

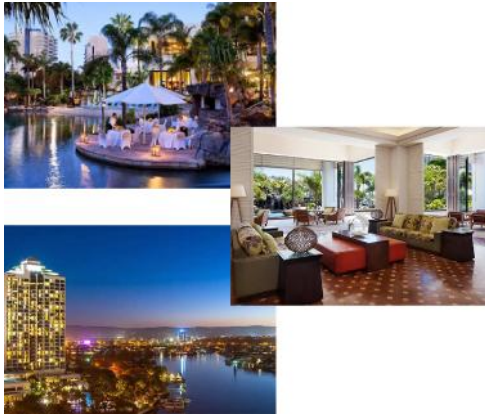
Incorporating: Australasian Fence Industry Association; Australian Chain Link Fencing Association; Temporary Fence Association Australasia; Spring Manufacturers Association & Wire Workers; Reinforcing Steel Manufacturers Association

THE WIRE LINK

IT'S BACK TO SURFERS!

This year's AWIA Annual Conference will be held between **Sunday 14th and Tuesday 16th September 2014** at the Marriott Resort & Spa in Surfers Paradise.

It promises to be a grand event featuring presentations on practical business and economic topics as well as providing the opportunity to meet and discuss industry matters with colleagues.



TEMPORARY FENCING STANDARD REVIEW

The Temporary Fence Association has formed a working group to review the current Temporary Fencing standard AS 4687-2007.

Sections of the standard covering bracing, hoardings and attachment of shade cloth which may need amending will be examined.

Members wishing to input suggestions should contact:

brian@wireassociation.com.au



NOTE FROM AWIA PRESIDENT

Last year the State Government of Victoria (where the Wire Association is incorporated) foreshadowed changes to Consumer Affairs' legislation regulating the operations of incorporated not-for-profit organizations.

As from November 2013, not-for-profits have to adopt a prescribed model constitution if they have not already amended their own constitutions to reflect the requirements in the Act. The changes are intended to provide better clarity on the aims of the organization, member's rights and obligations; member's access to information; the responsibilities of office bearers and provide better governance and consistency across all not-for-profit organizations and institutions.

In light of these developments the National committee has been reviewing the operation of our own Association. For more than 15 years the administration and services provided to members has been provided by in-house part-time personnel. On a number of occasions without success we have tried to recruit suitable additional part-time resources to bolster our ability to provide a wider range of services to members.

It was decided last year that the Wire Association should investigate affiliating with another larger industry association in order to secure the long term future and strategic requirements of the existing members.

A working group has now been established to investigate an arrangement that would allow the Wire Association and its affiliates to operate as a special interest group within a larger industry association but would preserve the identity of the organizations making up the Wire Association.

The advantages of being part of a larger organization include the potential of having greater access to many other services such as workplace HR, OH&S, standards support, product compliance and risk management, as well as having a stronger voice in airing issues that impact on our business. It would also provide a larger networking opportunity with companies operating in similar markets.

The working group is currently discussing these arrangements with amongst others, the Australian Steel Institute. We will update members on further developments.

We are mindful of the particular services we are currently providing, especially in the fencing area by way of Australian Standards advice and promotion and would intend to ensure that these services would continue.

Lastly, once again the annual conference has returned to the Gold Coast where it has been hugely successful. Please look at noting the date in **September** in your diary now, you won't be disappointed.



John Guest
AWIA President 2014

AWIA Sponsors

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Downee

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BEKAERT
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Fencing Members

- 0508 TempFence
- 1300TempFence
- AAC Temp Fence
- Aaurora Fencing GC Pty Ltd
- Advanced National Services
- Advanced Steel Products Ltd
- Aim Fencing
- All Temporary Fencing
- Ambit Industries
- ARC Fences
- Atlas Rodek Fencing
- Australian Security Fencing
- Australian Temp Fence (Bris)
- 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
- Jackal Fencing
- Keena Fencing Pty Ltd
- Lee Bros Fencing
- McNamara Fencing Contractors
- Olympic Fencing Pty Ltd
- Otter Fencing Pty Ltd
- Oxford Plastic Systems Ltd
- Playsafe Fencing Pty Ltd
- Protective Fencing Pty Ltd
- Ready Fence NSW
- Ready Fence Perth
- Safeguard Fence Hire
- Secura Fence and Fabrication
- SiteTech Solutions
- 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
- Visible Temporary Fencing
- WA Temporary Fencing Supplies



VICTORIAN FENCING CHAPTER REPORT

At the November 2013 Victorian fencing meeting it was suggested a working group be established to investigate whether the Association should make a submission to Standards Australia to review the **Temporary Fencing and Hoardings Standard AS4687** which was released in 2007.

Since the inception of the standard, much has been learned about fence stability. This is partly due to knowledge gained from fence systems undergoing testing to be compliant with the Australian Standard and the development by some companies of different bracing methods.

The practice of attaching various grades of shade cloth to temporary fencing has dramatically changed the dynamics of the forces acting on a temporary fence. The practice of attaching shade cloth has become much more widespread in recent years.

A scoping meeting for the working group was held this month to plan how to proceed with any review by the Association.

Discussion revolved around whether the current standard covered the current industry practices adequately.

It was resolved that Secretary **Brian Mullarvey** with **Rod Wilkie** from **Melbourne Testing Services** would identify and present to the larger Victorian working group suggested amendments for their consideration.

It is intended to hold a meeting of the Temporary fencing working group over the next month or so to table the suggestions.

The last meeting endorsed the creation of a short precise on chain-link security fencing. The aim of these précised specifications for heavy duty and light duty chain-link security fencing, would be to support the standard drawings the Association has produced and posted on the Wire Association website.

The precise would be available to members and also used in discussions with architects and fence specifiers when promoting compliance to the Australian Standard AS1725-2010.

brian@wireassociation.com.au



QUEENSLAND FENCING CHAPTER

Queensland Building and Construction Commission (QBCC) recently released a statement clarifying the licensing requirements regarding the various components in respect to the construction of Tennis and Sports Courts.

Pursuant to the legislation, the construction of a tennis or sports court greater than \$3,300 in value constitutes 'building work'. This means the person undertaking that work is required to hold an appropriate **QBCC** licence. If you are required to be licensed and are not, you may not be entitled to payment and may be prosecuted by **QBCC**.

The installation of fences requires a licence in either Structural Landscaping (Trade), Builder Restricted to Structural Landscaping, Carpentry, Non Structural Metal Fabrication and Installation or Structural Metal Fabrication and Erection.

Further information on licences can be sourced on **QBCC's** website www.qbcc.qld.gov.au or call **1300 272 272**



WESTERN AUSTRALIA FENCING CHAPTER

Director / Secretary regrets that his planned trip earlier this year to Western Australia was unable to proceed due to his other business commitments. **Malcolm** will now be visiting Perth temporary and security fencing members in June.

As well as discussing normal Association business, **Malcolm** will be discussing the merits of submitting to Standards Australia a proposal to review the Temporary Fencing standard AS 4687-2007. He will be seeking feedback from the local hire companies on their views.

He will also be talking to the fencing members, seeking their input on AS2324, which is being considered for review.

Contact: malcolm@wireassociation.com.au



FENCING INDUSTRY SNIPPETS



GUIDELINES FOR TENNIS COURT CONSTRUCTION

Sports Contractors' Association (SCA) has recently released a replacement section for their publication "Guide Specifications for Tennis Court Construction" for commercial and residential tennis courts.

According to **Robyn Wilcox**, Secretary of the **SCA, Tennis Australia** has stated that tennis court construction specifications should be compliant with the **SCA** Guide and any other relevant construction standards.

The updated Section 5.0 - Fencing has been compiled by **Ray Otter**, Chairman of the CE-008 Standards Committee and covers both commercial and domestic courts. The revised section complies with Australian Standard AS1725-2010 Part 2 (Commercial tennis courts) and Part 3 (Domestic Tennis Courts).

A .PDF copy of the Guide Specifications for Tennis Court Construction can be downloaded from the bottom of the Technical specs page of the **SCA** website: www.sportscontractors.com.au

Standardisation in Safety of Private Swimming Pools



Australian Standards recently approved a project to revise the Standard for AS2818-1993 Guide to Swimming Pool safety.

Most members are more aware of AS1926 Part 1 "Fencing for Swimming Pools" which details many of the physical aspects of swimming pool barriers. The recommendations contained in AS2818 are mainly concerned with preventative safety measures which should be considered in respect to the risk of injury or drowning.

AS2818 however, does contain sections on pool fencing, including section 9.3 which outlines Temporary Fencing requirements during construction. It is hoped that the committee when reviewing the standard may clear up some of the confusion that currently exists in defining when a pool barrier needs to be a fixed barrier and what constitutes a temporary barrier.

Standards Committee Representative

The Association has nominated **Merv Just, Playsafe Fencing**, to be our representative on the CS/034 Standards Committee reviewing the Standard. The committee will hold its first meeting in Sydney in late July 2014.

Members wishing to express any suggestions on aspects of temporary or permanent fencing barrier that should be reviewed in the standard can contact **Merv** by emailing:

merv@playsafefencing.com.au



NEW MEMBER

We warmly welcome SiteTech Solutions to the Association.

The company was established in 2010 by partners, **Adam Fitzgerald, Andrew Welsh** and **Piers Fitzgerald**.

SiteTech Solutions was established with the aim of bringing a superior standard of site start hire products and service to the residential, commercial, industrial and civil construction industry.

Offering a 'one stop shop' service which covers country Victoria as well as the metro area, **SiteTech Solutions** offers temporary fencing with support stays, crowd control barriers, portable toilets, cage bins, crossovers and printed site signage.

Director **Adam** says they "support the initiative of the TFAA to promote the interests of members and to deliver the highest possible industry compliance and standards."



He says he "looks forward to working with fellow TFAA members".

Contact: adam@sitetechsolutions.com.au

WHAT'S THE COATING DIFFERENCE BETWEEN STANDARD AND HEAVY GALVANISED WIRE?

The question has been asked why the thinnest zinc coated galvanised wire is called "standard galv", whereas the thicker coated metallic wire specified in the Australian Chain-Link fencing Standard AS1725 -2014 to manufacture chain-link fabric is referred to as "heavy gal".

Unfortunately, a sensible answer is lost in the midst of time. Any attempt at this stage to change what the wire coatings are called would only lead to confusion amongst the specifiers, installers and the public.

However it would be worth keeping in mind the different coating thicknesses when ascertaining if a particular diameter and coating is fit for the service life required.

Wire Diameter	Standard Galv (W02) Minimum Coating Mass	Heavy Galv (W10) Minimum Coating Mass
2.5mm	40 g/m2	230 g/m2
3.15mm	45 g/m2	240 g/m2

From the table above it is evident the mass coating on "Heavy Galv" is over five times heavier than on "Standard Galv" wire.

Coating masses for other types of coatings and diameters are covered in much more detail in AS/NZ4534-2006.



McNamara Fencing Celebrates 60 Year Anniversary

McNamara Fencing Contractors Pty Ltd is this year celebrating 60 years of being in business. In 2002, **Peter and Tricia Kurmis** took over the Company from **Brian McNamara** who had taken it over from his father. Established in 1954, it is believed that **McNamara Fencing** is the oldest family owned fencing company in SA.

From humble beginnings installing mainly domestic fencing for the first 20 years or so the company has continued to grow. The restructuring in some other major fencing suppliers saw them withdraw from fencing installation which gave **Brian** the opportunity to move into supplying and installing larger projects. The company purchased its own premises but quickly outgrew them and then built their own premises at Lonsdale.



The company moved again in 2005 to a much larger purpose built facility which markedly improved its efficiencies. During this period the company supplied and installed a number of major fencing projects around

South Australia and was arguably the largest fencing company in the State. According to **Peter**, "having the resources, personnel and experience required to take on larger projects greatly assisted at the time and still is important in today's difficult market when dealing with the influx of imported products".

As well as offering a full range of commercial, industrial and temporary fencing products, the company holds a general builder's licence which allows it to undertake work not necessarily offered by other fencing companies.

Having a reputation as being an honest and ethical company remains high on Managing Director **Peter's** agenda. Being proud members of the Australasian Fencing Industry Association and having a representative on the National Committee has given them an advantage of establishing some excellent strategic alliances and also access to a great deal of advice and knowledge.

Contact: pk@mcnamarafencing.com.au



WIRE LINK NEWSLETTER

AVAILABLE BY E-MAIL

This newsletter can be forwarded to you or members of your staff simply by sending a request and your email details to: brian@wireassociation.com.au

Previous copies of this newsletter are available on: www.wireassociation.com.au

then click on linked Associations – "**Australasian Fence Industry Association**", lastly click on "**News**" tag.

HAVE YOU NEEDED CLARIFICATION ON TENDER DOCUMENTS?

The Association has conducted a campaign over the last 12 months encouraging Architects, engineers and fencing specifiers to upgrade their chain-link security fencing specifications to comply with AS1725-2010.

As part of the campaign, chain-link fencing members have been asked to forward to me security fencing specifications containing ambiguous clauses or sections non-compliant with the standard. The Association has then contacted Architects or designers directly and assisted in modifying documents to comply with the designer's wishes that the fencing be compliant with AS1725 – 2010.

The source of the complaint has not been passed onto the specifiers and so far we have had very favourable response from the architects involved. They recognise our aim is to assist them in developing specifications that are clear and meet the requirements that they are seeking.

In the last 6 months, the majority of referrals have come from only a few of our members, predominantly from Victoria. I would urge more members to contact us if they receive specifications which include ambiguous or confusing requirements.

Main items that have been brought to our attention include:

- Intermediate post spacing not specified at 3.330 centres
- Lack of clarification on pipe and tube grade for posts
- Insufficient information on cable wires
- Confusion when specifying PVC - coated wire, uncertainty on whether diameter refers to the core wire or the external diameter. 2.5mm core wire PVC provides a typical 3.95mm minimum outside diameter
- Lacing, tie wire and clips shall be the same coating quality as selected for the chain-link fabric

The Association believes that clearer fencing specifications minimize the opportunity for shonky operators to supply undersized materials and undertake installation practices not in line with industry practices. This can put our members at a disadvantage when complying with the Australian Standards.

CLEAR CONCISE SPECIFICATIONS MAKE FOR A MORE EVEN PLAYING FIELD



Brian Mullarvey
Secretary

Contact: brian@wireassociation.com.au



THE QUEST FOR A LEVEL PLAYING FIELD

The Non-conforming Building Product Dilemma

Recent **Ai Group** research has revealed widespread use of non-conforming products across the building and construction industry. Based on a survey of 240 industry participants, 45% reported lost revenue, reduced margins or lower employment numbers due to non-conforming products across all sectors of the building and construction industry.

In the commercial and industrial fencing sector, suppliers and installers are often disadvantaged when they supply materials and adhere to Australian Standard installation practices.

Decision makers often opt for the lowest tender without regard to whether the material is compliant to the relevant Australian standards or not. In some cases unscrupulous installers disregard the tender requirements and substitute chain-link fabric which has lower than specified galvanised coating or posts with thinner than specified wall thicknesses. Unless there is something obvious like the distance between intermediate posts many of these substitutions remain undetected.

The **Ai Group** suggests that non-conforming products have been allowed into the market due to inadequate surveillance; audit checks; first party certification and lack of enforcement. It believes that to solve the problem of non-conforming product, stakeholders, in consultation with all tiers of Government, need to work together to examine how best to address the gaps and weaknesses in the building and construction sector conformance framework.

In the fencing sector we have seen a marked decline in recent years in the commercial fencing knowledge base of engineers, architects and fencing designers. Many of the current specifiers lack the previous practical experience of their predecessors. We are conscious of the need to continue to promote the adherence to the Australian fencing standards and provide better guidance to those involved in certification and inspection activities to maintain quality standards and to **provide a more level playing field**.

For more information on this topic search - Google - non-conforming building products dilemma

SWIMMING POOL BARRIERS

Victorian members' attention is drawn to information posted on the Victorian Building Authority (VBA) website during April 2014. The posting relates to swimming pools, spars and their barriers and brings the state regulations in line with the updated Australian Standard AS1926-2012.

It emphasises that pool designers need to include detailed drawings and specifications of the barrier with the request for a permit and not use general notes such as "pool barrier to be constructed in accordance with AS1926-1-2012" "detailed drawings and specifications will be particular to the site where the swimming pool or spa and the barrier are to be constructed."

Members installing pool barriers should ensure the approved permit coincides with the requested position of the pool barriers.



GATES ARE GROWING

To meet the growing demand of wide Industrial driveways, cantilever gates provide the perfect solution. Cantilever gates offer the benefit of having no track fitted across the surface of the driveway, eliminating the risk of track damage and maintenance, and are the ideal solution for unsealed driveways. Cantilever gates also offer the benefit of keeping the driveway in service throughout the installation, as there is no need to pour a concrete strip across the driveway.

Downee in recent years has gained a wealth of knowledge and experience in supplying sliding and automatic gate components.

Photo right: Chain-link gate spanning 6 metre driveway weighing approx. 300 kgs.



Photo left: Tubular gate spanning 9 metres weighing approx 500 kgs.

The two cantilever gates in the photos are situated in far north WA. Both used **Comunello** cantilever gate

components, manufactured in Italy and were supplied by **Downee** to the gate fabricator.

Downee can supply **Comunello** cantilever hardware in 3 different sizes / profiles, accommodating gates up to 18 metres in length and up to 3,000 kgs in weight.

As a service to its customers, **Downee** can now offer the necessary engineering drawings which provide the following critical information:

- Minimum foundation size and detail of the slab
- Overall length and geometry of the gate tail
- Recommended size of the cantilever carriages and monorail
- Location detail and centre distances between the cantilever carriages
- Full Gate Automation solution, including motor, access control, accessories and technical support.

According to Regional Sales Manager **Grant Murdoch** all they require from a customer is the width of the driveway and the approximate weight of the gate (excluding the tail). **Downee** can then provide the rest of the information.

More info: gmurdoch@downee.com.au



An Australian Government Initiative



Federal Government Announces Changes to Industry Support Services

The Federal Government has announced in their May budget, an **\$850 million cut to industry programs**, but at the same time, the government is setting up a new agency – the **Enterprise Infrastructure Programme** – which will, according to reports, pull together the best of a whole range of industry support schemes.

In recent years one of these support agencies, **Enterprise Connect**, has provided advice and services to a number of our wire and fencing manufacturing members as well as sponsoring speakers at AWIA conferences.

When handing down the budget, the Government announced that the **Enterprise Connect programme will close on 30th June 2014**. Clients receiving services through **Enterprise Connect** will continue to receive support, and all existing contractual arrangements will be met.

According to a website press release, from July 1, 2014 a new **Entrepreneurs Infrastructure Programme** will commence, which will provide:

- Business management skills for small and medium enterprises including global supply chain engagement services
- Support for businesses to collaborate with the research sector to re-engineer business operations and develop new ideas with commercial potential.
- Commercial advice and brokering services for businesses to gain access to private sector capital
- Support for businesses to help them access specialist expertise, such as expertise on intellectual property protection, as well as to progress the commercialisation of their new ideas

The Association will be making contact with the new agency to establish which of its services could be of interest to our membership.



Employee or Contractor?

There is no simple checklist for determining whether someone is an employee or a contractor and there are many factors taken into consideration when assessing employment status.

The following websites may be of some assistance:

www.qbcc.qld.gov.au/Contractors/Licensing

www.ato.gov.au/General/Contractors/



FROM A BACKYARD GARAGE START

October 2014 will see 60 years since **Albert Blashki** sold his car for \$800, borrowed \$400 from the ANZ bank and with the purchase of a single spot welder founded **Ace Wire Works** and commenced business in a small garage at the rear of the family's private residence in Carnegie, a suburb of Melbourne.



The first products **Albert** manufactured were milk bottle carriers, wire mannequins and display stands.



It wasn't long before the business needed room to expand, and in 1955, **Ace Wire Works** moved to a property in Springvale, a south eastern suburb of Melbourne. The factory consisted of two ex-Army huts and **Albert** employed three workers.

In the late fifties, a saw tooth building was constructed over the entirety of the site which served the business through many years of growth together with a rented warehouse in the next street.

However, in 1997, the business had definitely outgrown its premises in Springvale and a purpose built factory; warehouse and offices were built on 4 acres in Hallam where it is located today.

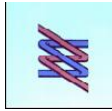
The **Blashki** family still operates the business. **Philip**, **Albert's** eldest son is the current Managing Director and three of **Philip's** sons work in the business. **Simon** is responsible for special projects including establishing automotive component supply chains and has been in the family business 18 years. **Peter** 15 years in the business, commenced in the mesh welding department and is now involved in sales and estimating. **James** was involved in implementing the ERP system then finance and is the current General Manager, he has been with the business for 9 years.

The success of the business has not only been due to the drive of the **Blashki** family and their investment in the latest technologies but also their commitment to their customers to deliver a competitively priced on time quality product.

The business offers a wide range of products and services from cutting and straightening wire, metal fabrication, shop fittings, industrial mesh manufacture and automotive wire components as well as other wire and metal working activities.

Albert Blashki will be 95 on 8 June, 2014 and is looking forward to celebrating **Ace Wire Works'** 60th Anniversary in October 2014.

For more information on **Ace Wire Works** activities contact sales@acewire.com.au



WHY SERVICE INNOVATION IS SO IMPORTANT TO SMALL MANUFACTURERS

According to **Roger La Salle** (author and key note speaker at 2010 AWIA conference), a good definition of service is as follows:

“The provision of labour, information, facilities or products to meet a need”

As well as the actual physical, product service covers all the following:

- Labour, like the installation activities
- Information, such as easy to navigate web pages, interactive customer contact systems, DIY product suggestions, informative product leaflets
- Facilities, where potential customers can view product displays, areas where negotiations can be carried on privately.

The current buzz word around business today seems to be “to innovate”, however smaller manufacturers generally turn off when we speak of service innovation.

Service is something that for some reason seems not to be on the innovation agenda.

It would seem to many that innovation really only applies to making real tangible products.

However, if we look at almost any manufacturing operation the task of actually bolting things together to make a product in fact represents possibly just 10% or less of their business activities. Indeed the other 90% is service.

Roger poses the question **“Is this really the case?”**

He describes the customer interface and the sales effort as in fact a service. The person who answers the phone is delivering a service, so too is the warehouse clerk, the person packing the goods and those that deliver them are all services. For this reason service innovation should be high on the agenda as the innovation of the tangible products we make.

POOR SERVICE CAN BE A SHOP STOPPER

We have all had bad experiences in dealing with businesses that are making things we wish to purchase. Experiences such as dealing with uninformative sales people, being given delayed delivery promises, off handed treatment of complaints, listening to mindless music whilst waiting to speak to a real person, waiting at a counter whilst a sales person takes a long phone call, being overcharged for extras that were not made clear in the original quotes, having delivery charges tacked on after a price had been agreed upon.

All of these components form part of your overall offering and to fail in just one can spell disaster to your relationship with your customer.

(cont)

CAN SERVICES BE INNOVATED?

The intangibles of service are no different from the tangibles of physical products. In fact services can be mapped and measured just like other processes. Indeed service efficiency can be also measured by the following equation:

$$\text{Service Efficiency} = \text{Service Level} / \text{Costs}$$

Roger suggests how to get your head around service level efficiency is by developing some metrics (measurement) around what you are delivering as a service for a particular part of your business and assign a dollar value to the importance of this. Changes can then be made to improve service level and the costs associated with that delivery.

In this way, the service level can not only be innovated, but much like process innovation, mathematically tracked.

WHAT NOW?

It is suggested you pay attention to the service aspects of your business and work with your employees to develop some service level metrics with associated costs. Once such metrics are in place, not only do you have a means to measure and track service delivery, you also have quantifiable ways to measure the effects of implementing innovative change.

Roger has written a number of books on innovation including “Innovate or Perish”. In this book he details his thoughts on innovation in the service sectors and provides tools for metrics for service efficiency.

More info:

www.matrixthinking.com



New York Based Spring Pioneer Shines Spotlight on Plastic

It seems springs have been metal since tyres were round, so it is hard to conceive of any variance from that steadfast rule.

Enter **Lee Spring's** plastic composite spring that stretches the boundaries of what a spring can endure. According to **Lee Spring's** Application Engineer **Evan Guest**, it surpasses metal springs in many applications because it offers some incredibly interesting characteristics to the design engineer.

These include resistance to magnetism, resistance to corrosion and conductivity as well as being lighter than metals. Plastic springs could have applications, according to **Evan**, in the medical industry where its non-magnetic characteristics could be important, especially in relation to MRI and X-Ray machines where such equipment is very sensitive to the slightest bit of magnetism.

Why you may ask are plastic springs of interest to wire workers? It demonstrates that even products that have been around since time immemorial can be replaced by new innovative products. Many of the products that will be the mainstay of businesses in ten to fifteen years' time have not yet been invented.



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

NATIONAL AWIA COMMITTEE MEETING



In March 2014 the National committee met in Melbourne. **AWIA Director / Secretary, Malcolm Michael** and **AFIA and TFAA Secretary, Brian Mullarvey** presented reports to the committee on the activities undertaken over the last six months.

President, John Guest welcomed 12, mainly interstate committee representatives including first time attendee, **Samuel Heslop**, representing **Gold Sponsor, Downee**.

The Committee discussed the 2014 conference format as well as identifying a series of topics which would interest members and be beneficial to their business activities.

The location of the conference was confirmed as the Marriott Resort & Spa in Surfers Paradise.

Members of the sub-committee tasked with looking at the long term strategic direction for the Association reported on discussions held with the **Australasian Steel Institute (ASI)** with regards to the provision of possible services by that organization. The discussions are ongoing, however, it was resolved that the **AWIA** 2014 conference would be scheduled at the same time as the **ASI** conference. This would allow the **AWIA** to gain synergies by holding the conference at the same venue as well as providing significant networking opportunities with businesses in metal, wire and construction industries.

SPRING TRAINING COURSE October 2014

Following the successful 2012 training course for spring makers, the Association has spoken to a number of spring makers in Australia and New Zealand and received strong support to hold another course.

After liaising with UK spring expert **Mark Hayes**, who conducted the previous course, Director / Secretary, **Malcolm Michael**, is pleased to announce that **Mark** is available to come to Australia in **October 2014** to hold a new course and on this occasion due to the demand, conduct a course in New Zealand.

Details and costs for the course will be circulated shortly for comment and registration of interest. Likely course dates are **1st to 2nd of October 2014** in Australia and **14th to 15th of October 2014** in New Zealand; these dates are subject to confirmation, as are the venues.

This course will again be sponsored by the AWIA Training Fund Trust.

More information:

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