

Incorporating: Australasian Fence Industry Association; Australian Chain Link Fencing Association; Temporary Fence Association Australasia; Spring Manufacturers Association & Wire Workers; Reinforcing Steel Manufacturers Association

THE WIRE LINK

PROPOSAL TO REVIEW AS 4687- 2007 TEMPORARY FENCING AND HOARDINGS

Over 12 months has elapsed since it was decided the **AWIA** on behalf of the **TFAA** would make an application to **Standards Australia** to review the Temporary Fencing and Hoarding Standard **AS4687-2007**.

A working group was formed to identify sections where the Standard should be updated to improve advice on fencing stability, thereby minimizing the risk of injury to the public and property damage.



Several workshop meetings were held over the last 12 months attended by a range of industry members to discuss possible updates as well as identifying areas not adequately covered in the current standard.

Special thanks to those who contributed to the discussions, especially those who travelled interstate and to **Rod Wilkie** from **Melbourne Testing Services** for sharing his technical expertise.

The application for a review is near completion and will be lodged with **Standards Australia** in the next few weeks.

Amongst the items suggested to be considered in the review are:

- Adding a new section covering temporary pool fencing
- Revising information relating to load performance for temporary fences for impact and attempted climbing
- Additional information on required bracing when impermeable and semi-impermeable materials are attached to temporary fence panels
- Adding new section detailing specific testing for temporary hoardings
- Expanding information on adherence to **AS/NZS 1170.2** Structural Design Actions
- Adding new section for temporary hoardings including impact tests, nail penetration tests and wind overturning tests
- Broadening the scope of the standard to take in NZ

Director, **Richard Newbigin**, is presently garnering support from other allied industry stakeholders to support this application and would like to hear from you if you have contacts in this area. **Contact: Tel 1300 942 500**

NOTE FROM AWIA PRESIDENT 2015

Looking back on 2015, I thought I would share some of my thoughts with you.

Many of our businesses are still trying to come to terms with the transition in the Australian economy. The investment phase of the commodity boom has all but passed with the mining sector shifting its focus to production.



Commentators and analysts all are asking the question "What, when and how will the growth come to drive the economy, improve business sentiment and pick up investment?"

During the year we saw the Australian currency depreciate against the US dollar, falling below the 70 cents mark for the first time since 2009. The decline in the exchange rate has benefited some Australian manufacturers by driving up the prices of imports and therefore making their locally made products more competitive. These benefits however have been partially offset in some manufacturing sub-sectors that use a large amount of imported inputs.

However, there are still some bright signs on the horizon. Construction in NSW seems buoyant with a plethora of cranes on the skyline; and the plans for significant expenditure on infrastructure in Victoria appear to be coming clearer. The prospect of a continuing lower exchange rate will give comfort to a number of local manufacturers. Energy costs with oil prices at record lows mean that distribution costs will not escalate in the near term and the government's new found emphasis on innovation hopefully will ignite a positive response in the community generally.

We are yet to feel the full effects of closure of the major automotive manufacturers. A number of our wire members will be affected by the demise of this sector with some already redirecting where they can into other product ranges and markets.

My last thought is on innovation, often it is thought of in terms of products, however, it can equally be related to services. We should continually be looking at ways to streamline our business procedures to make it easier for customers to deal with us.

Know what your customer wants and match the strengths in your business to their needs.

I hope you experience growth and prosperity in your business in 2016.

John Guest

AWIA Sponsors

onesteel

VATER
DISTRIBUTORS
ELGATE ELTRAK

sanwa

Downee

BEKAERT
better together

Fencing Members

- 0508 TempFence
- 1300TempFence
- AAC Temp Fence
- Aurora Fencing GC Pty Ltd
- Advanced National Services
- Advanced Steel Products Ltd
- Aim Fencing
- All Temporary Fencing
- Ambit Industries
- Anchor Wire NZ
- ARC Fences
- ATF Services
- Atlas Rodek Fencing
- Australian Security Fencing
- Australian Steel & Wire
- Barry Bond Fencing
- CAI Fences
- Carrick Hoarding Hire
- Centurion Temporary Fencing
- Chainmesh Security Fencing
- Citywide Temporary Fencing
- Coast Wire Fencing
- Crown Temporary Fencing
- Diamond Fence (Aust) Pty Ltd
- Diamond Security Fencing WA
- Discount Fencing
- Doogood Powder Coating Pty Ltd
- Downee
- Emu Wire Industries
- Fahey Fence Hire
- Fence Hire WA
- Fencing Australia
- Fencescape Fencing
- Fence Works
- Fencing Australia Pty Ltd
- Fencepac
- FenceWright
- Frauenfelder
- Glennwire Fencing Pty Ltd
- Jackal Fencing
- JSB Fencing & Machinery Hire
- Lee Bros Fencing
- McNamara Fencing Contractors
- Mesh Industries Group
- Mesh Works
- Olympic Fencing Pty Ltd
- Otter Fencing Pty Ltd
- Playsafe Fencing Pty Ltd
- Protective Fencing Pty Ltd
- Ready Fence NSW
- Secura Fence and Fabrication
- SiteTech Solutions
- Superior Fences and Gates
- Supreme Fence & Gate (Aust)
- Supreme Line Fencing
- Supreme Wire Fence and Gates
- Taylor Fencing
- Temp Fenz
- Temporary Fence Hire
- The Fence Man
- The Temp Fence Shop
- Totem Fencing
- Ultracourts Pty Ltd
- Vater Distributors
- Victorian Temporary Fencing
- Visible Temporary Fencing
- WA Temporary Fencing Supplies



**VICTORIAN
FENCING
CHAPTER
REPORT**

A Fencing chapter meeting is planned for February 2016 to brief members on the proposed submission about to be submitted to **Standards Australia** to review the Temporary Fencing & Hoarding standard **AS4687 – 2007**. The temporary fencing working group was convened on 5 occasions during 2015.

The working group reviewed the scope and advice contained in the current issue, identifying clauses and sections which need further clarification as well as identifying gaps in the standard such as testing of hoardings and pool temporary fencing.

We are presently seeking expressions of support from industry stakeholders and allied Associations to support the review by **Standards Australia**.

An electronic copy of the proposed submission can be obtained by contacting

brian@wireassociation.com.au

Brian Mullarvey



**WESTERN AUSTRALIA
FENCING CHAPTER**

Director / Secretary, **Richard Newbigin**, will be visiting Perth late January and will be catching up with several **AWIA** members while he is there.

Richard will bring members up to date on current Association activities including **Australian Standards** reviews, conferencing plans and the Training Award, and will seek feedback from them about how the Association can best serve their needs over the next 12 months.

He will also meet with the **Perth Convention Bureau** to discuss future conferencing options in Western Australia, with the last conference in WA being at Joondalup way back in 1998.

Time constraints will restrict the visit, but **Richard** hopes to visit as many members as possible in the short time available.

richard@wireassociation.com.au



**SOUTH AUSTRALIA
FENCING
CHAPTER**

AFIA secretary **Brian Mullarvey** will be in Adelaide in mid-April 2016 to visit fencing members and colleagues. During his visit **Brian** will brief members and seek their comments on the proposed chain-link security fencing specifications being prepared for postings on the Association website later this year.

brian@wireassociation.com.au



**NEW SOUTH WALES
FENCING CHAPTER**

The NSW Fencing chapter are hoping to have a draft 358 mesh industry specification ready to be circulated by mid year for comment by mesh manufacturers, suppliers, designers and local statutory authorities. It is proposed the draft specification will cover manufacturing details and tolerances for 358 mesh.

It had previously been hoped, following a review of the current standard **AS2423 - 2002** "Galvanized wire fencing products" a new section could be added to cover 358 and other security meshes.

As it is most unlikely **Standards Australia** will review **AS2423 - 2002** in 2016, in spite of being released 14 years ago, the Association feels that due to the growing popularity of this product at least an industry specification should be compiled and circulated for reference by industry stakeholders.

tbuwalda@profence.com.au

Trevor Buwalda



**NORTHERN TERRITORY
FENCING CHAPTER**

The Association in conjunction with local stakeholders intends to review the Territory government and local infrastructure authority's current chain-link security fencing drawings and specifications to assess their compliance with **AS1725-2010**, and instigate steps, where appropriate, to work with specifiers to make amendments.

Local wind-force considerations will need to be taken into account when suggestions are made for any amendments to specification. Members and suppliers wishing to be kept abreast of this project are asked to contact

brian@wireassociation.com.au or
charles@totemfencing.com.au

Fencing Snippets



Lee Brothers Go to "FENCETECH 2016"



Damian Lee, MD of the Lee Bros. Fencing Group has again attended Fencetech in the USA this month.

The difference this year is that **Damian** was exhibiting.

Lee Bros. have showcased their patented "EHS Interlock" cantilever hoarding system at Fencetech where nearly 5,000 visitors experienced the latest trends and innovations in fencing by over 300 exhibitors.

According to **Damian** "this engineered hoarding support system requires no permanent fixing and is dynamic and suitable for all internal and external hoarding applications". The tamperproof cantilever system adjusts to meet required engineering and certification without the need for additional bracing and allows for the installation of any number of surface claddings.

Damian also stated that "Australia is 10 years ahead of the US in temporary fencing".

Lee Bros and their temporary fencing company **VTF** have been serving the needs of the Victorian construction industry since 1948 and are also looking for "EHS Interlock" distributors nationwide.

Contact: (03) 9484 4544



Protective Group News

Protective Fencing have re-badged some of their businesses to better reflect the activities of the company.

Protective Fencing continues to focus on being a leading Australian manufacturer of wire based fencing products with the major focus being Chainwire, Weldmesh fence panels and 358 high security fence systems.

Protective Wire Mesh Industries with three state of the art mesh welders makes wire mesh for fencing, fabrication, mining and rural markets including stainless steel mesh.

Protective Fencing (cont)

Protective Powder Coating is an inline and batch process powder coating facility focused not only on internal production but also offers a wide range of powder coating options to the general market. PPC also manufactures and distributes a range of wire formed hooks and hangers to the surface coating industry.

Australian Mesh has a cross ownership with **Protective**. It is Australia's largest manufacturer of roof safety mesh operating from production facilities in Melbourne and Brisbane.

Protective group continue to expand their distribution network with the establishment of a warehouse facility in Melbourne. The new facility is attached to the existing **Australian Mesh** Factory at Dandenong in Melbourne's south east.



Further information:

sales@profence.com.au

REPORT FROM AWIA DIRECTOR



I hope all of you have had a happy festive season and have managed to enjoy some valuable holiday time with your families.

High on the agenda for our next Committee meeting will be conferences. We are formulating plans for a short conference in **Sydney mid-May**.

In the long run however, it is preferable to hold our annual conference in the 2nd half of the year so we can hold the AGM before Christmas. Subject to discussion, we may schedule another conference for late November on the Gold Coast. This would allow us to celebrate Christmas as a national group, and would also tie in with early preparations for the Commonwealth Games. The annual conference could then be slotted in for late November each subsequent year.

Discussions are ongoing with our preferred supplier, **FCB Lawyers**, about a new program they are offering to trade associations, called **HRAssured**. This program offers some significant benefits, and I recommend you read their article in this newsletter. Please contact me if you wish to take up their offer. The program also offers a financial benefit to your Association.

On a less positive note, there are still some membership dues that remain unpaid. I know it is not always easy to find funds at this time of year, but please keep in mind that Brian and I only work part-time, and we'd prefer not to use that time chasing payments and sending out statements when we could be pursuing activities to benefit members. To all those who have paid, please accept our sincere thanks.

I love to get feedback from members, so feel free to contact me if you have something to say.

richard@wireassociation.com.au

Richard Newbigin



MEMBER PROFILES



Fencing Australia commenced operation in Tamworth NSW in 2000 when husband and wife team **Norm and Sue Thomas** saw there was an opportunity to provide rural and security fencing services to government departments in northern NSW.

Over the last 15 years **Fencing Australia** has developed into a specialist security company working predominantly in medium sized infrastructure projects in education, energy, public works, communications, defence and rail industry sectors.

With a highly developed subcontractor and supplier base and a strong focus on project management, **Fencing Australia** considers fencing to be an integral part of the civil build.

GM, **Chris Power**, sees safety considerations as critical, especially on major construction sites. He says **Fencing Australia** develops and implements site specific Quality, Safety and Environmental Management Plans for each project.

Citing as an example a recently completed 1.7 km high security anti-climb fence undertaken for the **NOVO Rail Alliance**, the project had to be completed on live rail and under tight time constraints to meet the contractual conditions. Chris says their scheduling systems developed in house ensured that the project was completed without incident and on time.

The company's goal is to develop partnership arrangements with its clients and to be an integral part of the infrastructure build taking place in the transport, telecommunications and civil construction industries.

By investing in its people, resources and systems their reputation for quality delivery has steadily grown. In recent years **Fencing Australia** has expanded its skill and expertise to provide high security fencing to the transport, telecommunications and justice organisations.

As a result **Fencing Australia** has completed projects across Australia in capital and regional cities in rural and remote areas and locations in between.

The company now undertakes projects which include 358 anti-climb mesh, Palisade and electric perimeter detection fencing as well as a range of automatic boom and sliding gates as well as continuing to install major chain-link fencing.



Picture of security fencing installed at RAAF Base at Williamtown



Picture of security fencing installed at Woomera Airport for Air Services Australia

Two examples of regional security fencing supplied and installed by Fencing Australia.

Fencing Australia (cont)

This family company is still based in Tamworth. Son **Lachlan Thomas** joined the company and as senior Project Officer has responsibility for managing multiple projects around the country.

Norm has expressed concerns about the lack of formal training courses available to persons commencing a career in fencing; the industry still relies heavily, in the main, on in house training for the next generation of fencers. Developing the skill base for all involved in the industry is important as the ability to supply and install fencing to design and specification requirements without rework is essential for fencing companies to stay in business. Not to forget the complexity of project scheduling, safety and risk management requirements.

**Web: www.fencingaustralia.com.au
enquiries@fencingaustralia.com.au**

TEMPORARY POOL FENCING LEAFLET

As reported in the last issue of the newsletter, the Association is compiling a 2 page leaflet detailing key aspects in relation to the supply and installation of temporary pool fences. The leaflet will be made available to temporary fencing hirers, installers and building surveyors.

An initial draft has been prepared and has been circulated for comment amongst a number of industry stakeholders.



The next step is to ensure the information contained in the leaflet does not conflict with any State Building Regulatory Authorities' regulations. It is hoped to complete that task over the next couple of months.

One of the key aspects mentioned in the leaflet is when supplying and installing temporary pool fencing it must be in accordance with the requirements of **AS1926.1.2012**. Currently there is no guidance for the supply and installation of temporary fencing in the **Australian Standard AS4687- 2007** "Temporary Fencing and Hoardings".

The proposed leaflet will provide information on minimum fence heights, panel clearance above ground, vertical openings, testing requirements, and gate unit design.

One aspect yet to be resolved is the situation **where the temporary fencing is removed prior to the permanent pool barrier being put in place. How should temporary fence suppliers / installers cover their liability when this situation occurs?**

Any members having a view or wishing to make a comment on this situation are asked to email me.

Brian Mullarvey





In 1948 **Norman Frauenfelder** commenced a part-time business manufacturing farm gates in a backyard workshop in Albury NSW. He had seen an opportunity to supply gates to returning WW2 veterans as they took up soldier settlement blocks near Albury.

The business was subsequently purchased by **Bert and Ruth Schmidt** in 1962. Their son **John**, a qualified boilermaker / welder, joined the business in 1972.

After **Bert** retired in 1985 **John** continued to run the business with the assistance of a general manager. To complement the farm gates and animal handling equipment the company purchased a chain mesh machine in 1987 to manufacture security fencing. During this period **Frauenfelder** produced 4,800 chainmesh gates for the new optic fibre line project between Sydney and Melbourne.

The company moved to new larger premises in 1986 and was purchased by **John and Vanessa Schmidt** in 1991. They are still the current owners today.

In 1995 due to the expanding gate manufacturing, several product lines were discontinued with the company concentrating on rural and security products. To complement the production of field gates, a new cross wire mesh welder and wire straightener were purchased and installed in 1998.

With council requirements to secure building sites **Frauenfelder** began manufacturing temporary fencing products. The company's largest supply contract was with the **Kennards Hire** group when over a period of 2 years 10,800 panels were supplied to all **Kennards** stores around Australia. **Frauenfelder** ceased production of temporary fencing products in 2015 due to the cheaper imported products available.

In 2008 the company entered the prefabricated farm fencing market when four new rural mesh fabrication machines were purchased from **South Fence** in New Zealand and two new barb wire machines were ordered from **Wafios** in Brazil.



The '**Frauenfelder**' brand now included Stiff Stay, Hinge Joint, barb wire, chain mesh, weldmesh, field gates, fencing and trellis wire, wallaby, horse and dog meshes. **Frauenfelder** was the first company to manufacture rural products under the 'Australian Made and Owned' label.

Frauenfelder (cont)

The **Schmidt's** son-in-law, **Mathew Boniface**, joined the company as GM following the retirement of **Chris Johnsen**. **Chris** had been GM for 25 years. **Mathew** brings with him expertise in engineering, management and IT from his previous position as the engineering manager of **Brad Jones Racing**.

In 2014 **Frauenfelder** and **Whites Group** announced the signing of an agreement whereby **Whites Group** undertook to sell and distribute all of **Frauenfelder Gates Pty Limited** products made in Australia. **Frauenfelder** then rebranded to **Frauenfelder Rural Manufacturing Pty Limited**.

The company continues to grow. In early 2015 an application was submitted to extend the existing facility to over 5000 sq. metres and the adjoining property was purchased to accommodate future expansion for warehousing. Four new barb wire machines were purchased in 2015 with further large equipment purchases in the near future.

Frauenfelder proudly remains the only manufacturer of rural fencing products in regional Australia.

Frauenfelder Gates was one of the inaugural members of the **Australasian Chain-Link Association (ACLFA)** the predecessor to the **Australasian Fence Industry Association (AFIA)**.

SHADE CLOTH WINDBREAK SUPPORT POSTS FOR EXISTING CLUB TENNIS COURTS

In March 2015 the **AFIA** was approached to assist in finding a solution to strengthen existing intermediate posts to be able to safely hang shade cloth windbreak mats at a metropolitan tennis club facility.

Installation had been completed but the original specification had not taken into account any potential additional forces on the fence with the installation of the windbreak mats.

As a result of this experience, the Association commissioned a structural engineer to prepare drawings and computations which would be available free of charge to fencing companies, tennis clubs and local councils to assist them in preparing any specifications which included the attachment of shade cloth to tennis court fencing fabric.

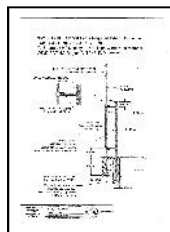


Photo is of new tennis court fencing where post strength was adequate for the installation of windbreak mats.

It should however be noted that **AFIA** drawings and computations **are for information purposes only** and professional advice should be sought from a local engineer regarding local wind loadings and soil conditions.

Members wanting to receive this design package should contact **brian@wireassociation.com.au**



FUSION-BONDED WIRE

Fusion-Bonded chain-link fabric has been available overseas for a number of years, however, it is only in recent times architects and designers in Australia have started to specify this product on projects in Australia.

What sets Fusion-Bonded chain-link apart from normal PVC fabric is the specially coated PVC wire used in its manufacture. The process of making Fusion-Bonded wire involves bonding the PVC to the galvanised core wire by means of a thermoset bonding agent. This adhesion of the PVC to the core wire creates a crack resistant coating with good dimensional tolerances making it ideal for use in environments exposed to extreme temperatures, highly corrosive atmospheres and situations where the fence is exposed to constant ball impacting. The better protective coating prevents moisture from penetrating to the steel core of wire thereby potentially extending the service life of the fence.

Fusion-Bonded wire is manufactured and supplied to the Australian market by **Bekaert**. According to **Darren Edmunds, Bekaert's** Australian Sales manager, it is available in 2.5mm and 3.15mm black PVC wire and is manufactured to the **AS2423** Australian Standard.

Fusion-Bonded chain-link is now available from at least two chainmesh manufacturers in Australia.

Trevor Buwalda, GM, **Protective Fencing** says "adding Fusion-Bonded chain wire to our product range has been in response to more commercial and government agencies seeking longer warranty periods on their chainmesh".

To further enhance the service life of sporting fencing such as tennis court and oval fencing in coastal environments, **Protective Powder Coating** has become an accredited applicator of the Interpon METAPLEX powder coating process. This process is specifically designed for painting over hot dipped galvanised substrates.

In Melbourne, **Otter Fencing** has worked closely with local councils and other specifiers to include Fusion-Bonded chain-link fabric wire in specifications for various sporting fences and enclosures. "Where cracking and splitting caused by ball impacting has damaged normal extruded PVC coated wire in the past, Fusion-Bonded chain-link fabric should certainly be considered as a solution for providing longer service life" says **Glenn Otter**, GM **Otter Fencing**. **Glenn** sees applications for the use of Fusion-Bonded chain-link for cricket nets, baseball and softball back nets, hammer throw cages, tennis courts, hockey fields, soccer pitches and AFL oval fences.



He sees "Fusion-Bonded wire as also well suited for coastal environments due to the salt air and water being prevented from making its way to the core wire below the PVC coating as it is glued to the core wire, unlike normal extruded PVC coated wire".

More information about Fusion-Bonded products contact:

sales@profence.com.au or
sales@otterfencing.com.au

NATIONAL COMMITTEE MEETING

AWIA national committee meeting is scheduled to be held in **Melbourne mid-February 2016**. Plans will be formulated at this meeting for activities and projects for the coming year.

Preliminary planning is well advanced for a mini one day conference in Sydney to coincide with **National Manufacturing Week** which this year is between 11th and 13th May. The tentative date for this conference is **Thursday 12th May**.

Amongst other matters to be tabled at the meeting will be suggestions for streamlining our electronic communication with members including the types of industry information available to members and other industry stakeholders on the **AWIA** web sites. If there are issues you would like to have the Committee address, please contact

richard@wireassociation.com.au
Richard Newbigin

NATIONAL MANUFACTURING WEEK



Australia's most comprehensive showcase of manufacturing will be returning this year!

NMW is Australia's only fully integrated annual manufacturing exhibition. **NMW 2016** will display the latest products and the constantly evolving technologies in the expanding manufacturing market. With nine different Product Zones, a range of seminars, workshops, and a number of product demos, attendance at **NMW** delivers value to all industry professionals.

Combine the trip to **National Manufacturing Week** with the proposed one day **AWIA conference** in Sydney. More details will be forwarded to members regarding the conference in the coming weeks.

Something New



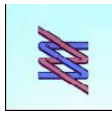
Fencing IQ, makers of "**Verismart**" fencing clips now have available a **black pre-painted oven bake U-clip**.

Complementing their existing range of Australian designed and made U clips, these clips are manufactured from durable pre-coated steel sheet, which according to National Sales Manager **Luke Smith** "produces a high quality finish, however, is very cost effective compared to powder coated clips".

Other features include open mouth design - easy to fit and fix, with Tek screw size holes.

For more information:
luke@fencingiq.com.au





INDUSTRIAL CORNER



AWIA partners with **HR Assured** to provide Workplace Relations, WH&S support and protection for members:

There is no question that government red tape around employment standards has reached an all-time high in Australia. The introduction of the Fair Work Act and National Employment Standards in 2010 have put much of the burden onto employers in terms of providing a safe and equitable environment for workers. The risk of getting it wrong can be costly in terms of lost productivity, reputational damage and legal expenditure.

What is HR Assured?

Backed by Australia's leading Workplace Relations Advisory Firm, **FCB Group, HR Assured** takes out the guess work for businesses by providing *Unlimited* and *Anytime* support for Workplace Relations, HR and employee relations, as well as legal representation should the need arise. Importantly, the service is provided for a fixed monthly subscription with no additional out of pocket expenses.

The 4 components to **HR Assured** include:

- An **Audit** of your organisation's people management processes, policies and procedures to identify and address any areas of risk;
- Unlimited and anytime support through our **24/7 Telephone Advisory Service**, which is like having an employment law specialist at your disposal whenever you need them;
- **HRA Cloud**, our online employee management tool, continually updated by our employment law specialists; and
- Complete **Legal Representation** by **FCB** Workplace Law to protect you in the event that an employment related claim were to arise (e.g. Unfair Dismissal, General Protection etc) to provide absolute peace of mind that all associated legal costs and damages will be covered up to \$2 million p.a. with *no excess* payable in the event of a claim.

What is the deal for AWIA members?

The first 5 AWIA members to take up an **HR Assured** subscription will benefit from a 5% discount off standard subscription pricing.

Want to know more about **HRA** or have a workplace relations matter that you would like to discuss? Simply call us on **(02) 9083 0083** and mention this article.

Surplus 4.0 mm Heavy Galvanised Wire

One of our members recently took delivery of 5 tonne of 4.00mm Heavy Galvanised medium tensile wire which is not suitable for their current product range. The wire is in 1 tonne coils and is in excellent condition. The tensile range is between 900 -1100 Mpa.

If you make products that require medium tensile wire it would be worth talking to this member.

Further information contact **Richard Newbigin**



Since 1849 the Greer name has been well known in the Australian wire fabrication industry.

Andrew Greer, Managing Director, **Stainless Steel Wire Mesh (SSWM)** began his working life in the wire industry over 45 years ago, firstly with **Greer and Ashburner** and then as joint MD of **Greer Wire**.

Andy, like others, has witnessed the decline in demand for locally produced wire products as white goods and other customers went off shore to source components or in many cases, to import finished products.

In 2002, recognizing there was also a market shift to stainless steel products and components, he and wife **Lea** established **(SSWM)** to service the needs of stainless steel fabricating industry and the wire industry generally.

Armed with his previous wire industry experience, **Andrew** quickly mastered the knowledge required to serve the stainless steel fabrication industry. It helps when the cumulative knowledge of your forebears in wire products can be traced back to Edinburgh in the 1790's.

SSWM is located in the transport hub of Tullamarine near Melbourne Airport, allowing stainless steel wire and mesh to be distributed with ease nationally.

SSWM remains a family owned company and in recent years other members of the family have joined **Andrew** and **Lea**; **Tory Greer** as Marketing Manager and **Amanda Greer** as Business Development Manager.



Andy Greer (left) with customer

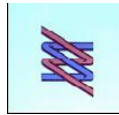


SSWM family members and staff

When asked what was one of the main challenges facing this business today, **Andrew** replied "supplying an industry which lacks forecasting". However, **Andy** sees this as an opportunity, he is focused on providing quick and reliable service and the results have been that his product range and business continues to expand.

Andrew has been a long time member of the **Wire Association** and has served for a number of years on the National committee.

For more information **Phone: 1300 305 148** or email **sales@sswm.com.au**



WIRE AND SPRING MEMBERS

- Ability Works Australia
- Ace Wire Works
- AM Wire Pte Ltd
- Anchor Wire NZ
- Annis Parisi
- APAC Wire Technologies
- Ariston Wire
- Auschem
- Australian Steel & Wire
- Australian Mesh
- Austube Mills
- Automatic Wire
- Bayswater Plastic Coaters
- Bekaert International Singapore
- Bernhart Springs
- Better Springs
- Bliss & Reels
- Boynes Springs
- Castle International
- Doogood Powder Coating
- Frauenfelder
- Icoa Australia
- Idee Parfait
- Industrial Engineers and Spring Makers
- Jubilee Springs
- M&F Group
- Machinery Forum
- Marsh Springs & Metal Products
- Mesh Works
- Multi Slide Industries
- National Springs & Wire Products NZ
- NZ Spring Works Ltd
- One Steel Market Mills
- Protective Wire Mesh Industries
- ProTube Asia
- Quality Springs
- R.E. Walters
- S&S Springs
- S.A. Wire Ware
- Sanwa
- Smart Weld NZ Ltd
- Spring Specialists Ltd
- Stainless Steel Wire and Mesh
- Superior Industries NZ
- Ullrich Machinery Company
- Wiredex Wire Products
- Wiretainers Pty Ltd
- Wire Displays NZ

The Association Welcomes Two New Members



Andrew Marshall set up **AM Wire Pte Ltd** in Singapore on 1st Jan 2014, after 35 years of working for global steel wire producer, **NV Bekaert SA**.

Andrew is **Bekaert's** exclusive agent for New Zealand, Fiji, New Caledonia, Singapore, Myanmar, Cambodia and Laos, whilst Australia is handled exclusively by **Bekaert's** Sales Manager, **Darren Edmunds**.

Expanding on **Andrew's** extensive wire network, **AM Wire** has also successfully sourced and supplied wire-related machinery, spare-parts, fence-posts, as well as steel and wire products that complement **Bekaert's** range of products, such as welding wire, stainless steel wire, strip and coil, etc.

Andrew is familiar with the Australasian wire industry and has always maintained that he has "wire in his blood"! He can be contacted at:

andrew.marshall@amwire.com.sq

Mobile: +65 96175912



ProTube Asia was set up in 1999 to service the needs of the tube and wire industry. **ProTube** together with its partners specialize in the supply of plant, machinery, spare parts and consumables required for the manufacture of wire and tube.

Head office is located in Adelaide with branch offices in other state capitals. Buffer stocks of consumables and dies are held in locations close to their customers.

ProTube prides itself on the level of specialist technical advice it can provide. Managing Director, **Robert Resch**, says "experience shows us that it is very important, that when talking to our customers our people have a very good understanding of the industry.

Being able to relate to issues faced by our customers allows us to assist them with solutions which make them ultimately more competitive.

Contact (08) 8363 1311

TRAINING TRUST AWARD APPLICATIONS FOR 2016

\$2500 Cash Award

Unfortunately, no applications were received for the **2015 Training Award** and so we proceed to 2016. It's not lotto though, so there is no jackpot. All member companies may submit applications to reward one or more of their staff whom they believe are deserving of recognition for their hard work or inventiveness in the wire industry.

The aim of this award is to keep good people in the wire business by providing them with the means to add to their knowledge of the industry. It's all about education and support for your employees to improve their worth to your business and to the industry as a whole.

So, if you have someone within your ranks who you would like to recognise for their achievements or dedication, please put their names forward, and we shall guide you through the application process. We are here to make the process easy. Please remember that the Award is available to all staff - internal, external and factory floor.

Please contact
richard@wireassociation.com.au
if you would like further details

REMINDER

DUSSELDORF IS COMING SOON



2016 International Wire and Cable Trade Fair
Dusseldorf Germany
4th-8th April 2016

"The WIRE LINK"

is an industry newsletter publication by the Australasian Wire Industry Association Inc.
ABN 95 602 035 937 ARBN 103 377 537

Melbourne Office - PO Box 1210G
Greymouth Vic 3104
Tel 1300 942 500

E-mail:
richard@wireassociation.com.au
or
brian@wireassociation.com.au
Mobile: 0418 335 999

Disclaimer

The information contained in "The Wire Link" newsletter has been prepared in good faith and is intended for general information only. Information on products and industry practices are not to be construed as Association recommendations. The views or opinions expressed in the newsletter articles are not necessarily those held by the AWIA.