISITS ALSPEC BRISBANE



ALSO:

CUSTOMER CORNER

CABLE BEACH GLASS, BROOME WA

INVISI-GARD

X IS FOR EXTREME

CARINYA FEATURE

125MM SELECT HINGED DOOR

STAFF INTERVIEW

SPOTLIGHT ON NATARA MOZER, QLD

SUMMER 2012/2013

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SALES & MARKETING UPDATE

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

Inside this edition you will find our regular updates:

- Customer Corner with Cable Beach Glass, Broome WA
- Spotlight On Natara Mozer, Paintline Leading Hand
- INVISI-GARD with Phil Esteban
- Carinya Residential Windows with Sean Russell

We are very pleased to advise that we are about to have our fourth powder coating line commence operation in our new warehouse extension in Perth. This new line gives ALSPEC greater presence and capacity in powder coating around the country than any other business. We are delighted to bring a credible alternative to the Perth market for powder coating as we feel the WA market has been under-serviced for powder coating for many years. Garry and his team are absolutely committed to bringing a level of service to finishing in WA beyond any that has previously been experienced. This service will be of particular assistance to our growing network of Carinya dealers in the West Australian market.

Phil elaborates in this edition on our new addition to the INVISI product range, our INVISI-MAXX heavy duty screening system. This has recently been tested in an independent lab to 44m/second impact, which is the highest possible requirement under the new wind load standards. This is a fantastic achievement, made better still by the fact that it is achieved with our patented retention system and without the use of screws. This means that not only will INVISI-MAXX resist the highest levels of impact, it is also easy to manufacture and will last for many years without the inherent risk of corrosion that is found in other systems.

In recent months, we have introduced some new additions to our product range, the McArthur 150mm Offset Pocket system and an ecoFRAMEplus 76mm double glazed centre pocket to complement the View-Max double glazed window. We are about to release our completely upgraded Commercial Sliding Door, which will be re-badged as ProGlide. The ProGlide system has greatly enhanced water performance as well as an unmatched range of sash options, including the ability to take thick glass for acoustic performance as well as dedicated double glazed sashes and beaded sashes for on site glazing.

Our Carinya dealer network gets stronger each month. The big news in the last few months is the launch of our brand new Carinya hinge door. Sean provides some detail on this new door in this edition. It complements the existing Carinya range beautifully and has been extremely well received by dealers. In particular, we are very happy with the well resolved hardware options that we can offer on this door. This adds significant value to the Carinya dealers when they are promoting this product.

To conclude, we would like to wish all of our customers and their families a very Happy Christmas and a prosperous New Year. As always, we appreciate your ongoing support this year and look forward to a great year in 2013.

Barry Lunn
National Sales & Marketing Manager



FABIAN COULTHARD

VISITS ALSPEC BRISBANE



Team Lockwood and Fabian Coulthard from the Brad Jones V8 Supercar Racing Team visited ALSPEC's Loganlea site in Brisbane recently.

Following a BBQ breakfast cooked by Denis Valetic (Branch Manager – ALSPEC) and Terry Macpherson (Sales Representative – Lockwood Security Products), all staff gathered around the replica #14 Lockwood Racing Commodore before Fab arrived for some fun and games. Winners included Racquel Coy, Andrew Chambers and Derek Neuschulz.

Fabian stayed a little longer to answer questions and sign memorabilia; including our Lockwood Assa Abloy Racing Tees, supplied to all ALSPEC Brisbane staff by the Lockwood Marketing Team. Fab even signed a couple of glove boxes – but don't worry Brendan – they were staff vehicles, not the company cars!

Staff and management of ALSPEC Brisbane wish to thank Scott Hannay (National Account Manager – Lockwood Security Products) and of course, Fabian Coulthard and the Lockwood Racing Team for a great way to start the day. Best of luck for the rest of the season.

Conrad Nelson
Sales Manager, Brisbane

CUSTOMER CORNER

Cable Beach Glass, Broome WA

Dion and Shimah Monola commenced business 15 years ago from very humble beginnings to become one of the major fabricators serving the North West of Australia enduring a vast range of required products as they are servicing some of the harshest code requirements in Australia.

Why is Cable Beach Glass so successful?

Our commitment to service and quality to “get the job done” is achieved with strong close personal relationships with staff, clients and suppliers paving the way. We are always keen to embrace new products and challenges as our business continues to grow.

Why do you use ALSPEC?

We have a good personal relationship with the ALSPEC sales team, in particular the working relationship regarding compliance of the ALSPEC products, particularly for our region C.

What is your area of expertise?

The range of products offered include Residential products including Windows, and Doors, Robe Doors, Shower Screens and Security Products ensuring compliance to all Australian Standard and regional codes.

Prominent Projects:

Some of the many projects completed include Broome Civic Centre, Dampier Terrace commercial property, 4 new builders residential display homes at Waranyjarri Estate display village (Broome North).

How do you relax on weekends?

Being based in Broome offers many ways to relax including fishing, football and drinking beer to name a few.



STRIVING TO BECOME THE NATIONS MOST SPECIFIED ALUMINIUM SYSTEM SUPPLIER

Whilst many competitors have scaled down specification resources during the last 12 months, ALSPEC has continued its commitment in becoming the nations most specified aluminium system supplier.

Backed up by our dedicated R&D and Marketing Team our National Specification Team has the resources available to provide the highest level of service assisting the architectural community.

12 months in this role has allowed me to lay the foundations for growing relationships with Architects and Designers in Adelaide, cementing ALSPEC as a known, respected and trusted aluminium systems supplier. Something we already knew, but was foreign to the broader architectural community.

Through the continual support from Adelaide's team of Sales Coordinators & Area Managers, our eyes and ears in the field, I am being provided with the information required to determine which Architects require the most immediate support from ALSPEC.

The conversion rate of receiving repeat phone calls, meeting requests regarding new projects, from the result of an initial meeting is extremely positive.

One major architectural firm has specified us on 2 major projects since our initial meeting 6 months ago. In this meeting the Architect looked at David Stagg and myself and said "I thought ALSPEC only did partitioning?" A hard pill to swallow! This process has confirmed my belief when entering this role, that Architects are no different to any of our customers. All they want is service and support in helping them be successful.

I look forward to providing this level of support, whilst presenting many exciting, new, innovative systems in the next 12 months to Architects and Designers to continue our goal to stay Australia's no.1 aluminium systems supplier.

Luke Hodgman
Business Development Manager, SA



Beachpoint Apartments, SA

IS FOR EXTREME

Hi Invisi-Gardians,

Welcome to the Summer Edition of our Connected Newsletter. For some Australians, Summer means a short respite from work and the opportunity to spend time with family and friends, recharging the batteries before facing it all again. For others on the other hand, it's a time when we "enjoy" the benefits of living in the tropics and the weather that normally accompanies our geography.

There is a widely held belief that weather events are becoming ever more extreme, and even if you don't share that view, it's difficult to argue that tropical cyclones aren't amazing in their ferocity.

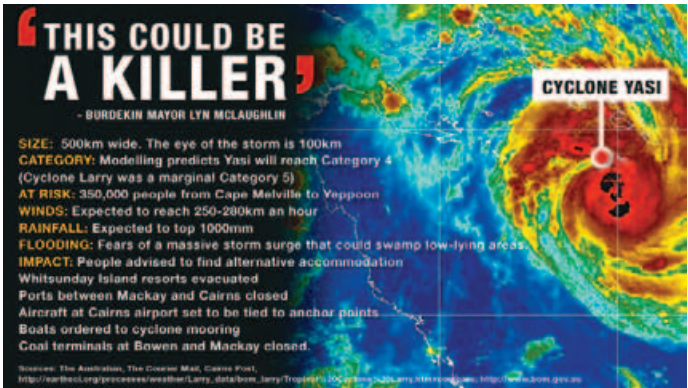
The Northern Coast of Australia, in particular the North West Coast of WA, the top of the Territory and the North Coast of Queensland see major cyclonic weather on a yearly basis, and when one of these beasts crosses the coast, the havoc it brings and the ongoing effects to these communities is difficult to measure.

The reason for the longer than usual intro is to let you know that the Australian Standard for Wind Loads AS1170.2, particularly in cyclonic regions, is undergoing dramatic change.

In terms of screening openings to resist cyclonic debris impact, the performance requirements have increased astronomically.

The impact test requires us to be able to resist an impact from firstly a 4kg piece of hardwood fired at a particular velocity dependant on geographic regions followed by an impact from an 8mm round steel ball fired at the same speed.

"Resist" means to keep both the missiles from getting through the screen, and absorbing enough energy so that the glass behind the screen stays in its frame and intact even if it is fractured.



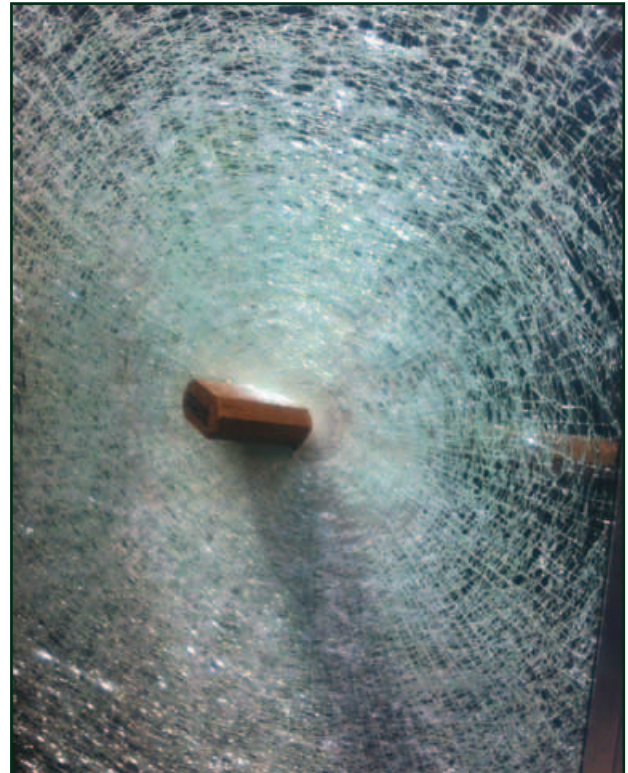
The Standard is already referenced in the BCA 2012 along with the previous version, however BCA 2013 will only reference the new AS1170.2 2011. The dates are confusing I know, but we're ready now for the changes ahead.

The velocity required in the previous standard used to be 15 metres per second (m/s).

The new standard where impact is specified will require us to use a velocity of up to 36 m/s for residential housing and 44 m/s for public shelters and emergency assembly buildings.

For those of you who are more technically minded this equates to debris impact speeds of 130km/hr and 159km/hr respectively, and correlates with actual wind speeds of well over 300km/hr. In energy terms these are impacts of 2,592 Joules and 3,872 Joules. Remember that the impact energy in the normal security standard is five impacts of 100 Joules, it really puts things in perspective doesn't it?

The photo on the right clearly shows the effect of the massive impact of the hardwood on unscreened glass. Keep in mind that the glass shown is impact glass (of insufficient resistance) and not stock standard float or lam.



The good news is that ALSPEC has been working hard at achieving these performance criteria, and we are in a position to cater to these requirements with our INVISI-MAXX stainless steel screening solution.

INVISI-MAXX
MAXX SECURITY. MAXX PROTECTION

The system is similar to INVISI-GARD, but very much beefed up with larger and thicker extrusions and components. We have maintained our tried and tested methodology in that our system, unlike some others, still does not use any mechanical fixings to retain the mesh in the frame nor does it increase the labour time to fabricate. As always, the system has been extensively tested and approved by a NATA accredited third party.

The INVISI-MAXX system is by no means a replacement for INVISI-GARD, which continues to be the premier brand in the residential security market and which we will of course continue to support, rather it is an addition to the INVISI range for extreme performance requirements.

For those of you in non-cyclonic areas, the INVISI-MAXX product might be an option for applications requiring much higher security performance requirements such as correctional facilities or government facilities.

For those of you in cyclonic regions, you now have a product that meets these most stringent requirements. Stay safe this cyclone season!

If any of you would like further info on INVISI-MAXX, feel free to call me or speak with your Area Manager. Remember the X is for extreme, X is for Maxx.

Cheers until next time,

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

We are pleased to see active Dealers in every Branch around the country.

Our focus is now on signing new Dealers whilst assisting current fabricators with new and existing products. We have some exciting products under development, including a residential bi-fold door, and the recently released 125mm Select Hinge Door.



CARINYA

125MM SELECT HINGED DOOR

The release of the 125mm Hinged Door utilises new sash materials with the existing Air-Flo range of framing. This allows an integrated screening rebate for the door, as well as louvre side lites and fixed framing options.

We have continued the Carinya design into the sash material, with radius rails and beads, matching the Classic Sliding Window and Door for a consistent look.

The standard stiles exhibit a modern appearance, with the 85 x 40mm panels allowing a large selection of lock hardware, including up to 40mm backset.

The pocket allows glazing of up to 10.5mm single glazed and 24mm double glazed. The inclusion of screw flutes in the rails offers the fabrication option of either basic screw fixing, or by using exclusive spigots for added strength.

125mm Select Hinged Door at a glance:

- ▶ Glass up to 10.5mm single glazed and 24mm double glazed.
- ▶ Open in or out configuration.
- ▶ Custom stiles for a range of lock options including 4 Point.
- ▶ Killara furniture available as standard, including Dummy Handle option.

125mm Select Hinged Door Features:

- ▶ Integrated screen door rebate.
- ▶ Custom setting blocks assist in positioning glass for consistent 12mm coverage, simplifying one glass size in both single & double glazing.
- ▶ Captive wedge for ease of glazing using ALSPEC standard wedges and gaskets.
- ▶ Drainage holes easily drilled to allow for water egress, covered by sill baffle.
- ▶ Recess channel in sill caters for multi-point locking without the need of extra holes to accept flush bolts.
- ▶ Optional screw fix or spigots. End caps conceal holes in stiles.
- ▶ 125mm Wheelchair threshold available.
- ▶ Lock and meeting stiles designed for Optimum Lock face plate for ease of fabrication.



LOCK HARDWARE



CARINYA
MASTER KEY

The stiles have been designed to accept a Lockwood Optimum lock with Killara furniture as standard. These are simply sold in kits with the cylinder separate, ideal for the fabricator and allow keying alike within the Carinya Master Key System.

You can simply key your hinged door to sliding window, awning window, sliding door and security door. Commercial locks can also be used, such as a Lockwood 3P82, also sold in kits through ALSPEC.

Please continue the strong interest in Carinya products as we look forward to presenting new products in the next issue of Connected.

Regards,

Sean Russell
Carinya Product Manager

SPOTLIGHT ON...

Natara Mozer

Paintline Leading Hand, QLD

Q: What did you want to be when you grew up?

A: I wanted to be an actor. I used to play all the lead roles in high school and received the Drama award two years running.

Q: What would you like to do now? Why?

A: If I wasn't working I would love to be travelling. My bucket list seems to be growing at an exponential rate and it would be great if I could knock a few things off it.

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

A: I am a published writer. I love writing and discovered a knack for it when I was studying a Bachelor of Arts in my twenties, I then went on to study a Diploma in Freelance Journalism. I would love to return to it eventually.

Q: What was your first job?

A: My first job was as a kitchen hand/waitress at a tea house when I was 15. I loved the extra money but hated the work. I had more important things to be doing, like rehearsing lines for upcoming plays.

Q: Favourite past time? Hobby?

A: I am currently studying a Bachelor of Science at RMIT and between work and study I don't have a great deal of time on my hands. However, when I do, it is usually taken up by reading or drinking beer (sometimes, concurrently).

Q: Most exotic place ever visited?

A: The Devil's Golf Course, in Death Valley, CA, USA. It is unlike anywhere imaginable. It is a large salt pan that was once a lake but has since evaporated leaving behind halite salt crystal formations. It is said that only the Devil can play golf on its surface.

Q: Where would you like to be in 10 years time?

A: I would like to be gallivanting around in some random and exotic location, either discovering new species of insects, or studying the evolution of known ones.

Q: Ever had a brush with fame?

A: I once bought Sarah McLeod (the lead singer of Aussie band The Superjesus) a glass of wine and took it up on stage to her while she was performing. She was very grateful and proceeded to sing a song about me. It went a little something like "Oh Natara, how I really love Natara" but it then quickly devolved into the Nutella jingle.



I am a published writer. I love writing and discovered a knack for it when I was studying a Bachelor of Arts in my twenties...



ALICE SPRINGS

Aquatic & Leisure Centre

Achieving the challenge of constructing the 9m high windows makes this project a stand out for all those involved.

The design and manufacture of stainless steel supports brackets to anchor the Hunter Flush Glazed Framing back to the steel has allowed the desired U Values and SHGC to be achieved.

Neata Glass excelled in making sure penetrations for slippery slide were in exact location as slide was not on site during framing installation. The positioning of frames had to be worked out off of the building grid lines.

A terrific result for all involved and the city of Alice Springs.

Architect: Tompkins MDA Architects

Engineer: Geoff Ninnies Fong & Partners

Builder: Sitzler Bros

ALSPEC Fabricator: Neata Glass & Aluminium

ALSPEC system used: 150mm Hunter Flush Glazed Framing

Glass: 10.38mm Comfort Plus, Super Blue

Colour: Duratec Charcoal



TROPICAL ALSPEC

In recent months, the ALSPEC business made a commitment to facilitate a presence within the North Queensland region through establishing a distribution facility in Townsville.

We are pleased to announce that we have secured an established site within Townsville's main industrial precinct at 28 Camuglia Street, Garbutt. The branch is scheduled to be operational by early November 2012 and can be contacted by phone 1300 ALSPEC (257 732), by fax 1300 131 747 or by emailing: townsville@alspec.com.au.

We have been encouraged by the level of interest from within the marketplace as we prepare to introduce a range of high performing innovative framing solutions that will satisfy the performance criteria of the North Queensland region.

In preparation for the arrival of these new and exciting products we would encourage you to visit our interactive website www.alspec.com.au and click on the REGISTER NOW icon to register as an ALSPEC partner to develop an understanding of how these products can complement your existing businesses.

ALSPEC Townsville will have the ability to support the North Queensland region through access to the companies full complement of products and services such as,

- > Product Specification
- > Software Support
- > Die / Shape Development
- > NATA Certification Compliance
- > Product Specific Marketing Collateral
- > Extrusion Supply & Finishing




















If you would like to know more or gain access to samples of some of these exciting new systems, please contact me on 0449 903 100.

Laurie Pountney
Branch Manager – Townsville



NEW RELEASE ALSPEC EXTRUSIONS

At ALSPEC we are continually responding to our customers requirements for new sections. Once sections are approved we publish Tech Memos which are immediately made available on the ALSPEC website. Below is a summary of new extrusions and components that have been released in the last few months.

	AS106E END CAP Customer Technical Memo 145		AD1024 BOTTOM TRACK BASE Customer Technical Memo 151
	VM62 DOUBLE GLAZE RAIL Customer Technical Memo 147		AS74 150mm PLAIN FRAME Customer Technical Memo 152
	VM63 D.G. D.H. SASH RAIL Customer Technical Memo 147		AS103F FEMALE MULLION Customer Technical Memo 152
	VM64 D.G. INTERLOCK STILE Customer Technical Memo 147		AS140 40mm FACE SUB HEAD Customer Technical Memo 152
	VM66 D.G. PLAIN STILE Customer Technical Memo 147		AS141S 100mm SLOTTED SUB SILL Customer Technical Memo 152
	AS28S SLOTTED SILL Customer Technical Memo 148		ASGC16 D.G. CHANNEL BASE Customer Technical Memo 152
	APT56S ALTITUDE HOLLOW SILL Customer Technical Memo 150		APT61 DISABLED ACCESS SILL Customer Technical Memo 152
	AD88 SLIDING DOOR JAMB Customer Technical Memo 151		ECO274 150mm H.D. SPLIT MULLION Customer Technical Memo 152
	AD89 JAMB INFILL Customer Technical Memo 151		ECO275 150mm H.D. SPLIT MULLION Customer Technical Memo 152
	AD1023 BOTTOM TRACK BASE Customer Technical Memo 151		

Please note: A copy of all CUSTOMER TECHNICAL MEMO'S can be found on the ALSPEC website home page by clicking on CUSTOMER TECHNICAL MEMO's under LATEST NEWS.