

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

## Last Reminder

### Australasian Wire Industry Association's Annual Conference Starts on Thursday 15<sup>th</sup> August, 2013



This year's conference is set to be a special one - being held in the 50<sup>th</sup> Anniversary year of the commencement of the Association in 1963. The conference venue is in the Hunter valley in New South Wales' famous wine growing district at the Crowne Plaza resort. This setting has great ambience and the resort facilities are superb.

As well as an interesting and relevant array of guest speakers the conference affords the opportunity to network with industry peers. Included in the program is a wine themed gala dinner hosted by a Hunter Valley sommelier, social golf and tennis tournaments on Saturday afternoon. A boutique wine and brewery tour is planned for Sunday should you be able to extend your time.

More details on conference presenters on Page 7 of this newsletter or on website [www.wireassociation.com.au/conference](http://www.wireassociation.com.au/conference).

## NOTE FROM AWIA PRESIDENT

Dear Colleagues

It is only a couple of weeks until the conference to be held in the Hunter Valley at the Crowne Plaza. The conference this year will focus on business improvement and the *manufacturship*.

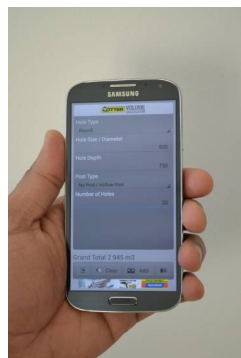


Our keynote speaker **Jason Furness** will present his program showing business how to develop and implement performance improvements that drive cash flow up and rapidly improve profitability. This should be welcome advice in the current difficult business environment. The conference will also cover a review of the current economic outlook, the Personal Property Securities Act, current employment trends including new bullying and harassment laws and adverse actions, new online offerings from Telstra and Microsoft and a review of Fencing and Gate Software developed by Otter Fencing. Dawn Wade is back to discuss your wellbeing along with our early fitness sessions and partner programs.

During the past few months a National Executive subcommittee has been reviewing the Articles of Association for the Wire Association which need to be renewed in this coming November. We will need to discuss these issues together with the strategic direction of the Association at the AGM. The Association needs to maintain its relevance to its members and your input into how the Association needs to adapt to its future is critical.

We hope you can join us for the conference - it will be a great networking opportunity as well as the chance to have your say on the future direction of the Association.

**Susan Just**  
AWIA President 2013



## Something New

### MOBILE PHONE APP REAL VALUE FOR \$1.99

You can now download an APP to your android mobile phone which enables you as an estimator or installer to make an accurate calculation of the concrete required to fill any number and any series of different sized post holes on your fencing project.

This APP download, costing only \$1.99, will eliminate overs and unders for concrete orders for your job. Simply enter the number of each type of hole, the depth and diameter and the APP will do the rest.

This APP will be available via Google playstore. More information on :

[www.https://play.google.com/store/apps/details?id=com.ottervolumecalculator](http://www.https://play.google.com/store/apps/details?id=com.ottervolumecalculator)

An Apple version of this APP is currently being worked on and will be available shortly.



## AWIA Sponsors

**onesteel**

Downee

**sanwa**



**BEKAERT**  
better together

**VATER**  
DISTRIBUTORS  
ELGATE ELTRAK

## 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  
 ARC Fences  
 ATF Perth  
 Atlas Rodek Fencing  
 Australian Security Fencing  
 Australian Temp Fence (Bris)  
 Australian Temp Fence Perth  
 Barry Bond Fencing  
 CAI Fences  
 Centurion Temporary Fencing  
 Chainmesh Security Fencing  
 Citywide Temporary Fencing  
 Coast Wire Fencing  
 Coburg Fencing & Gates  
 Crown Temporary Fencing  
 Diamond Fence (Aust) Pty Ltd  
 Diamond Security Fencing WA  
 Discount Fencing  
 Downee  
 Emu Wire Industries  
 Fahey Fence Hire  
 Fence Hire WA  
 Fencescape Fencing  
 Fence Works  
 Fencing Australia Pty Ltd  
 Fencepac  
 FenceWright  
 Fencing By O'Briens  
 Frauenfelder Gates Pty Ltd  
 Glennwire Fencing Pty Ltd  
 Hurricane Wire Products  
 Jackal Fencing  
 Keena Fencing Pty Ltd  
 Lee Bros Fencing  
 McNamara Fencing Contractors  
 Olympic Fencing Pty Ltd  
 Otter Fencing Pty Ltd  
 Playsafe Fencing Pty Ltd  
 Protective Fencing Pty Ltd  
 Ready Fence NSW  
 Ready Fence Perth  
 Safeguard Fence Hire  
 Secura Fence and Fabrication  
 Superior Fences and Gates  
 Supreme Fence & Gate (Aust)  
 Taylor Fencing  
 Temp Fenz  
 Temporary Fence Hire  
 The Temp Fence Shop  
 Ultracourts Pty Ltd  
 Vater Distributors  
 Victorian Temporary Fencing  
 WA Temporary Fencing Supplies



## NEW SOUTH WALES FENCING CHAPTER REPORT

At our July meeting the committee welcomed two guests, **Barry O'Neill from BFH Sydcon** and **John Morris from Nepean Building Group**.

A working group for High Security Fencing has been formed to develop specifications for high security wire meshes for inclusion into AS2423 rather than a full blown standalone standard to cover mesh specifications and installations of fences and gates etc, as this is just too large a scope. To tackle the development of an all-encompassing high security fence installation standard, it was decided to contact the Energy Networks Association. We will discuss the possibility of including a revised AS2423 for the high security mesh into their ENA Doc 015-2006 document and migrate this into an Australian Standard for installation of high security fences as this is a very comprehensive and widely used document.

Our group recognises the need to raise the professionalism of training in the fence industry and would prefer a standalone third party accredited course but costs appear to be prohibitive. Discussions were held with TAFE for a standalone fencing course in NSW but the TAFE has undergone significant changes and it's now unlikely to be able to run a standalone course. In its place the group is considering developing its own industry based training course and accreditation scheme. A student's progression against documented fundamental fencing skills will be recorded and upon attaining all the necessary skills, will be assessed by a group from AWIA's experienced fencing members. Upon successful completion, the fencing student qualifies for AWIA Accredited Fencing Award similar to other industry based accreditation schemes. By having an Industry Association's approval it will provide assurance to our customers that the person is reputable and capable of providing a professionally installed fence.

Discussions will also be held with the HIA and MBA with a view of getting the basic fencing skills included into their "apprentice pool" schemes where apprentices can learn about fencing and spend time with our members making and installing fences as one part of their apprenticeship.

Our next meeting is in October.

**Ross Smith**

Secretary, NSW Fencing Group

Further information: [smithr@onesteel.com](mailto:smithr@onesteel.com)



## WESTERN AUSTRALIA FENCING CHAPTER

**Malcolm Michael**, Director AWIA, visited Perth for a week in July where he met with current and potential Western Australian members.

The focus of **Malcolm's** visit was to gain an insight into the issues facing the local chapter, promote the forthcoming conference and to meet with local Council officers to ascertain what roadblocks exist that impede making it mandatory for temporary fencing to be installed on residential construction sites.

Discussions with the Building Commission and some Councils highlighted the difficulty of gaining effective enforcement. However subsequent to the visit, discussions with Work Safety have been encouraging and will be further pursued.

A number of new membership leads have been provided by our WA fencing committee members as well as some given by the component suppliers. As a result of visits to these prospective members, it is anticipated that a number of companies will join the Association in the months ahead. Many thanks to all involved.

**Malcolm** would also like to thank **Steve Woods and his team at Centurion Temporary Fencing** for helping with contacts for the Councils and Building Commission.

Contact: [malcolm@wireassociation.com.au](mailto:malcolm@wireassociation.com.au)



## VICTORIAN FENCING CHAPTER MEETING

The Victorian Fencing Chapter is currently undertaking to find out whether all the details regarding chain-link security fencing issued on plans and tender documents by Victorian State statutory bodies and local Councils are compliant with the Australian Standard AS1725-2010.

Preliminary findings indicate quite a few statutory authority's drawings have not been revised in recent years to take into account updates made to the Australian standard. Mainly these omissions or discrepancies are associated with post centres, pipe thicknesses and wire coatings.

**Secretary Brian** has requested members bring to his notice cases where drawings ask for compliance to AS1725 but contain details that are not consistent with the standard.

The Association has recently assisted the design and engineering staff of **Vic Roads** in providing input into the updating of the **Vic Roads' "Type K"** chain-link security fencing drawing.

**Brian Mullarvey**

## FENCING INDUSTRY SNIPPETS



## Tom Bishop

**Tom Bishop, National Fencing Manager for ARC Fencing** was appointed to the position of State Manager South Australia on the 1<sup>st</sup> July 2013. **Tom's** new responsibilities in SA include mesh and bar sales and operations as well as the manufacturing and sales of fencing and Weldmesh products.

**Tom** and **Beck** are looking forward to moving to South Australia to take up this position. Whilst **Tom** was the National Fencing Manager he served on the National committee of AWIA representing **ARC Fencing**.

The Association thanks **Tom** for his contribution to the Fence Industry Association and wish him well in his new endeavour.



## FENCING WESTERN AUSTRALIA SINCE 1970

**CAI Fences** is a Western Australian owned company with modern manufacturing facilities in Embleton for the production of quality chain wire and gates.

The company also supply a full range of specialist tubular-steel high security fencing systems including Palisade, Garrison, SecureGuard, VGuard, and ProGuard to name a few.

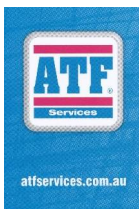
**CAI Fences** is celebrating its 43<sup>rd</sup> year in operation and according to **Director Mike Smith** it has built a reputation for delivering a quality product on time and hassle free.

They supply components to the general WA fencing industry and contract to supply and install fencing products into all areas of the state.

Amongst the sectors serviced by **CAI** are the building and construction industries, mining, oil and gas, local, state and federal agencies.

**Mike** adds "we take pride in our record of timely and efficient contract completion."

Contact: [info@caifences.com.au](mailto:info@caifences.com.au)



## GOLD COAST MARATHON

**Peter Orchard, ATF Services Gold Coast**, is claiming a record for dismantling and clearing crowd barrier temporary fencing.

**Peter**, along with his 7 crew members in 2 trucks with a forklift, cleared 5 kms of barrier fencing on Sunday afternoon after the recent marathon.

**ATF** has installed the crowd barriers and temporary fencing along the route of the marathon for some years and recognises the need to open the roadway as soon as possible.

**Is this a record?**



## NEW MEMBERS

We warmly welcome the following new members to the Association



**Chainmesh Security Fencing** has been manufacturing and installing chain-link security fencing in the Melbourne metropolitan area since 1987. They were one of the early members of the Australasian Chain-link Fencing Association which subsequently has become the Australasian Fence Industry Association.

The new owner of the business is **Ben Wait**. **Ben** has been involved in the fence industry for over 20 years and brings both manufacturing and installation experience to the business.

According to **Ben**, the business is not only specializing in chain-link security fencing but now manufactures and installs tubular garden, pool and institutional fencing.

They have also branched out to making and installing industrial and unit storage cages.

Contact: [chainmesh@hotmail.com](mailto:chainmesh@hotmail.com)



**Taylor Fencing** was established in 1964 and according to Director **Jason Bower** has continued to grow steadily in size as well as preserving its reputation as a reliable and quality supplier of fencing products.

It is a family owned and run business which offers a wide range of commercial and residential fencing. The commercial range includes acoustic, chain-link and hoardings; the residential range includes timber paling, picket, retaining walls and tubular pool fencing.

Situated in Melbourne's eastern suburb of Bayswater, **Taylor Fencing** is both a retail supplier as well as a commercial installer. **Jason's** modus operandi is "Quality and service is our number one".

Contact: [sales@taylorfencing.com.au](mailto:sales@taylorfencing.com.au)



**Photo:**

From left:

**Andrew Bourke** and  
**Jason Bower**





### FENCETECH 2014

**FENCETECH** claims it ranks as the premier security fencing, railing and deck manufacturing trade show in the world. The theme of this year's exhibition is "New strategies to increase your business and to stay ahead of the competition."

This year marks the 52<sup>nd</sup> year **FENCETECH** has been providing seminars, workshops and tradeshow to help fencing businesses like yours succeed.

**Ray Otter**, Chairman, Vic Fencing Chapter is currently gauging interest in organizing an Australian contingent to travel to Las Vegas in the USA to attend the exhibition in March 2014.

American Fencing Association has arranged very reasonable accommodation rates at some of Las Vegas's best known resorts at room rates that range from \$89 - \$149 per room per night.

This presents as a great opportunity to see new products and see firsthand emerging fencing trends.

Members and colleagues wishing to register an interest in joining this group should contact **Ray on 0418 315 215 or ray@otter.com.au.**

### FUSE-BONDED PROJECT UNDERWAY

Fuse-bond polymer (FBP) coated wire was included as an optional coating for chain-link fabric in the Australian Standard AS1725-2010.

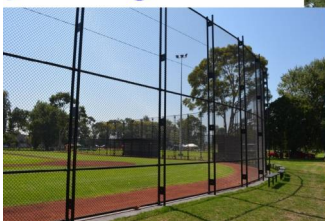
It has been used extensively in the United States in sporting arenas where there was a high expectation of impact damage occurring resulting in the cracking, splitting and peeling of the chain-link.

**Bekaert International** has brought fuse-bonded wire in to Australia and has supplied wire to some chain-link manufacturers. Enquiries: **Darren.Edmunds@bekaert.com.**

**Otter Fencing** in Melbourne has recently supplied and installed a project for the Port of Melbourne Baseball Club. The 6 metre high back fence screen was hung with 40mm pitch 3.15mm core wire black fusion bonded chain-link fabric manufactured by **Otters**.

According to **Otter's GM Glenn Otter** "the City of Port Phillip were sold on the benefits of the fusion bonded wire due to its resistance over time to cracking and peeling due to the constant impact of baseballs... the modest extra investment in fusion bonded wire could easily be justified due to the product's expected longer life."

More information:  
**glenn.otter@otter.com.au**



### Chain-Link Security Fencing Drawings to be Made Available

At Last year's conference, **Mark Levin, Executive Director** of the **American Chain-Link Manufacturers Institute** in a presentation to the delegates at Gold Coast, briefed the delegates on services and documentation provided by his organization in the States.

**Mark** indicated many local government authorities as well as specifying engineers and architects used documentation produced by the ACLMI as the basis of preparing their fencing tender documents.

Although we receive requests from the public, fence suppliers and specifiers, due to current copyright restrictions the Fence Industry Association is unable to distribute copies of the drawings contained in the Australian Chain-Link standard AS1725-2010 as reference.

This is in spite of the fact the committee which had prepared the standards draft drawings and specifications was mainly made up from colleagues involved in the fencing industry.

Recent surveys of local Council and statutory authority security fencing drawings and specifications has revealed that in quite a few cases these drawings have not been updated to incorporate the revisions made to the security fencing standards over the years.

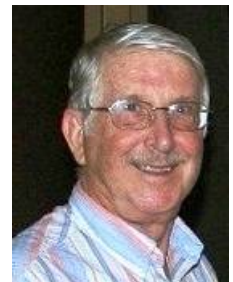
We are glad to announce the Fence Industry Association has undertaken to prepare our own version of Chain-link security fencing drawings compliant with the information contained in the Australian Standard AS1725-10 Part 1.

Initially it is intended to prepare two drawings, one specifying Heavy duty 3.15mm chain-link fabric for projects where rigidity and longer service life are considerations and secondly 2.50mm light duty fabric suitable for light industrial applications and where security and durability are of a lower priority.

It is hoped that by providing more detailed information to specifiers, architects and local authorities more projects will be constructed compliant to the Australian Standard and meet the service life intended.

More information  
**Brian Mullarvey 03 9857 4305**

**brian@wireassociation.com.au**



### NEWSLETTER AVAILABLE BY E-MAIL

We can forward by e-mail to you and your staff should you wish.

Available in PDF format which will not clog up your e-mails. Send request with e-mail details to:

**brian@wireassociation.com.au**

## GALVANISED WIRE - NOT ALL COATINGS ARE NECESSARILY EQUAL

Many of us will recall or may even still use the coating classifications of Heavy or Standard Galvanised or "Type A" and "Type B" coatings when describing wire used in chainmesh applications. These descriptions or designations were used up until Standards Australia replaced AS1650 back in 1998 with "**AS/NZS 4534 – Zinc and Zinc Aluminium Coatings on steel wire**".

AS/NZS 4534:2006 today acts as the primary reference point for these coatings and supports other Standards such as AS 2423-2002 covering Coated steel wire fencing products for terrestrial, aquatic & general use.

AS/NZS 4534 captured changes resulting from a growing need to provide options for higher coating masses where wires are subjected to more aggressive corrosive environments. It also included provision of zinc-aluminium coatings that had been widely used across Europe and America and had commenced being manufactured locally.

The introduction of on-line auctions and e-based suppliers has seen some confusion develop over generic terms like "Galvanised Wire". As we know, not everything is equal and that's why "**AS/NZS 4534:2006 – Zinc and Zinc Aluminium Coatings on steel wire**" provides for 6 different coating mass options. It also provides guidance on durability of Zinc coatings as compared to Zinc-5%Aluminium Alloy coatings of equivalent coating mass.

Consumer expectations of durability, appearance and cost can be challenging for a supplier. The perception of a "Galvanised Wire" will differ from consumer to consumer, and what may be offered on-line may be intentionally worded ambiguously.

The key to satisfying customer needs is understanding their requirements, specifying the options available to them and most importantly reminding them that "not all coatings are necessarily equal". Referencing or holding a copy of these Standards when discussing a customer's needs or a supplier's offering can be a really valuable tool.

**Standard Coating Masses for Round Wire –  
AS/NZS4534:2006**

Nominal wire Diameter	Minimum Coating Mass g/m <sup>2</sup>					
	Class W02	Class W05	Class W10	Class W15	Class W20	Class W25
2.00mm	35	120	215	325	430	540
3.15mm	45	130	240	360	480	600
4.00mm	60	140	260	390	520	650

### NOTE:

- "Type A" coatings historically covered by the out-dated AS1650 do not exactly align to current Class W10 and similarly "Type B" coatings do not exactly align to Class W02 - so referencing Type A or B coatings should really be discouraged.
- Coating masses specified in the above table are covered in much greater detail in AS/NZS4534. These coating masses apply to both Zinc and Zinc Aluminium Alloy Coatings however a designation of "Z" for Zinc or "ZA" for Zinc Aluminium defines the actual coating type.

## Downee® Chain Link Design Award

Have you looked through your fencing projects you have completed over the last year or so to find one suitable to submit in the **DOWNEE Chain-Link Innovation Design Award?**

The Association is keen to acknowledge projects that have incorporated the innovative use of chain-link fabric and fence fittings to showcase the quality workmanship of our members.

Uniquely designed plaques will be presented to both the fence designer and the installing contractor with a cash award of \$1,000 to be shared between the designer and the contractor.

Members are encouraged to submit the details to the independent judging panel.

**The closing date for the award has now been extended to the 1st November, 2013 so it's not too late to submit your entry.**

**More information and an entry form can be sourced on [www.wireassociation.com.au/afia/design-award](http://www.wireassociation.com.au/afia/design-award)**



## FENCING SOFTWARE

Over the last few years **Otter Fencing** has been busy developing various fencing and gate IT related software packages designed to make estimating a whole lot easier, more efficient, more accurate and with a professional look.

**Glenn Otter, GM** will share various software packages they have developed at the forthcoming AWIA conference.

These include:

- Gate design
- Gate cost
- Plan take off
- Free draw
- Volume calculator



It should be an excellent session to project your thoughts into the future.





## Temporary Fence Stability

### TIME TO REASSESS YOUR BRACING

During the recent presentation given by **Rod Wilkie** from **Melbourne Testing Service (MTS)** to the Victorian Fencing Chapter in April 2013, Rod made a number of points on issues that can affect the stability of temporary fencing.



One of his suggestions was that weak back brace and post connection clamps have a tendency to slip and disconnect from the fence posts. In order to reduce costs it has been reported that in some cases, overseas coupling manufacturers have supplied light duty clamps. In these instances, the clamps are either manufactured without stiffening ribs or have minimal metal thickness. In both cases the clamps are flimsy and can readily deform resulting in reduced grip capacity. It could be that some of these clamps may not be fit for purpose, especially when high wind conditions prevail. The Temporary Fencing Association has requested local fence fitting manufacturers to review the strength and design of couplings used in temporary fencing to ensure that the risk of failure under wind load situations is minimal. We will report back when we have more information.

**Rod** also stressed that it was imperative to have a positive, interlocking connection between the feet of back bracing posts and stabilising blocks. Positive interlocking connection means that the blocks must be connected to the post by means of a sitter/base plate or some other connector which ensures the block mass is effective in holding back braces against the ground.

Some of our temporary fencing colleagues are revisiting their bracing designs in light of the tragic collapse of the hoarding in Melbourne and the growing awareness of the potential force that can be experienced when shade cloth and other materials are attached to temporary panels.

Innovative solutions including zig-zag formations and intermittent back braces with both conventional block and earth driven anchorages have been employed. However, tests have shown that simple friction reliant connections between mass blocks and the legs of back braces and fences often fail by pull-out. Pull-out failures result in the fence's wind loading attributes being compromised, whereas installations with interlocking connections realise substantially higher wind load capacity due to effective utilisation of the mass redundant blocks and ground anchors.



Local fencing hirer **Vic Temporary Fencing** is one company experimenting with different bracing designs to ensure that taller panels and addition of shade cloth does not adversely impact on the stability of their temporary fencing or pose higher risks to on-site personnel and the public.

It is worth considering temporary fencing colleagues revisit their bracing designs by consulting their structural engineer or having their temporary fencing retested when panel heights are increased or to ensure that when shade cloth is attached the fence will not collapse in even moderate winds.



**advanced**  
ENVIRONMENTAL SERVICES

Australia wide legislation has made it compulsory to contain all sediment within a construction site with the aim of keeping waterways clean and healthy.

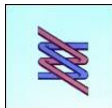
It has been largely left to local Councils and DERM (Departments of Resource Management) to police this legislation. It appears to be taking a while to roll out enforcement of these regulations within some metro areas whilst other regional authorities around the nation seem to be more vigilant in enforcing these control measures.

Queensland company, the **Advanced Group** already actively involved in supplying and installing temporary fencing, now aims to be the industry leaders in providing Environmental services in Queensland. It has expanded its services in this area by launching **Advanced Environmental Services**.

The new division will focus on making compliance with these environmental regulations simple. According to **Advanced Group's Director and National Sales Manager Mitch Bruger**, the new division initially offered silt and safety fencing services. The services offered by the company have now rapidly expanded into providing Geo Synthetics, Flotation silt curtains, Gabion baskets and cellular confinement products to support the mining, resource and energy sectors.



Mitch says we have **"the responsibility of not only keeping ourselves and our people safe but also the planet healthy for future generations."**



## AWIA Conference Program Keynote speakers

Once again the Association has put together an array of presenters that will be both interesting and relevant to the delegates' businesses.

**Jason Furness** will give the keynote address on Manufacturing - Businesses today are being asked to deliver more and more value to everyone from customers, community, employees and shareholders. **Jason** will show ways how businesses have rapidly improved their profitability whilst dropping the stress levels on all involved

**Mark Stephens - Arrium Mining & Materials** a highly experienced strategic planner will share his detailed knowledge on possible economic scenarios facing Australia

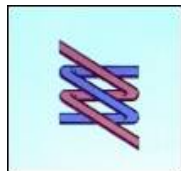
**Malcolm Polinsky - EDX** will share his experience with the Personal Property Securities Act and what that means to your business

**Helen Winklemann - Fisher Cartwright Berriman** will convey her thoughts on possible post-election impacts on HR practices in the workplace. Helen will also cover the new bullying and harassment laws which take effect from January 2014

**Kaan Uysen - Telstra Business** - Cloud Enablement specialist will unlock some of the mystery surrounding the IT technology. **Kaan** will use everyday language to explain IT tools that will increase productivity and efficiency in your business

**Dawn Wade - Counsellor, University of Western Sydney** - Maintaining Yourself: Wellbeing in time poor Environments. With more and more pressure on our time and less time to relax, how do some people have energy to burn? They are successful, work hard and have time to relax. The answer is work balance - **Dawn's** presentation will cover topics such as stress management, preventing burnout, life management and achieving wellbeing

**Glenn Otter - Otter Fencing** - Fencing and Gate software. Over the years we have had a number of presentations on fencing software programs that make preparation of estimates more efficient. **Otter Fencing** have always been in the forefront of these programs and will share their latest developments with you.



## AWIA TRAINING COMMITTEE

This committee oversees the distribution of awards which are drawn from a fund established by a group of past wire industry benefactors. It also arranges for short training courses to be conducted, designed to increase the knowledge and skills base of personnel involved in the wire industry.

Those attending the July committee meeting were **Paul Hrones, Craig Gibbens, John Guest** and **Malcolm Michael**. The committee worked on finalizing the criteria for making an award to a wire industry employee who has made a significant contribution to his employer's business.

The committee also confirmed that a spring training course will be held in the second half of 2014. As well as being conducted in Australia the course will probably be held in New Zealand. Investigations are underway to expand the spring course to include HD wire technology and wire coating.

## NOT WAITING FOR THE BUST TO SETTLE!!!!

According to **Adele Ferguson** writing in the **Age's Business Day** in July, official statistics reveal that two companies a day in the construction and building-related sector are collapsing, as late payments from creditors worsen, activity dries up and banks put a squeeze on funding.

The latest statistics on liquidations and voluntary administrations show that between June 1 and July 18 almost 100 companies in construction and related industries collapsed, 23 in Victoria, 45 in New South Wales and 15 in Queensland.

The trend appears to be worsening in NSW, with 18 construction-related companies failing in June 2012 compared with 24 in June 2013 and 21 collapsing in the first 18 days of July 2013.

**Mark Eades, Credit Manager, OneSteel** says he has certainly seen a slowdown in payments as a general rule in the Wire Manufacturing Market as customers / companies struggle with balancing their cash flow.

**Mark's** key advice to members as either a supplier or provider of services is:

- More than ever make sure you give your customer a clean invoice to pay
- Make sure there is no ambiguity in what the invoice covers
- Then you must be very clear in what the payment terms are
- Then you must chase payment.

## GALA DINNER

To celebrate the **50<sup>th</sup> Anniversary** of the establishment of the Australian Wire Industry Association, a **Gala Dinner Ball** has been arranged for **15<sup>th</sup> November, 2013** at **Curzon Hall, Marsfield, Sydney**.

The Committee headed by **John Guest** of **Jubilee Springs** has organised an exciting black tie night including a sit down dinner and live music.

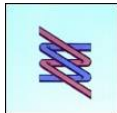
This event affords the opportunity for all past and present colleagues in the Spring and Wire industry to renew industry acquaintances and enjoy what will be a terrific celebratory night.



For more information:

[info@wireassociation.com.au](mailto:info@wireassociation.com.au)

or (02) 9484 9856



## **WIRE AND SPRING MEMBERS**

Ability Works  
 Ace Wire Works  
 APAC Wire Technology  
 Ariston Wire  
 Australian Steel & Wire  
 Australian Mesh  
 Automatic Wire  
 Bayswater Plastic Coaters  
 Bekaert Singapore  
 Bernhart Springs  
 Better Springs  
 Bliss & Reels  
 Boynes Springs  
 Castle International  
 Fraser Hrones  
 Icoa Australia  
 Idee Parfait  
 Industrial Engineers Spring Makers  
 Jex Industries  
 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  
 Quality Springs  
 R.E. Walters  
 S&S Springs  
 S.A. Wire Ware  
 Sanwa  
 Smart Weld NZ Ltd  
 Spring Specialists Ltd  
 Stainless Steel Wire Products  
 Superior Industries NZ  
 Wiredex Wire Products  
 Wire Mesh Industries

## **MANUFACTURING - WHERE TO FOR A WIREWORKER?**

**Mr Al Kalvaitis, GM Multislide Industries P/L**, profiles his company in South Australia.

Now in its 27<sup>th</sup> year of operation, **MSI** continues to push forward, adapting to the current times whilst others have closed their doors.

Falling domestic vehicle production has forced us to restructure our operations, to modernise the way we do business. As yet the impact of these changes is yet to be fully felt. This should see us come out of the slow economic environment with strength. Our intent is to be the market leader in wire and strip forming.

**Multislide** is so much more than just Automotive, in addition we service the building & construction sector, defence, mining, utilities, shop fitting industries and agriculture to name a few. We took this stance not to let any one sector dominate the business.

Whilst many companies are choosing to move their high volume products to overseas where manufacturers are heavily subsidised by their respective governments, **MSI** has chosen to claw back volume by our cost competitive nature, efficient processes and service delivery. We are hopeful that the time will come when governments of both sides recognise the importance of the manufacturing sector.

The impact of many years of neglect has taken its toll and unless governments and business owners focus in supporting the local market, the environment will not improve with jobs growth stalling, higher taxes, skyrocketing utilities charges and more gloom on the horizon. When recovery does come, we see ourselves as taking a very large part in the future of Australian manufacturing.

We support GM Holden's new model and urge all to get behind and support local vehicle manufacture. This also includes Toyota's new model Camry and variants. Disappointing the news on Ford, however we will support them through our supply chain links until 2016. We are very proud to say we contribute toward these vehicles and many more day to day items that come together with wire!

[www.multislide.com.au](http://www.multislide.com.au)



## **What was the Genesis of the Australian Wire Industry Association?**

As far as we know the first meeting of the then SMAA was held in Albury, NSW, half way between Melbourne and Sydney. The purpose of this gathering was to bring together all the spring manufactures in Australia to fight against a reduction in tariffs. It was felt that a single body to lobby the government of the day would have more clout. The Association would also serve as a networking tool to discuss issues common to member companies.

At the inaugural meeting in 1963 the following companies were represented - **John While & Sons, Automatic Springs, Hendersons Springs, Jubilee Springs, Precision, Lovell Springs, Gerard's, Engineering Springs, Gibbens' Industries, Australian Springs, National Springs, Better Springs, Thomas Marsh & Co, Industrial Engineers Spring Makers and Lewis Springs.**

With the reduction in tariffs, amalgamation of companies and overseas competition many of these companies have ceased to exist, however, it is reassuring that in spite of the high dollar and fierce overseas competition some of these original member companies continue to thrive.

Current members include **Jubilee Springs, Industrial Engineers Spring Makers, Better Springs and Gibbens (Protective Fencing).**

### **"The WIRE LINK"**

is an industry newsletter publication by the Australasian Wire Industry Association Inc.

ABN 95 602 035 937

ARBN 103 377 537

Sydney Office - PO Box 565

Pennant Hills NSW 1715

Tel (02) 9484 9856 Fax (02) 9875 5413  
malcolm@wireassociation.com.au

Melbourne Office - PO Box 1210

Greysthorne Vic 3104

Tel / Fax (03) 9857 4305

brian@wireassociation.com.au