

Connected

ALSPEC NATIONAL NEWS

alspec[®]
ALUMINIUM SYSTEMS
SPECIALISTS

INVISI-GARD

Mesh Myths Busted

CARINYA FEATURE

Carinya Classic Awning

CUSTOMER CORNER

Exclusive Aluminium, WA

STAFF INTERVIEW

Spotlight on Chris Bisset, SA

PLUS

Operations Update

New Townsville Branch

WINTER 2012

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Welcome to our Winter 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 Exclusive Windows, WA
- Spotlight On Chris Bisset, SA
- Invisi-Gard with Phil Esteban
- An update on Carinya Residential Windows from Sean Russell

Earlier this year we were delighted to go to air with TV and radio advertising featuring Danny Green as the spokesperson for Invisi-Gard. This advertising was received extremely well and resulted in significant activity and leads on the new Invisi-Gard website as well as substantial volumes of calls from consumers to dealers asking about Invisi-Gard. Danny is a great ambassador for our brand and we look forward to continuing to work with him over the coming year.

Danny featured for Invisi-Gard at The Block Live exhibition in Sydney in June. In addition to promoting Invisi-Gard; Danny, along with Dr Samantha Bendall from CareFlight, was on the main stage talking about the dangers of children falling from windows. This was a great opportunity to highlight this safety issue to the general public.

Programming of the latest version of V6 is almost complete. Included in the new release will be all of our ALSPEC commercial systems, all Carinya windows and doors as well as some new ALSPEC systems including the long awaited update to our Hunter Flush Glazed System, an update to our Commercial Sliding Door and the new ProTilt Awning/Casement system based around the Truth hardware.

In the last 12 months we have also been working hard to update our systems to meet C4 Cyclonic requirements as well as impact resistance for the busy market in the North West. We now have a range of systems tested to C4 conditions and above. If you have requirements for work in these areas, or any other areas with Cyclonic requirements please ask your Area Manager for more details.

As we go to print with this issue we are in the process of installing a second test rig in our R&D facility in Loganlea, Brisbane. This test rig will enable us to test to Ultimate pressures in excess of 10kPa so that we can really ramp up our product offer for Cyclonic areas. It will also give us greater capacity to test more products and respond to specific large project opportunities where testing is required.

Our Carinya dealer network is continuing to grow with dealers now active in all states. We are releasing new products for this range and adding to existing systems as we go. In this issue you will see an article outlining the benefits of the Carinya Classic Awning Window. This product has been received very well by the market. It is simple to fabricate and offers the ability to do double glazing as well as offering the opportunity to do large sashes. We are on the lookout for quality fabricators in all regional towns in Australia. If you would like to be the Carinya dealer for your town, please talk to your Area Manager now.

We would like to thank all of our customers for their continuing business, as always it is greatly appreciated and never taken for granted.

Barry Lunn
National Sales & Marketing Manager

ALSPEC PRODUCTS FEATURED ON

GRAND DESIGNS AUSTRALIA



Series 2 Episode 1 Brighton Sixties

A number of ALSPEC products were used in this unique project. This episode follows Nick and Anna McKimm as they build their sleek, modernist, 60's inspired family residence on a large, half acre block in Melbourne's bayside suburb, Brighton.



Series 2 Episode 7 Stonyfell Watertank

In this episode Mike Dare and wife Lowen Partridge decide to put a couple of water tanks in their new house. But these are tanks with a difference. Massive, custom designed steel anchors that support the house above the ground.



Series 2 Episode 8 Yellingbo Artists

Art teacher and sculptor Laurie Smith and his wife Renee Hoareau are both zealous art lovers. Their vision is to create a modernist cube shaped construction of steel, stone and glass that celebrates and pays tribute to some identifiable artistic references.

▶▶▶ SEE ALSPEC.COM.AU FOR DETAILS

THE BLOCK
COMES TO
LIFE!



INVISI-GARD & DANNY GREEN AT THE BLOCK LIVE EVENT

SYDNEY SHOWGROUND
22-24 JUNE 2012

INVISI-GARD exhibited at Stand A36 in the Building & Interiors section.

Danny Green, World Boxing Champion and INVISI-GARD Brand Ambassador was at the show on Saturday 23rd June.

11:15am

Danny and a Careflight medic conducted a seminar on the dangers of children falling from windows.

1:45pm

Danny was on the main stage with The Block team, competing in a wood sawing challenge with the show's contestants.

SYDNEY
SHOWGROUND
SYDNEY OLYMPIC PARK

THE
BLOCK
LIVE 2012
HOME & LIFESTYLE IMPROVEMENT

SYDNEY
22-24 JUNE 2012
SYDNEY SHOWGROUND,
SYDNEY OLYMPIC PARK

CUSTOMER CORNER

Exclusive Aluminium, WA

Established 20 years ago, 2 of the original 3 partners, George Brigatti and Graham Miller, are still involved in the day to day running of Exclusive Aluminium.

Why is Exclusive Aluminium so successful?

We encourage our fabricators and installers to take pride in their workmanship, which results in a lot of repeat business.

What is your area of expertise?

We specialise in up market homes and some commercial work. Automatic entry door units are also one of our specialties.

Why do you use ALSPEC?

We have found that ALSPEC carry a good range of products, that are usually readily available.

Support by their representative (Stewart Wimmer) is always available which is important to our business.

Prominent projects:

Presbyterian Ladies' College.
Multi Sports Facility. Peppermint Grove – Sun Louvres.
Architect: Marcus Collins.

Hasler Road Office Osborne Park.
5 floors of Carpark screens. Architect: John McKenzie & Associates.

Blackwall Reach Parade Bicton.
Luxury home. Winner of Building Designers Australia WA Chapter award for 2011. Windows & doors. Don Taylor Design Associates.

Odern Crescent Swanbourne.
Luxury Home. Windows & doors. Architect: Ross McAndrew.

How do you relax on weekends?

Graham is still playing Hockey – Australian rep for over 50's. Planning on building a new home.

George has finally given up working on weekends, but has found himself with plenty of painting, building walls etc on their property in York, followed by a few stabbies.



MESH MYTHS BUSTED

CLAIM 1

Galvanised mesh is heaps cheaper, lasts just as long, and won't corrode because it gets powdercoated.

The only thing that is true about the claim is that it's cheaper. A picture tells a thousand words so this photo shows a powdercoated galvanized piece of mesh compared with a sample of Invisi-Gard in frame, and also a small sample of our mesh unframed in the foreground.

Both had undergone accelerated ageing in a salt spray booth for a total of 2000 hours. The results are clearly evident.



CLAIM 2

Marine steel has a higher rust resistance than naked 304 when immersed in salt water.

The answer is that GR316 doesn't have to be immersed in salt water, it always has a higher resistance to corrosion than 304 and is in fact the main reason people choose it.

CLAIM 3

The advantage of choosing GR316 over lesser grades disappears when the product is powdercoated, as this treatment forms an impermeable coating which means you get a total corrosion resistant system.

In fact, all powdercoating is porous and allows the ingress of pollutants and contaminants to the base material. It is then up to the quality of the pre-treatment and the base material itself to provide corrosion resistance. Invisi-Gard sources its mesh and undergoes the same powdercoating treatment as many of the leading brands, while increasing resistance corrosion by virtue of our choice of only GR316. Finally, if you still believe the powdercoating is impermeable review the photo relating to claim 1 and remember the gal mesh was powdercoated prior to the test being undertaken.

CLAIM 4

The big advantage that GR304 brings to the table is its strength. It has a higher tensile strength and elongation factor than 316.

The grade difference is mainly due to the chemistry of the steels, not the mechanical properties. In fact, the mesh used in Invisi-Gard has a pre-woven wire tensile strength some 100 megapascals higher than the 304 material. As far as elongation is concerned, a finished Invisi-Gard mesh product will withstand a deflection of 200mm without breaking, more than enough to cope with any security application.

CLAIM 5

Some competitors claim that they don't build boats.

Well, neither do we.

Dear Invisi-Gardians,

Recently I was asked to comment on some claims made by our competitors, and I thought it would be a good exercise to talk through and explain my response.

The claims were mainly to do with our obsession with only using high tensile GR316 mesh in our Invisi-Gard product.

Till next time.

Cheers,

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



INVISI-GARD
316 STAINLESS STEEL SECURITY

CARINYA CLASSIC AWNING





In previous issues we have introduced to you the Carinya Sliding Window and Door as well as the Classic and Select Double Hung's. In this issue we would like to introduce to you the Carinya Classic Awning.

Every aspect of the Carinya Awning has been thoroughly thought-out to create the ultimate awning window, but at an affordable price.

Most importantly, and unlike many other residential window products, the Carinya Classic Awning features a full range of glazing options.

Glass thickness ranges from 4mm right through to very high performance 10.38mm single glazed and up to 18mm double glazed. Carinya is further differentiated from many standard window brands by the fact that no unsightly add-ons are required for thicker glass options.

Besides a modern designer look, the Carinya Classic Awning Window is packed with a multitude of performance features, many of which are simply not available in competing products. A designer bevelled edge frame is standard for Carinya awning and casement windows and a wide sash for high-end residential applications is also available. The integrated hinge design is incorporated entirely within the frame to achieve the clean designer finish.

Flexibility is another hallmark of all Carinya windows. There's a choice of slim line 50mm or premium 92mm frame options.

The Carinya Classic Awning sits perfectly and seamlessly with the complete range of possible adjoining window and door options including over lights, side lights and under lights courtesy of the Carinya suite of couplers.

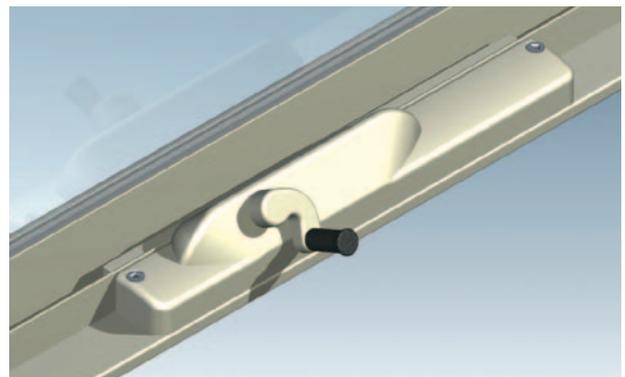
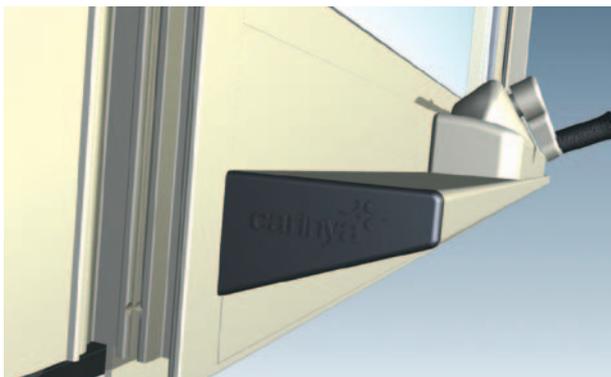
The integrated 50mm sill allows for a stable base for your winder, allowing concealed fixings and comes complete with stylish end caps. The Carinya chainwinder is available in standard or restricted opening, depending on the size and application of the sash.

In a casement configuration, stays and cam handles are utilised to provide proven performance. These stainless steel stays offer support and frictional control, catering for a range of sash size and weights for your application.

All Carinya sashes feature a commercially based aluminium corner stake, combined with screw fixings, allowing an extremely strong and durable sash.

Features such as the corner protectors separate Carinya from other awnings on the market, whilst providing a practical and safe solution for your home.

We now have Carinya dealers in all states with many more coming on board soon. If you would like to get on board with the most modern residential window system in the Australian market, talk to your Area Manager now.



SPOTLIGHT ON...

Chris Bisset

Warehouse Inventory Manager, SA

Q: How long have you been at ALSPEC?

A: I have been working with ALSPEC for approximately 6 months, I really enjoy the people and the company culture.

Q: What do you do in your current role?

A: I am currently employed in a role focused around warehouse inventory, my days at work are focused around maintaining system & operational process integrity in and around SCALE in the Adelaide branch.

I have had previous experience with WMS/ERP implementations and really enjoy the challenges surrounding such projects.

Looking back at previous projects in other businesses, ALSPEC have greatly impressed me with its communication, focus and investment in training and infrastructure.

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

A: I have a small love affair with my PS3, as you can imagine my wife & kids are really happy.

Q: What was your first job?

A: Funnily enough my first job was working for an anodising and powdercoating company, that was 18 years ago.

Q: Most exotic place ever visited?

A: Well as sad as this sounds, it would have to be the QLD rainforests, I've lived a sheltered life...

Q: Ever had a brush with fame?

A: Not really, I do have a photo with Craig Lowndes, not sure if that constitutes as fame though.

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

A: Right now I am enjoying life watching my kids grow up, dreaming about the 4WD and caravan I will own when they have moved out...

Q: Favourite past time? Hobby?

A: My favourite past time would have to be fishing, I am only just getting back into it after a fairly long break, in terms of a hobby up until recently I have raced 1:8 scale nitro RC Cars, fun but expensive!

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

A: When I was a young lad I had a fascination with motorcycle racing. I dreamed that I would race motorcycles when I was older, that in reality never came close to happening, I don't even have my motorcycle licence!

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

A: Somewhere in Australia dropping a line and drinking a beer... with my wife of course!



When I was a young lad I had a fascination with motorcycle racing. I dreamed that I would race motorcycles...



SPECIFICATION ROAD TRAIN

Six months is usually a long time but for Specification it has flown with no sign of slowing. Architect nights conducted through Mecca events and our new marketing partner AIS has been absolutely huge. With WA, SA, QLD, SYD, VIC, Hobart, Gold Coast all getting their Spec fix in the first half of this year. Architect activity continues to be strong and keeps us all very busy.

WA activity is extremely busy with Stewart Wimmer doing all that is humanly possible to keep up with it. Many big \$\$\$ projects are being secured by Stewart on a daily basis through Specification and puts the WA branch in a commanding position for the next 12-24 months. Testing of products in the background to meet the ever rigorous requirements of the North WA region continue.

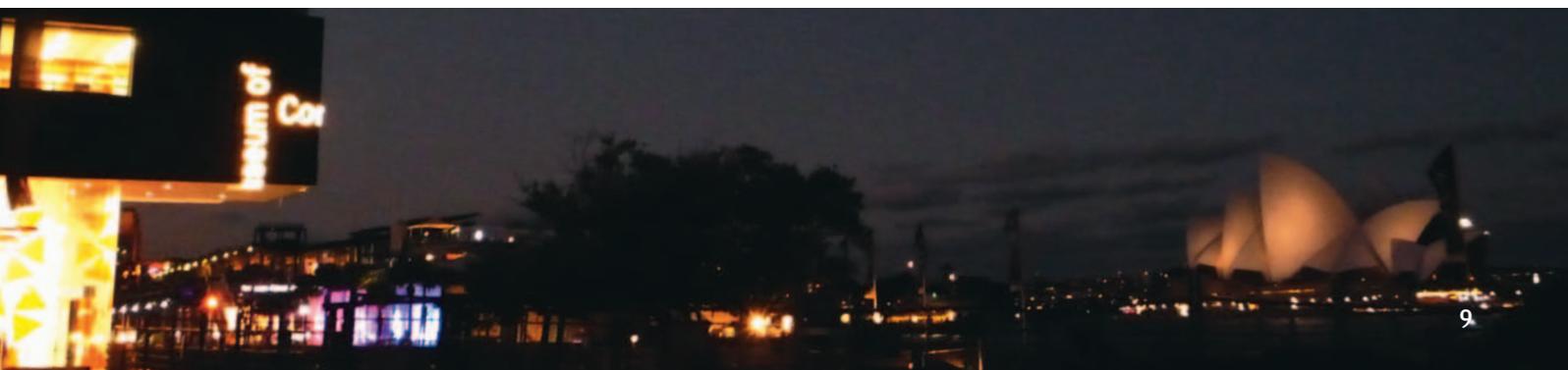
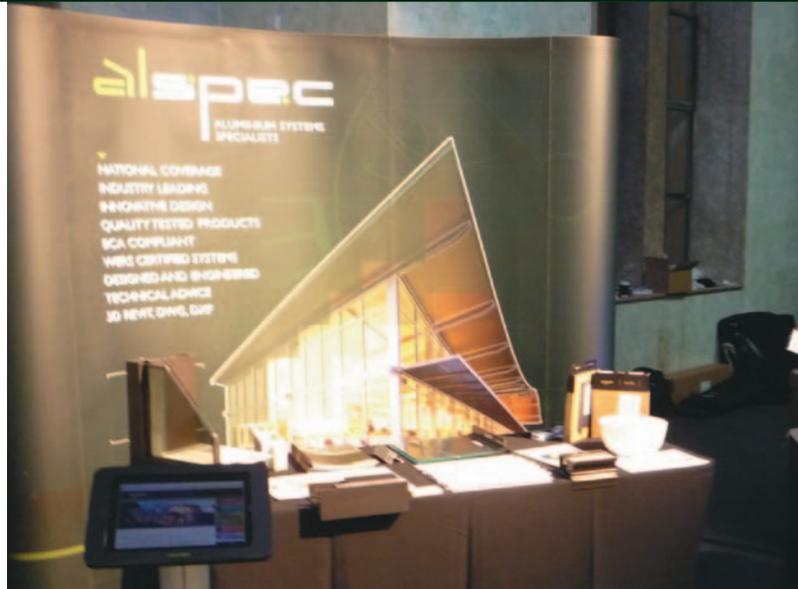
In SA Luke Hodgman continues to dominate his market and in such a short period of time has cemented his spot in the Adelaide architectural community. This has resulted in many recent wins in specification and is sure to continue.

In QLD, Graeme Dwyer is persisting with a difficult market and a long term mindset which has seen architects sticking with old specifications for many years. The feedback is favourable of late with more and more specifiers being relieved that ALSPEC is not only there, but a viable option.

In NSW, there continues to be many projects in the pipeline being worked on to ensure the Sydney team have every chance of securing vital sales which are harder to come by than ever before. More on these as they surface.

For the next six months you can expect to see the Specification road train in NT, Newcastle, SYD, QLD, Townsville, VIC, Hobart and the Sunshine Coast. A big thank you to everyone who has assisted with these nights to ensure they are a giant success, we could not do it without your help.

James Natter
National Specification Manager



Perth Powder Coating

As this edition goes to press we are in the final stages of planning for a powder coating plant to be commissioned at our Perth branch. The building extensions to accommodate that line are almost complete and we have agreed to terms on the purchase of a paint line. This is an exciting new phase for Garry and his team in Perth and continues our strategic approach of being a one stop National aluminium systems supplier.

This, our fourth paint line will be a key asset as we strive to further improve our levels of service and quality of product to the WA market. Whilst we are still in the process of planning the installation of the equipment it is anticipated that we will be painting in Perth by September 2012.

Powder Coat Warranties

Another powder coating related topic that requires some clarification is that of warranty applications. There has been some confusion surrounding the warranty terms, types of powders and the applications for which they apply. The table below aims to clarify the issue somewhat but to summarise; **for a warranty to apply on any commercial application or a building close to the coast a warranty grade powder will be needed [Duralloy and D1000 powders do not have any warranty for such applications]**. Please use this information to ensure that the correct powder technology is applied to the next project that we paint.

POWDER TECHNOLOGY	MANUFACTURER	PRODUCT	MANUFACTURERS WARRANTY	USES
Standard Grade Polyester	Dulux	Duralloy	7 years	Residential buildings up to 3 levels greater than 100m from the coast (BCA class 1 or 10 and no commercial applications)
	Interpon/Akzo Nobel	D1000	10 years	
Warranty Grade Polyester	Dulux	Duratec X15	15 years	Commercial and multi-storey residential buildings
	Interpon/Akzo Nobel	D2010	10 years	
		C2015	15 years	
Fluoropolymer	Dulux	Fluoroset X25	25 years	Commercial and architectural applications. High rise buildings and coastal locations
	Interpon/Akzo Nobel	D3000	20 years	

It is important to note that powder warranties will only be honoured by the powder manufacturers if the paint applicator is licensed to the adequate level; which ALSPEC is for both DULUX and Interpon. There are strict processes that must be adhered to by both ALSPEC and the customer to ensure that warranty certification is approved for a project. Simply using a warranty grade powder does not provide for a product covered by a manufacturer's warranty. Once again, if the application is for a building that is not BCA class 1 or 10 or is close to the coastline, a warranty grade powder and warranty paint application process will be required.

We are continually expanding our capabilities and expertise in powder coating processes and technologies in order to provide the market with the best service and superior quality. Our team of skilled and dedicated powder coating professionals take pride in the product that is produced on the lines. By understanding the powder technologies offered by the manufacturers and their intended applications, we can ensure that the results experienced by the end customers are more than satisfactory.

Wayne Larsen
National Operations Manager

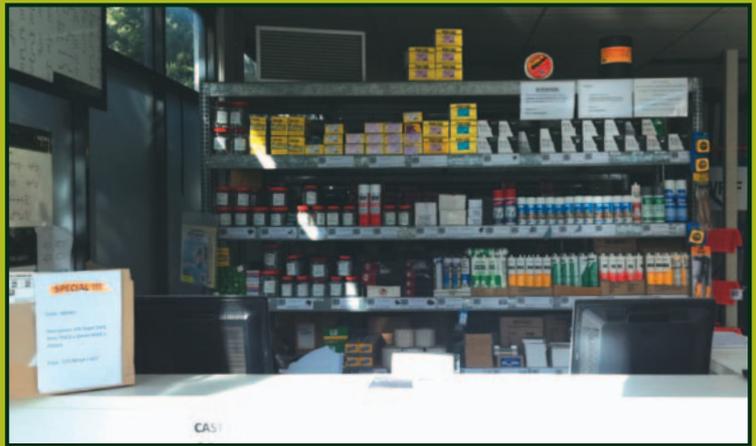
ALEXANDRIA

The Alexandria branch is providing the one stop shop for all of your aluminium and hardware needs! We were recently awarded a project in Bondi Junction that used our exclusive double sided tape machine, of which we installed hundreds of metres onto skirting and flat bar being used as trims. This resulted in our customer installing this quicker which saved them thousands of dollars in labour.

Congratulations on this project which will be photographed and featured in upcoming newsletters.

If you haven't already seen our revamped counter sales area then you are missing out. It has resulted in quick efficient service and product displays to make the dream a reality.

We have all brochures on display as well as Assa Abloy sample boards to see if the window lock or door closer is perfect for your job, full wall charts with one to one scale pictures of each commercial and partition sections, louvre gallery displays, catalogues on a work bench with technical information and labelled sections to test and work out 'will this section do what I require it for on this project?'



TROPICAL ALSPEC



The ALSPEC business over the years has progressively and strategically established operations in most capital cities and territories around Australia. Our network currently has branches located in Sydney, Brisbane Melbourne, Newcastle, Adelaide, Perth and Darwin, which has ALSPEC recognised as one of the largest privately owned National companies within the industry.

The business has recently been experiencing further growing pains and as a result has committed to a presence within the North Queensland region. Whilst all three regional centres, Cairns, Townsville and Mackay were evaluated, it was felt that the North Queensland region could best be serviced and supported through a Townsville based facility, due to its central locality within the region.

Whilst the business is currently in its conception phase, it is hoped that by the time this article goes to print we should not be far away from securing a premise base.

The Townsville operation will support the North Queensland region with a comprehensive range of Industrial Products and Architectural Systems

offering both innovation and performance that will meet and exceed the requirements (including cyclonic) of the local market segments.

Trademarked names such as Invisi-Gard™ Stainless Steel Security Systems, Carinya™ Residential Windows and Doors, Hawkesbury™ Architectural Folding Door, just to mention a few, will all soon be brand names that will become an established part of the North Queensland landscape.

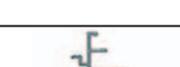
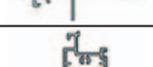
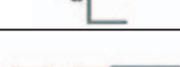
Traditionally, fabricators look for products that are well supported through specification, technology, performance and marketing, products that are innovative and offer a unique point of difference. If you would like to know more or gain access to some of these exciting new systems/suites, please contact me on 0449 903 100.

I would welcome the opportunity for you to become an ALSPEC partner as we work through this process and look forward to providing you with further updates as we start to build our North Queensland based business.

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 that have been released in the last few months.

	ECO116 FEMALE STRUCTURAL MULLION Customer Technical Memo 137		AS49 90 DEGREE FIXING ADAPTOR Customer Technical Memo 139
	ECO117 MALE STRUCTURAL MULLION Customer Technical Memo 137		AS522 76mm NARROW FRAME Customer Technical Memo 139
	ECO122 STRUCTURAL GL. TRANSOM Customer Technical Memo 137		AS135S 100mm SUB SILL Customer Technical Memo 139
	ECO119 INTERNAL GLAZE TRANSOM Customer Technical Memo 137		AS885 BEVELLED AWNING SASH Customer Technical Memo 139
	ECO120 INTERNAL GLAZE BEAD Customer Technical Memo 137		AF31 McARTHUR ADAPTOR Customer Technical Memo 139
	ECO251 76mm DG MAINFRAME Customer Technical Memo 138		VS031 ALT. SEMI-FRAMELESS STILE Customer Technical Memo 139
	ECO252 76mm DG SILL Customer Technical Memo 138		AP014 FEMALE DBLE POCKET MULLION Customer Technical Memo 139
	ECO253 76mm DG BEAD Customer Technical Memo 138		AP015 MALE DBLE POCKET MULLION Customer Technical Memo 139
	ECO254 76mm DG GLAZING ADAPTOR Customer Technical Memo 138		ASW54 GLAZING BEAD Customer Technical Memo 142
	ECO258 76mm DG POCKET INFILL Customer Technical Memo 138		443-H DOUBLE GLAZED HEAD Customer Technical Memo 146
	VM35 76mm DG JAMB ADAPTOR Customer Technical Memo 138		443-J HINGE SASH DOUBLE GLAZED Customer Technical Memo 146
	AS48 STRAIGHT FIXING ADAPTOR Customer Technical Memo 139		443-K SASH DOUBLE GLAZED Customer Technical Memo 146

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.

ALSPEC REVISED AND NEW RELEASE TECHNICAL MANUALS

We are continually working to keep our Tech Manuals up to date. As we update each manual, we publish the latest version on our website. We strongly encourage you to take the time to print out and update your manual with the latest updates which often have critical information that may not have previously been available. Below is a summary of the latest updates that have been published.

VIEW-MAX SLIDING & DOUBLE HUNG WINDOWS - Customer Technical Memo 133

ALTITUDE_May2011 - Customer Technical Memo 134

ALUMINIUM GLAZING CHANNELS_Nov2011 - Customer Technical Memo 135

HAWKESBURY_Feb2012 & HAWKESBURY PLUS_Feb2012 - Customer Technical Memo 141

McARTHUR 150 OFFSET POCKET FRAMING_May2012 - Customer Technical Memo 144