



Winter 2011

Regular Features

- 2. Intro
- 3. INVISI-GARD Update
- 8. Customer Corner
- 9. Spotlight
- 11. Specification
- 12. Projects Completed

# connected

12 PAGES OF ALSPEC NATIONAL NEWS

**CARINYA UPDATE**  
CLASSIC SLIDING DOOR

**CUSTOMER CORNER**  
DESIGNER WINDOW PTY LTD

**SPOTLIGHT ON.....**  
SAMANTHA WYKES

**A MESSAGE FROM**  
THE AWA - Kids Can't Fly ....

**ALSPEC WEBSITE**  
New Doors and Screening Section



# intro

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 Designer Windows
- Spotlight On...Samantha Wykes, our Brand Manager
- INVISI-GARD with Phil Esteban

Also inside this edition is:

- Information on the Carinya Sliding Door
- An important letter from the AWA on fall prevention safety for children

Our Carinya Residential Window system now has active dealers in four states. By the end of the year we will have representation in all states and the Northern Territory. We have a growing list of new dealers looking to come on board next year. We can only bring on a limited number of dealers each year so if you would like to be a part of this exciting new business please register your interest with your Area Manager now.

We have had another successful security season with INVISI-GARD and sales continue to be strong heading into the Winter. As well as new dealers in areas we have not been previously, we have seen exceptional growth from our existing dealer network. Activity from our advertising campaign has been very strong with the website getting more hits than ever before. Dealers will have started to notice the branding on each sheet of INVISI-GARD mesh. This is your assurance that product you are buying is the genuine article, 316 grade mesh with exceptional strength and fantastic looks. And because it is INVISI-GARD, with our patented retention system, it will not be destroyed by screwing through the mesh to aid the onset of corrosion.

In recent months the AWA have been actively involved with a campaign driven by The Children's Hospital Westmead in Sydney. The aim is to highlight the dangers to children of open windows. An increasing number of children are admitted to hospital each year as a result of falling from windows. One of the areas of most concern is the perceived thought that a flyscreen provides a barrier to a fall. As the largest supplier to the flyscreen industry in Australia ALSPEC fully endorse the AWA's recommended use of safety labels on all screens. You will find all of the information you need to order these in the letter from the AWA that is included in this newsletter. I strongly urge you to order labels today and make them mandatory on all screens that leave your factory.

Building activity has been relatively soft across many states in the start of this year however all indicators are positive running into 2012. We look forward to helping our customers enter a new, exciting phase of building activity in the near future.

Barry Lunn  
National Sales & Marketing Manager



# INVISI-GARD

Dear INVISI-GARD Dealers,

In this issue I thought I would talk to the “Dynamic Impact Test” and let you know how INVISI-GARD performs in this, the first test required by the Australian Standard AS5039. I’ll describe the test and what is involved, and also give a simple explanation on impact energy to help us all understand the effects and results.

In the test, a window or door screen is mounted in a frame in the test rig. The idea is to model the screen as if it were in place in its frame. This means that the screen edges are supported for the full perimeter and fixed at regular intervals. The impact comes from a sand or lead filled ball weighing about 40kg swinging into the screen at a predetermined location. This is done by hanging the ball via a cable and letting the ball swing as if it were a pendulum on a clock.

The impact energy is easily calculated by working out the height difference between the ball and the impact spot. The Australian Standard calls for each impact to be 100 Joules, so the height difference between the impact spot and the starting point for the ball is 250mm. The standard requires that the screen be able to withstand five ( 5 ) consecutive impacts of 100 Joules each, giving a total energy of 500 Joules, without “failing”. Failing occurs when there is any breach at all between the frame and the mesh.

So how much energy is 100 Joules?

I’ve done some quick calculations and come up with household things that we are all more familiar with to give a feel for this amount of energy.

A standard tennis ball travelling at about 210 km / hour.  
 A standard cricket ball travelling at about 130 km / hour.  
 A house brick thrown at about 35 km / hour.

If you can throw a cricket ball or hit a tennis ball at the speeds above, then I’ve got a contract ready for you. Unfortunately there are no brick throwing activities that I can think of with which we can both get rich.

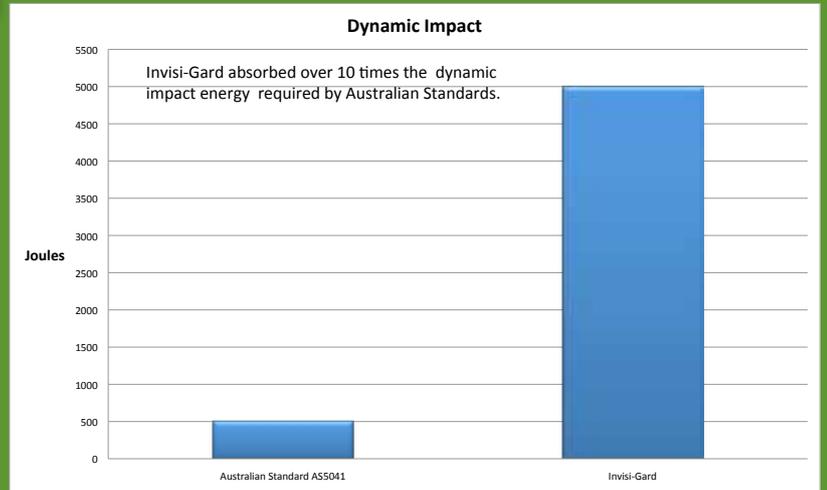
## So how does INVISI-GARD perform?

The impact test was carried out on April 14th by a NATA approved testing laboratory, so the test results are available and verifiable. The screen indeed met the requirements of the standard and absorbed the five consecutive impacts of 100 J each, 500 J in total. In the past we would have stopped there and given ourselves a big tick, but to prove a point we continued impacting the screen with consecutive blows of 100 J each. The screen actually absorbed in excess of fifty ( 50 ) such consecutive blows without failure. That’s an energy absorption of 5000 Joules, or ten times that required by the standard!!!!

What all this means is that we have a magnificent product that not only gives you a hassle free long life due to its superior grade of stainless steel mesh, but that also offers a dynamic impact response well and truly above what is required by standards.

See you in the next issue.

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





# Carinya update

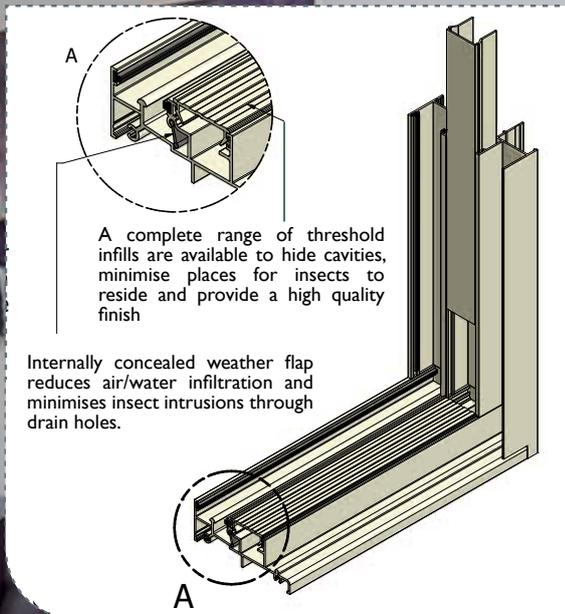
Feedback from potential customers continues to be positive, whilst allowing us to refine and improve our designs to meet the evolving market for residential windows and doors. Carinya products are designed to suit a national market, itself offering challenges with the need for individual requirements of structural and water performance, methods of construction and preferred fabrication styles varying across the country.

To overcome these challenges, we now have a full time designer working on the needs of Carinya development. Andy Nguyen joins us with the skills that we need, combining with an industry experienced Glenn Reddacliff and the rest of the R & D team to provide support for our current and future Carinya Dealers.

Again, thank you for your continued interest in these products as we travel throughout our branches. As we continue to bring new customers on board, our current and future customer's feedback is crucial to our success and that of our Dealers. We are entering the beginning of a new phase for ALSPEC with Carinya, and we would be delighted to hear from fabricators who want to join our team.

Sean Russell – Manager Residential Windows

*In our Autumn edition of connected we went into detail unveiling our new Carinya Select Double Hung. In this edition, we would like to draw your attention to our Classic Sliding Door. The 92mm door was the basis for this platform, easily coupling to Carinya Classic Awning, Sliding Window and Select Double Hung products.*



### Design and Performance

The Classic Sliding Door has been designed to include many options, including stacking and corner configurations giving greater flexibility in design and functionality. A range of sills and thresholds allow for varying water performance and access needs such as wheelchair accessible requirements. Standard sills are rated to 200pa water, with the option of a 300pa and 450pa sill in both standard sliding and stacking configuration. Sections allow for up to 10.38mm single glazed and 18mm IGU's, without the need for adaptors.

Weather flaps and sill baffles increase water performance, but also limit insect intrusion through drain slots. Inbuilt tracks allow for easy screening without adaptors and unsightly add-ons, a common feature across our range.

We have utilised our commercial expertise to offer an attractive product, like rounded box rails and mullions complete with endcaps to offer a professionally finished product. To reduce exposed fixings, the Carinya Classic Sliding Door allows for optional vertical and horizontal infill's to complete the product.

### Hardware

The key to well performing and durable sliding door products is the quality of its hardware. To maximise the performance we have used our proprietary roller system, based on the products used throughout our commercial range. Rollers are capable of either 80kg or 160kg per panels and have been designed to interact with the stiles to offer a strong and robust panel, whilst minimising movement and air infiltration. We are offering the Yarra Curve sliding door lock as standard, available with varying finish options and within the price point required for the residential market.

### Carinya Master Key

We have the ability to offer our Carinya Dealers a solution to the issue of multiple keys for their clients doors and windows. During this year we will launch the Master Key concept – allowing for single key access to front doors, bifolds, sliding windows, security doors and awning winders. With Carinya's Master Key there's less keys... and less fuss.



### Energy Rated Products

We understand the importance of energy efficiency and its role in shaping window selection within our industry. All Carinya products have been tested for WERS ratings and we are currently modeling thicker glass to suit the option of up to 10.38mm single glazed. Please see the website [www.wers.net](http://www.wers.net) and click to Residential Products -> ALSPEC.

### Specifications – Classic Sliding Door

Maximum panel height: 2400mm  
Maximum panel width: 1200mm  
Maximum sash weight: 160kg  
Glazing: up to 10.38mm Single Glazed and 18mm IGU

# message from the AWA

13th April 2011

Dear Window Industry colleague

## *A New Safety Initiative from the AWA*

Each year, at least 12 children are admitted to The Children's Hospital at Westmead (CHW) in NSW as a result of sustaining injuries from a balcony or window fall. Children aged one to five years are most at risk, with presentation to the hospital peaking during warmer months. While the majority of children survive the fall, they can be left with serious long lasting health consequences.

In 2008, The CHW identified child falls from residential buildings as an increasing cause of injury often associated with serious and fatal injuries. Recognising that these tragic accidents are preventable, the Centre for Trauma Care, Prevention, Education and Research at CHW, together with the Kids Health promotion unit at CHW, established the Working Party for the Prevention of Children Falling from Residential Building in 2009 to address this important issue. Representatives from government and non-government organisations produced a report outlining key issues and recommendations to curb this growing problem.

Published in February 2011 the report details the efforts required in NSW to prevent further child injuries of this kind and outlines the extent of the problem, providing strategies for implementation in order to make homes safer for children. The aim is to achieve results similar to those in New York where a 96% reduction in child injuries was noted following their campaign, 'Kids Can't Fly.'

Within the report recommendations under education and awareness, the CHW states that it will provide educational and awareness services on child safety issues and window safety products to window manufacturers through the Australian Window Association. The use of safety warning labels to affix to fly screens is the first in a series of initiatives.

They shall also seek the support of the Australian Window Association to promote window safety to our membership and the broader community and to ensure a range of pre and retrofit window barrier devices such as window guards, durable and sturdy insect screens, locking or other safety devices are available to window manufacturers including encouraging manufacturers to incorporate these devices on all windows as standard features.

There is also an action to ask Standards Australia to consider incorporating something in the next version of AS 2047 – Windows in Buildings, Selection and Installation.

Until recently there has generally been an absence of nationally co-ordinated and comprehensive information collection by hospitals treating child injuries resulting from building fall incidents, therefore this Report focuses solely on statistics gathered by the CHW from 1998-2008, but we can safely assume the phenomena is national, in fact international.

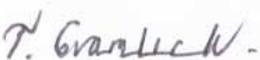
Whilst NSW has initiated this important project, many of its outcomes will be national as changes to Australian Standards and building control framework are considered. The AWA fall prevention label has been designed to attach to the frame of most standard fly screens where the mesh is held in place within the frame using flexible rubber or PVC splines into a rebate. The fixing relies on friction between the spline and the rebate surfaces to hold the mesh in place.

The message we must get across as an industry is that the mesh and plastic clips holding the screen to the window frame are not designed to withstand loads such as a child pressing or falling against them. Their precise functional purpose is to keep insects outside.

Any measure that we can take to create awareness is a positive step towards reducing the incidences of falls. The application of cost effective unobtrusive labels is one such measure that we can consider a community service. They can be attached to new products or retrospectively where required.

I appeal to the window industry and broader community to consider this simple but powerful initiative.

Yours faithfully



Tracey Gramlick  
Executive Director  
Australian Window Association



# Kids Can't Fly

## Window and Balcony Safety for Children

An increasing number of children are admitted to hospital each year as a result of falling from windows and balconies. These falls are often in their own home and can result in death or serious injury.

Children aged from one to five years are most at risk as they are naturally curious but lack the ability to recognise danger. Falls occur more often in the warmer months when families leave windows and doors to balconies open both during the day and at night.

There are no laws that require windows and balustrades in older buildings to meet current and safer building standards. There are however things you can do to improve safety.

### Window safety

Children can fall out of a window which is open more than 10cm, even if a fly screen is fitted.

**To prevent children falling from your windows, The Children's Hospital at Westmead recommends:**

- that all windows, especially bedroom windows, where possible:
  - not be opened more than 10cm when located above the ground floor.
  - have window latches/locks fitted to stop windows opening more than 10cm or guards to protect the opening.
  - open from the top.
- beds and other furniture are kept away from windows, so that children can not use them to climb up to the windows.
- that you do not rely on fly screens to prevent a child falling out of a window.
- children are taught to play away from windows.
- children are always supervised.

### Balcony safety

**To prevent children falling from your balcony, The Children's Hospital at Westmead recommends:**

- that balustrades, where possible:
  - be at least one metre high.
  - vertical bars must be no more than 12.5 cm apart (use a ruler to measure the gaps between your vertical balustrade posts).
  - have no horizontal or near horizontal parts that would allow children to climb.
- all furniture, pot plants and other climbable objects are kept away from the edge of balconies.
- that you be aware of furniture that is light enough for children to drag to the balcony edge.
- children are always supervised.



kids  
health

the children's hospital at Westmead  
Child Health Promotion Unit

Corner Hawkesbury Road & Hainsworth Street  
Locked Bag 4001 Westmead NSW 2145  
Telephone +61 2 9845 0000 Fax +61 2 9845 3489





# customer corner

## How long has Designer Windows been established?

We have been an established business for 15 years and have been dealing with ALSPEC from day one. We have stuck with them as we have found them to be reliable and easy to deal with.

## What is your area of Expertise?

We specialise in up market residential homes, schools and commercial projects.

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

Luther College Croydon, Swan Hill Police Station, McKimm Developments Beach Road Sandringham, Beacon Cove Port Melbourne. The architect Gernot Stich was able to incorporate ALSPEC products into the design of this building. This project uses the Hunter Flushed Glazed system to its full potential.

## Why is Designer Windows so successful?

Designer Windows has been designing, producing and installing aluminium windows and doors with high quality workmanship and service. Our products are used in all applications from high end residential to commercial projects. We have expertise in a wide range of applications.



### Luther College Melbourne (VIC)

ALSPEC System : Hunter 150mm section  
in both single and double glazed.

Powdercoated by ALSPEC in Satin Black.



## Why do you use ALSPEC?

We use ALSPEC because they're price competitive and deliver reliable service. We find their systems easy to use and the service and support meets our demands.

## What do you do to relax on weekends?

Spending quality time with family and friends.

# spotlight

## Samantha Wykes

Brand Manager  
Head Office



### What was your first job?

Fresh out of Uni I worked in Underwriting for Chubb Insurance Australia and got to marvel over the itemised belongings of some of our nation's most wealthiest people.



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

At first a vet but as I'd cry too much with the animal cruelty out there and having to put animals down I then enquired about becoming a Police Prosecutor!

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

I'm still undecided about the next chapter in my life and where it will take me.

### Ever had a brush with fame?

My husband's cousin is Miranda Kerr's best friend so I've seen her at some of their parties – but this is way back before she got her wings on the Victoria's Secret runway. Though she did help me with a recent charity event and sent some of her Victoria's Secret clothes she wore for the charity auction!

### Favourite Past time? Hobby?

Looking after my very active 2 year old son Oliver, my 2 dogs (Jess & Schnitzel) and 2 mini plush lop rabbits (Barney & Crumpet)! Plus we have some cattle on my cousin's property !



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

My 5 week old niece passed away in July 2009 and I've been doing some work on behalf of her foundation with my sister-in-law and the Children's Hospital Westmead for the last 18 months, to purchase medical equipment for the neo natal unit and put Scholarships in place for Clinical Nurse Specialists.

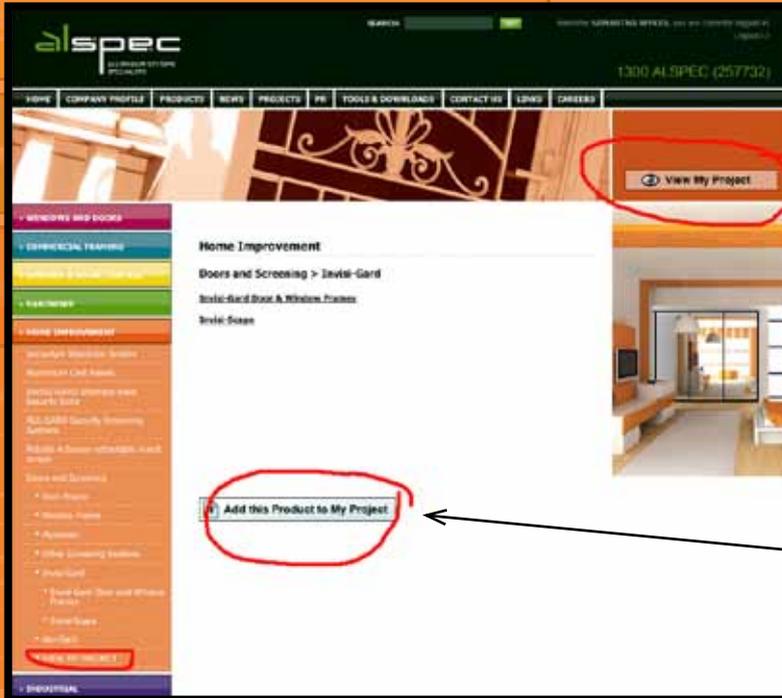
### Most exotic place ever visited?

Probably Borocay – an island off the Phillipines. I was there about 13 years ago before it became commercialised and there were no high rise hotels or resorts in sight.

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

I'd like to be living on a small farm in the Southern Highlands around Robertson. However, if my husband has his way I'll be living in rural NSW on 500 acres producing prime beef and I'll be marketing our label to the restaurants around the country. Not sure this sits well with me! Such is the life when a city girl marries a farmer!

# website changes



The new Doors and Screening section under Home Improvement has now been populated with the relevant extrusion drawings. The extrusion drawings consist of a JPEG drawing with key dimensions and the visible surface nominated.

In addition, we have a new function called “My Projects”. This allows logged in users only to select various extrusions and add to your “My Projects” page. Once you have done adding all of the extrusions that you require you can print/save the document as a pdf. This will enable you to do a number of things, for example:

Save the standard extrusions you use for security doors to a “My Projects” page and save this so you have a reference of sections that is unique to you.

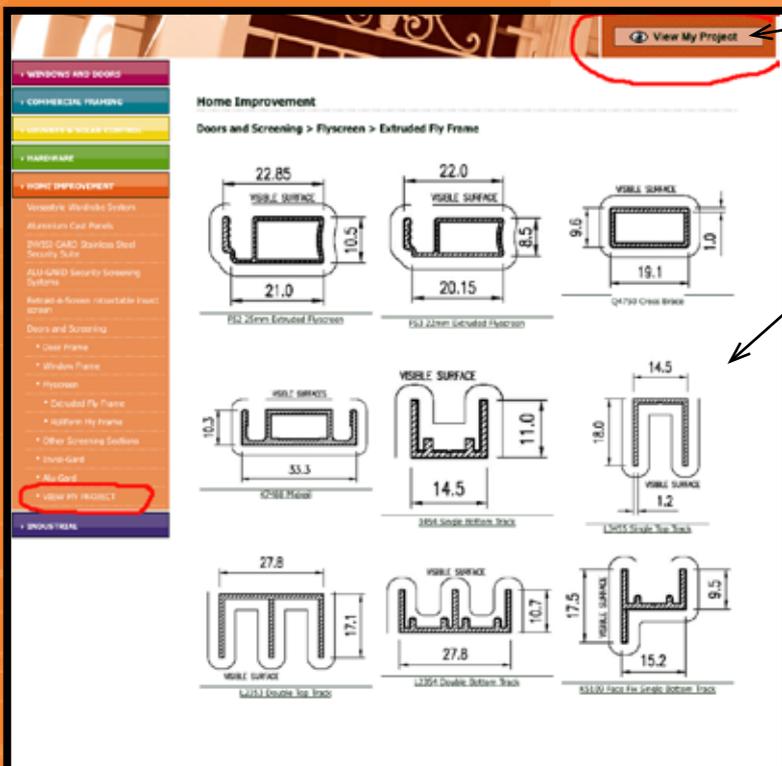
Save a number of extrusions for a powder coat job to a “My Projects” page so that you can provide an external powder coater with the sections and visible surfaces.

Create a page of extrusions that you commonly use to provide your sales people for use with their customers.

At anytime you can “View My Project” through the button in the top right hand side of the Home Improvement section or via the sub navigation links under Doors and Screening – as long as you are logged in.

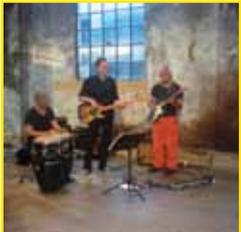
This functionality is only viewable in the Home Improvement section (if logged in) so if you leave and go, for example, to Commercial Framing, you need to go back to Home Improvement to view “My Project” to print/save or add to it.

*Another addition to our website to make life easier for you!*



# specification

James Natter  
National Specification Manager



Specification has not stopped to take a breath over the past three months with Arc and Mecca nights conducted in QLD x 2, VIC x 2, NSW x 2, and one in the ACT. The nights as always generated many solid leads which the Specification team are chasing and adding to the ever increasing pipeline Graeme Dwyer in Queensland who has really hit the ground running has been keep extremely busy as a result. These events were overshadowed to some extent by the amazing response to our 3D Revit launch on the ALSPEC website. The design tool files generated extraordinarily high website activity with many Architects enthusiastic to download and use. After day two of the launch we had 7,863 having read the email blast and 2,887 having clicked on the download now link.

This represented one third of our existing total website registrations. Also worth mentioning was the interest from overseas Architects downloading. Add this to the calls from BIM (Building Information Modelling) leaders from significant Architectural firms, we certainly were and are the talk of the design community.

# projects completed

## Cosmopolitan- Double Bay NSW Fabricator – Magic Glass

### Products used:

- 50mm Awning
- 150mm Hunter Flush Glazed Framing
- Commercial Sliding Door

## House - Berowra NSW

Fabricator – Commercial Domestic Construction  
Glass Used – Energy Advantage Grey IGU's

### ALSPEC Products used:

- View-Max Sliding and Double Hung Windows (18mm Double Glazed)
- ecoFRAMEplus 100 (24mm Double Glazed)
- 50mm Awning Window
- Hawkesbury Plus Multi-Fold Door (24mm Double Glazed)
- Hawkesbury Multi-Fold Door (24mm Double Glazed)
- Commercial Sliding Door (24mm Double Glazed)
- 45mm Swan Shop Front Door
- 101.63mm McArthur Centre Pocket Framing

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