

GA



GLASS AUSTRALIA An official publication of the AWA-AGGA Limited

February 2019 – ISSUE 94



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AWA-AGGA Limited is formalised – read more on the merger page 12

Case Studies –

Hobart's newest luxury hotel – MACq1 page 26

The elegant Teague Residence in South Australia's Adelaide Hills page 32

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Glass & Glazing

Industry Events Calendar 2019

APRIL 2019

02-05 MIR STEKLA
Expocentre, Moscow

MAY 2019

14-15 GLASSMAN
SOUTH AMERICA
Sao Paulo, Brazil

MAY 2019

22-25 CHINA GLASS 2019
Beijing, China

AUGUST 2019

27-29 AUSFENEX19
Sydney, Australia

SEPTEMBER 2019

17-18 GLASSMAN EUROPE
Lyon, France

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Clinton Skeoch.

Photography: Shaney Balcombe –
Fotogroup, Ryan Formossa, Stu Gibson.

This month's cover

This month's front cover features the new MACq 01 luxury waterfront hotel in Hobart.

Vos Glazing are to be congratulated for their high standard of work, winning the AGGA Tasmania 2018 Design Awards - Commercial Over \$50K.

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Chairman's Notes

Jeff Rotin – Chair, AWA-AGGA Limited

Welcome to the February edition of GA Magazine, the first publication to be produced under the newly merged AWA-AGGA Association. Let me start by saying that I am humbled and honoured to have been appointed as the inaugural Chairman of AWA-AGGA Limited. Along with Deputy Chairman and former President of AGGA, Greg Hunt, and the balance of the newly appointed Board of Directors, I look forward to contributing to the development and direction of our new industry Association.

I would also like to acknowledge the great volume of work completed by the staff of both Associations and the merger working group to ensure we were able to complete all necessary steps to meet our 1 January target date. The spirit and enthusiasm with which all team members have approached the merger have been outstanding.

The driving force behind combining the two Associations was to leverage the various strengths and capabilities of each organisation while also reducing duplication of effort in areas of commonality, to build a larger, more capable entity with greater depth and versatility while also providing a united and focused peak body for members, consumers and regulators alike.

The State Chapter structure of AGGA has always been considered a key strength, providing a high level of engagement and value among members. These chapters will be supported and enhanced with the additional scale of the merged Association. Training and accreditation programs have also been a strength from an AWA perspective and will also be further leveraged and advanced under the new organisation. The excellent capabilities in terms of marketing, communications and events management will combine to deliver a new level of content and support for our members. It will also

assist in continuing to educate consumers and regulators about the importance of the products and services our industry delivers to the market.

As you may be aware, AWA-AGGA Limited is the legal entity name of the new association. However, rest assured our marketing team is working on development of a more relevant and suitable market-facing brand and name, which we will be looking to launch in the coming months.

AWA-AGGA Limited will continue to provide secretariat services to the National Security Screen Association (NSSA) and the Window and Film Association of Australia and New Zealand (WFAANZ). We also welcome the arrival of the Australian Institute of Surface Finishing (AISF). Dialogue is also progressing with several other associations, who also see benefit in aligning themselves with the new Association.

I would like to formally welcome and introduce our new CEO, Clinton Skeoch. Clinton joined the AWA in November and has now taken the reigns of the new Association as of 1 January. Clinton comes to us with a wealth of experience, having held a number of senior corporate management positions while also being the past Chairman of the Timber Development Association. I am sure you will all join me in welcoming Clinton to our industry.

In closing, I wish all of our members a safe and successful start to 2019. I look forward with much anticipation to the many benefits our new merged Association will deliver. While I have no doubt there may still be some challenges to be worked through, I encourage all members to get behind the new Association for the advancement of our industry into the future.



CEO Notes

Clinton Skeoch – CEO, AWA-AGGA Limited

Let me welcome you all to what promises to be an extremely exciting year for the entire industry.

Firstly, I'd like to mention the merger, which is probably the year's biggest news. As of New Year's Day 2019, the Australian Glass and Glazing Association (AGGA) and the Australian Window Association (AWA) have been combined into a single entity – AWA-AGGA Limited.

This comprehensive move has already delivered many advantages across the board. With a more streamlined structure, valuable knowledge and resources can be shared far more effectively. The merger also provides all glazing professionals with a stronger and more unified peak industry voice. An important aspect for members to note is that these expanded services are achieved this year with no change in their membership fee. More information on the myriad advantages that the merger is delivering can be found on page 12 of this issue.

As you'd expect, there is still an enormous amount of work to complete with the merger. Together with the new Board, our team is carefully

working through an immense variety of processes to ensure that this enterprise is completed as thoroughly and efficiently as possible. We will endeavour to keep you fully updated with all major developments over the coming months.

Additionally, the merger has reminded me how extremely fortunate we are to have such a skilled, professional and passionate team. Their commitment, dedication and exhaustive knowledge of every aspect of our industry will ensure an optimal outcome for this newly minted industry body.

Over the coming months, I'm genuinely looking forward to meeting with as many members as possible, as well as learning more about important aspects of your business and any issues that may concern you. Maintaining open and honest communication, in my view, is the key to making consistent and judicious improvements.

Thank you, also, to so many of you for the warm welcome I have received after being appointed CEO. I wish you all a prosperous and successful year ahead in 2019.

Meet the New AWA-AGGA Limited Board

David Brogan, CEO – Breezway

Wayne Cook, GM – Assa Abloy Aust.

Peter den Boer, Head of Glass & Technical
– Jason Windows

Paul Gray, MD – Southern Star Windows

Adrian Grocott, MD – Express Glass

Greg Hunt Glass, GM – G.James

Roy Loftus, Director –
Nu Look Aluminium & Glass

Phillip Mauviel, GM – Jim's Glass

Gerard McCluskey, MD – Landson Glass

Liz North, Director – Add-Vantage

Jeff Rotin, CEO – Dowell

Clinton Skeoch, CEO – AWA-AGGA Limited

Renee van Vugt, Interim GA – Viridian



> Clockwise from back right: Clinton Skeoch, Jeff Rotin - AWA-AGGA Chairman, Wayne Cook, Roy Loftus, Liz North, Gerard McCluskey, David Brogan, Greg Hunt, Phillip Mauviel, Renee Van Vugt, Alan Simmonds - advisor to the Board. Not present: Peter den Boer, Adrian Grocott, Paul Gray.

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Editor's Notes

Welcome to the first edition of GA in 2019

In this edition of GA, we're celebrating several firsts – our new AWA-AGGA Limited entity, a new CEO, a new Board, and a new year. Many exciting times are ahead for our combined industries.

On page 12 we cover the AGGA and AWA merger – the expanded services, and resources as well as how the change will impact Members.

We introduce our newly appointed CEO, Clinton Skeoch, on page 8. His many years of experience in the timber industry, along with numerous industry associations, makes him the perfect candidate for his demanding new role.

From all accounts, *glasstec 2018* was a great success, with many of our members

attending or exhibiting. We feature event highlights commencing on page 38, while also recognising a few milestones – including the 40-year celebration of Neil Searle's (OGA) attendance at *glasstec*.

We again feature two case studies – a residential glazing extravaganza from Federation Glass in South Australia, page 32, and the MAQ 1, a luxury hotel on Hobart's waterfront, with works undertaken by Vos Constructions Tasmania, page 26.

Shane Garret, Chief Economist at the MBA, has provided a comprehensive economic forecast for our readers on page 60.

We also have an industry alert, warning members to be extra diligent when communicating via email. We're advised that several of our members have either

been recently scammed or have narrowly avoided it. Large sums are at stake, and unfortunately it appears we're all potential targets. Read more on page 55.

Our much-anticipated national conference, AusFenEx19, will be hosted at the ICC Sydney, Darling Harbour, from 27–29 August 2019. Plans are now well advanced, with the exhibition and trade event to be the largest ever and attendees predicted to reach record numbers. Sponsorship opportunities are still available, so enquire now if you are interested in being involved. Early Bird rates will be announced shortly, so note the date and book early to save!

Enjoy the read, and wishing you a great year ahead in 2019.

Jill

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“ My career has given me a solid grounding in strategic industry, research and development, industry strategy, government engagement, and policy regulations. ”

Clinton Takes the Reins

> Text by Tim Roberts, Photography by Foto Group

Clinton Skeoch, the new CEO of AWA-AGGA Limited, has long been a major player in the business and construction sectors. He discusses the unique path he's taken to get to this point and how he's planning to use his extensive experience to make the most of this landmark union of the two peak bodies.

Clinton begins by voicing his excitement about the state of play. 'There are many benefits of AGGA and the AWA coming together in such ideal circumstances,' he observes. 'The merger between these vibrant and passionate organisations will create a stronger and more prosperous future for our glazing industry.'

Starting out in this newly created role has given Clinton a unique opportunity to make a difference. 'Our combined membership makes the two organisations stronger united than divided,' he says. 'I'm excited about having the opportunity to look at things from a new perspective.'

Clinton's rich and diverse professional background brings unique insights to the glazing industry, which will benefit from his unique experiences and worldview.

From the beginning, sales has formed a major strand of Clinton's expertise. 'When I was straight out of university, I worked in the Australian sales arm of a Chinese chemical manufacturer called Red Sun for four years,' he says. 'That was my introduction to industry.'

The next step in Clinton's journey was working with Horticulture Australia as their Australian

Domestic Market Manager and Global Trade Analyst, a role which demanded a broad grasp of domestic marketing, and global trade expertise.

Following was an 11-year stint at Boral, where Clinton worked in a range of strategy-based market development roles. 'Working in strategy, supply chain and market development at Boral involved looking after production and distribution planning for mills and distribution centres Australia-wide, as well as overseeing the company's marketing presence in South-East Asia.'

His successful tenure at Boral required a significant understanding of the unique demands of manufacturing, an ability which will serve him well in his new role. 'Flourishing during my time there demanded a deep appreciation of what it takes to compete in a global market,' he says.

Throughout, Clinton was also steadily amassing extensive experience with industry bodies. 'While at Boral, I served on the board of the Timber Development Association for 10 years, the final year as Chair,' he recalls. 'For a number of years I was also on the Forest and Wood Products Australia (FWPA) Advisory Board.'

Clinton's accumulated expertise will prove invaluable in his new role. 'My production and sales background is woven through engagement, strategy and practice,' he says. 'My career has given me a solid grounding in

strategic industry, research and development, industry strategy, government engagement, and policy regulations.'

Clinton's aims are proudly optimistic. 'I'm the guy who wants to grow the pie rather than just redistributing it, an objective which has been one of my career's main themes,' he notes. 'By optimising our full range of processes in the glazing industry, we'll be able to grow an even more vibrant culture. The merger will also allow us to leverage each organisation's strong frameworks, encompassing training, accreditation, policy development and standards.'

Far from being an uncritical optimist, however, Clinton is fully aware of the challenges ahead. 'Competition in the glazing industry is now fiercer, and integration more comprehensive, than it's ever been – the only constant is competition,' he comments.

'Our membership base, from the smallest glazier in Hobart to the largest in Sydney, are becoming more competition and customer-focused every day,' Clinton elaborates. 'Given this reality, we have to supply a framework that supports growth and development.'

The newly combined organisation's highly diverse membership is a source of strength. 'The varied membership base of AWA-AGGA Limited ranges from small glaziers right through to major manufacturers and importers,' he says. 'They are all similar in some ways but different in others, with

→

unique issues and touchpoints. The merger will enable each of our members to support each other far more effectively.'

The outlook, then, is extremely bright. 'It's an exciting time for the industry, and I'm looking forward to coming on board to help extend the pathway ahead,' Clinton says. 'As someone who is passionate about people in the industry, I was struck during my first Board meeting with everyone's admirable

commitment to creating a bright future for our combined entities and businesses. I'm also impressed by the capacity and skills of our combined employees, and am genuinely looking forward to playing a role in creating the best possible outcome for Australia's glazing and window industry.'

We wish Clinton all the best in this inspiring new role. **GA**

Should you have any questions regarding the new entity, please email them to info@agga.asn.au or info@awa.org.au

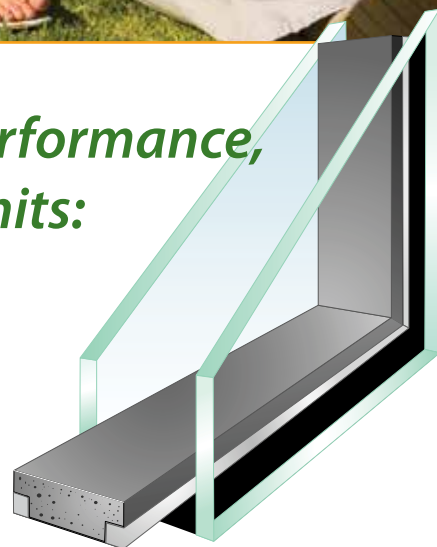


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A Unified Purpose – AWA and AGGA Join Forces

The merger between Australia's two leading glass and window representative bodies is now complete – as of 1 January 2019, the AWA-AGGA Limited is now ready to meet the needs of the combined glass, glazing and window industries. This merger has already impacted positively. In addition to introducing economies of scale, benefits are already directly flowing to members, with the expansion of member services and support on offer.

The formation of AWA-AGGA Limited has been driven by the urgent need for each industry group to continue to evolve within an increasingly competitive global market. With this in mind, combining the two bodies has created an authoritative, unified voice. A far more efficient and cost-effective industry association has been made possible by accessing economies of scale.

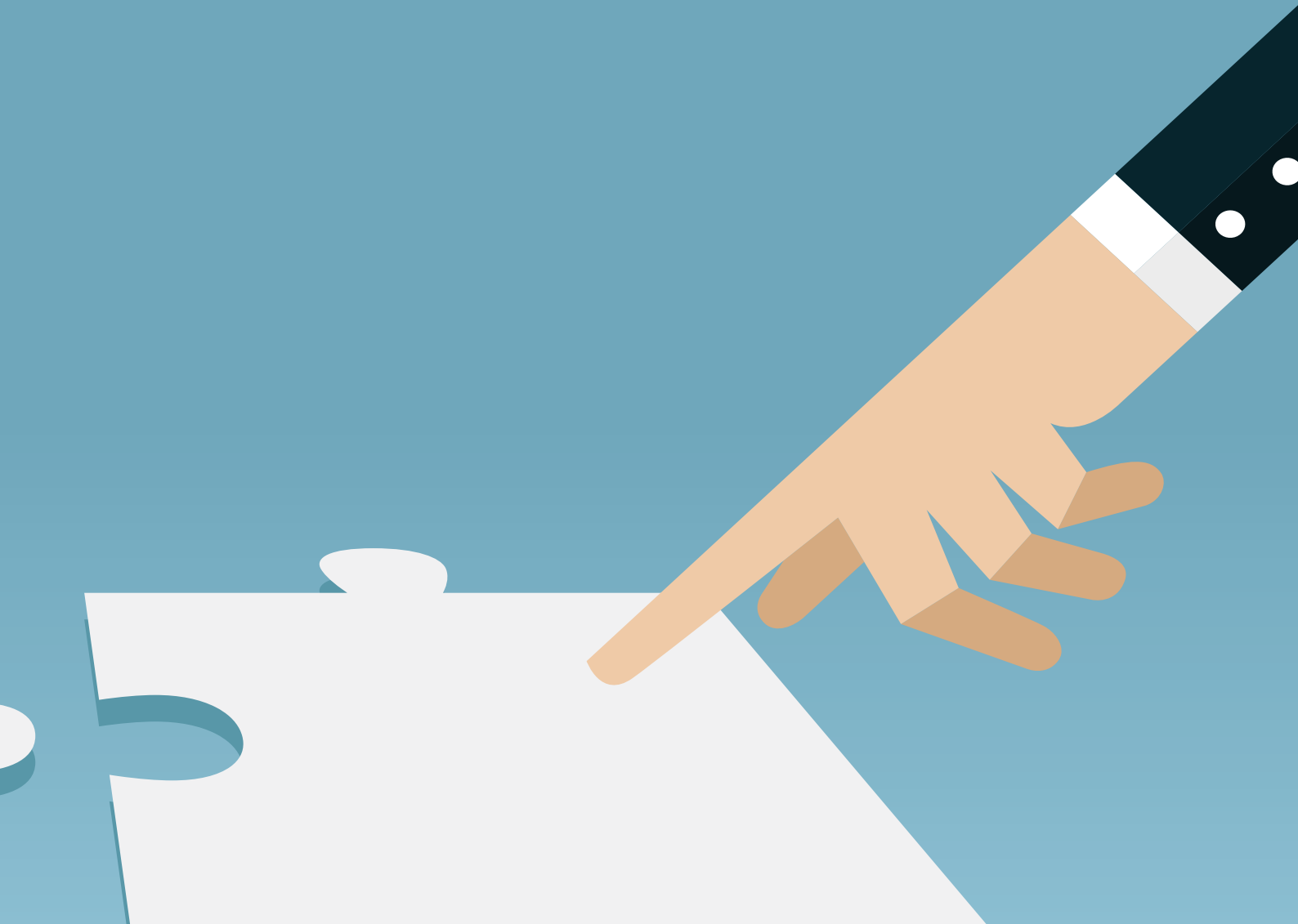
Creating a single entity has also ensured this newly formed organisation will command a greater voice than was formerly possible with two separate bodies. In a genuine example of 'strength in numbers', streamlining these two major representative bodies into a single overarching organisation means that those operating in the glass, glazing and window industries now benefit from the joint representation – the two Associations' combined strength now provides a stronger, consolidated and consistent message on behalf of all members and stakeholders, who can communicate with a truly cohesive voice for the first time.

The recent merger has also resulted in a simpler, increasingly democratic and more effective system of governance, with a single Board appointed to represent every member's interests. Believed to be a major improvement on the previous system, this

development ensures all members (large and small) have a stronger voice, greater advocacy, and increased solidarity through total industry representation across a united front.

The sharing of many skills, industry trends and knowledge are also flowing from the formation of AWA-AGGA Limited, as all members in key areas gain access to increased expertise. To name a few, members now enjoy expanded technical advice, increased access to more training, an improved accreditation framework, ongoing access to WH&S support, increased marketing support, and additional networking avenues via a revitalised State Chapter presence.

The formation of AWA-AGGA Limited is also about people, bringing together irreplaceable expertise in a single organisation. Functioning as a formidable 'think tank' of acknowledged



experts, the newly merged organisation will securely guide members through daily challenges with its unrivalled collection of practical skills and knowledge arising from a vast level of combined industry experience.

Improved communication channels are also made possible by forming this single new organisation, our focus will be on bringing the entire industry together to network and share information and experiences. By aligning conferences, chapters and training for each organisation, pooled resources can now be efficiently directed into creating the most informative and relevant presentations possible.

The new Association is planning to revitalise state events, increase attendance numbers, and raise the level and effectiveness of networking opportunities for members. The successful merger has been a crucial

step forward in creating a comprehensive Australia-wide glass, glazing and window community that fully utilises our combined expertise.

With the formation of AWA-AGGA Limited, we have achieved a long overdue leap forward for our industry. With so many beneficial effects already stemming from this decisive recent development, we are looking forward to making further advances as a unified body with a shared sense of purpose.

For further information on the merger or to make enquiries regarding upcoming events, training or technical support please make contact with your local AWA-AGGA Limited office. GA

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From left: Jarmo Pytkönen, Glaston & Darin Vietmeier, United Plate Glass

Glaston heating chamber replacement for tempering furnace

United Plate Glass shares best kept secret

“When you’re basically happy with the quench and your bed size, it becomes a no-brainer to change the furnace chambers with Glaston’s chamber replacements to get a completely new furnace. The best thing – you’re only paying about half the price of a new furnace and you get the latest tempering technology,” states Darin Vietmeier, Vice President of Operations at United Plate Glass of Pittsburgh, Pennsylvania. His company purchased Glaston’s chamber replacement upgrade in early 2016 for a Glaston Uniglass UniCharge furnace that dated back to the turn of the millennium. “It’s the best kept secret out there!”

United Plate Glass has grown despite economic ups and downs thanks to its wise decisions to move with a high-quality glass offering for its customers. Originally, the company started as an automotive glass distributor with no manufacturing capabilities at all. Later, it started with light manufacturing when it purchased polishing and beveling equipment, and from there, moved on to insulated glass.

“Until the end of the 90’s, we always outsourced all of our tempered glass,” Darin begins. “But we started to run into problems with this when we couldn’t get the tempered glass back in a timely manner for our customers.”

FROM BETA TO LONG-TERM COOPERATION

In 1999, Darin came to Finland and was immediately sold on the idea of getting a Uniglass furnace. “It was the first in the market with turbo convection,” he says with pride. “We knew well that there would be teething problems with this beta version, but we also didn’t have such a large customer base that needed tempering. So, we were able to spend time working with Jukka Vehmas of Glaston to fine-tune the furnace to match our needs.”

In 2003, business had picked up nicely and United Plate Glass had run out of tempering capacity. So Darin purchased

another Uniglass furnace from Glaston. And again in 2006, when the company’s North Carolina facility started up, he purchased a double-chamber tempering furnace from Glaston.

“It wasn’t great timing for us in North Carolina, at first,” he says ruefully. “The economy had just started to sour as soon as we had opened our doors. Still, we believed in our tempering furnace offering to provide our customers with top glass. And eventually, business started to pick up there as well.”

BOOSTING CAPACITY AGAIN

At that time, United Plate Glass consisted of two buildings across the street from each other in Pittsburgh and one building in North Carolina. “And then we ran out of capacity again,” he smiles. “So in 2014, we purchased our first Glaston FC500 for our newest and third building in Pittsburgh.

Today, we offer various glass ranges for our different customer segments. For residential, we have the thin 3.2–5 mm glass, small insulation window glass as well as monolithic glass. For commercial

customers, we produce the 6 mm and high-performance glass in our newest facility on the FC500 furnace. And the last building in Pittsburgh is our catch-all for the so-called 'mom & pop' stores in a 300-mile distribution radius from us that serve both residential and commercial customers."

"SIMPLY WORN OUT"

"Since our first tempering furnace was a beta, we were always working on it, which takes a toll. Plus, it was simply worn out after many years of service. The downtime just kept costing us time and money. So we needed to make a change," he says.

Replacing the chambers of the furnace sounded to Darin like a very viable option. In fact, he claims it's the best kept secret.

"The old sections with the blowers and quench are just mechanical, built of steel and bearings that can be easily rebuilt. But the best part is that it costs only half the price of a new furnace," Darin exclaims.

"We thought a long time about what to do with the old heating chamber. Sell it?" he rationalizes. "We brought out the pen and paper and started to add things up. In the end, we simply threw it out after stripping out all possible parts that we could use on our other furnaces." The final price he received was USD 632.00.

"We didn't want to sell a used tempering furnace that would put someone else in business – and then become our competitor. So the trade-off worked for us," he says.



"“When you're basically happy with the quench and your bed size, it becomes a no-brainer to change the furnace chambers with Glaston's chamber replacements to get a completely new furnace. The best thing – you're only paying about half the price of a new furnace and you get the latest tempering technology.”"

— Darin Vietmeier, Vice President of Operations at United Plate Glass, U.S.A.

AN INGENIOUS SOLUTION

Set-up for the new furnace was fairly fast, he recalls. The company was under the gun to get it up and running for the seasonal take-up period. Although there were some delays, Darin explained that his own team was very busy with other projects and slow to rip out the old furnace.

"We got the furnace replacement chamber in spring 2016, and we haven't looked back. Now everything's up-to-date and it will be much easier now to maintain the software and other controls that were becoming obsolete," Darin says.

"Since the heating chamber replacement is a rather new offering from Glaston, it did have missing parts here and there. But everything was organized according to the electrical panels, which are

pre-assembled. I'm sure that future replacement orders will be even better," he ascertains.

When asked about the future of his other existing tempering furnace, Darin smiles. "Yes – I've already been sold on our next heating chamber replacement. It's a really good secret – an ingenious solution for glass tempering furnaces!"



"We got the furnace replacement chamber in spring 2016, and we haven't looked back. Now everything's up-to-date and it will be much easier now to maintain the software and other controls that were becoming obsolete."



"For commercial customers, we produce the 6 mm and high-performance glass in our newest facility on the FC500 furnace."

AUS FEN EX19

Conference 2019

AusFenEx19 promises to be a memorable gathering of industry decision-makers and influencers from within the Australian glass, glazing and window industries. This year's trade fair and exhibition are both earmarked to be the largest ever, with attendees representing a massive selection of national and global companies Australia-wide, many with a genuinely global reach.

The International Convention Centre at Sydney's Darling Harbour will host this globally focused event. An exceptional facility featuring world-class meeting and

exhibition areas – with a total exhibition capacity of 35,000m² and several state-of-the-art theatres – this acclaimed centrepiece of Darling Harbour's rejuvenation provides AusFenEx19 attendees with an enviable vantage point onto Sydney Harbour's visual splendour. Hundreds of accommodation options are located within walking distance of this memorable setting, catering for every budget and level of amenity.

As AusFenEx regulars will know, one of the event's highlights is the Golf Day (27 August) – the perfect opportunity to meet,

rub shoulders with, and engage in (friendly) competition against other attendees before the Conference hits its stride in the days to follow. This year's Golf Day will offer something special, and will be held at a champion golf course in close proximity to the city.

The Partners' Day will again be a highlight (28 August), as a perfect social outing is being planned for all spouses to relax and enjoy the day, and for many to reconnect with friends from past events.

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And when it's time for business, the scale of the AusFenEx19 exhibition and trade event (27–29 August) will be the largest ever, promising to surpass the over 600 delegates attending the 2016 event. This gathering will be the most industry-focused yet, with the full day of conference activities held in the vast International Convention Centre's. Here, representatives hailing from a wide range of companies will display their latest products and technological advances in an international showcase. Over 2,000 Australian and international visitors are

expected for this year's event, making this an unmissable opportunity for all in attendance. Providing unique exposure, particularly for our international delegates, each social event at AusFenEx19 has been carefully planned to maximise valuable networking opportunities. These include the Welcome Cocktail Party (27 August), housed in the Centre's expansive exhibition area; the Women in Windows Lunch (28 August) at ICC Sydney; and the Casual Dinner (28 August), offering the chance to mingle and unwind with delegates at Doltone House, Darling Island

Wharf. In true AusFenEx tradition, the entire event will be capped off with the famously lavish Gala Dinner (29 August), hosted at the salubrious The Star Sydney. As you'd expect, there's a feast of available opportunities for socialising, sampling delectable food and beverages, and simply kicking up your heels in style.

The packed roster of social and trade events will be supplemented by a series of conference presentations from highly respected industry figures, covering topics ranging from technical advances in glazing



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- The U Value and shading coefficient are measured by conditions given by NFRC 100-2010
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- For a comprehensive list of iplus products and performance specifications, please contact an AGC representative.



Contact our AGC representative in Australia today

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AUS FEN EX19

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(AusFenEx19 Conference – continued)

technology to environmental issues. It's the ideal way to learn about new innovations and evolving work practices, and hear more on key issues that are impacting our industry. Both enjoyable and informative, the conference program offers a detailed collection of professional insights in a collaborative, social and welcoming environment.

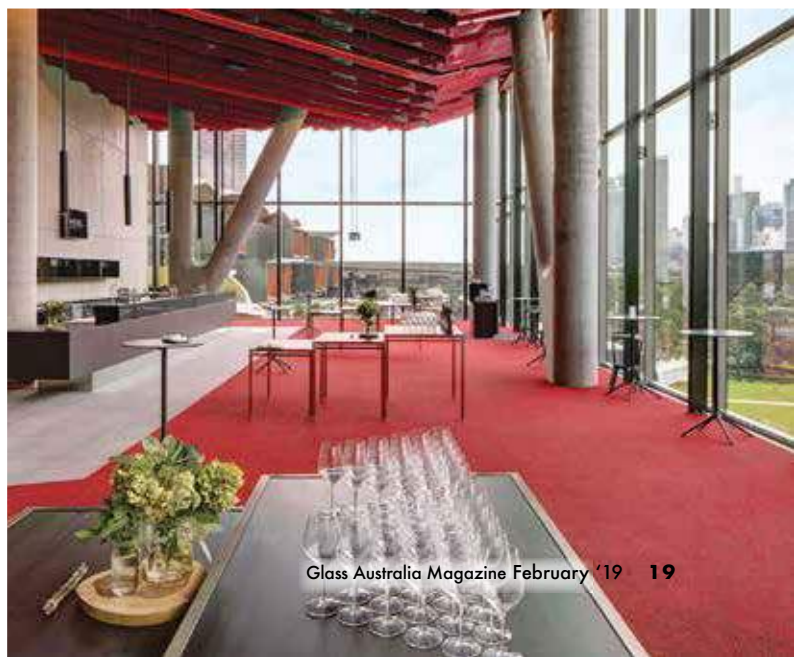
Bringing together professionals from every corner of the glass, glazing and window industries, the conference will share views from window and door manufacturers, glass processors, glaziers, security screen manufacturers, skylight manufacturers, industry suppliers, builders, architects, designers, certifiers, local and federal Government departments and other industry associations. The full program is now close to being finalised, so please check our website for a detailed rundown of the illustrious list of speakers.

Becoming a sponsor of AusFenEx19 will maximise your visibility to industry. Whether you're aiming to raise your profile or reinforce the image of your brand with those who matter, sponsorship is unrivalled in its impact.

With a number of sponsorship opportunities still available, it's vital to move quickly if you're interested in learning more about raising your profile on the largest possible stage. We urge you to maximise your investment – the earlier you commit, the more exposure your business will gain in the important lead-up to AusFenEx19.

Conference registration will be available shortly, with an Early Bird rate also offered. Be sure to lock in the dates right now to secure your place at this unforgettable event! 

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www.ausfenex19.com**





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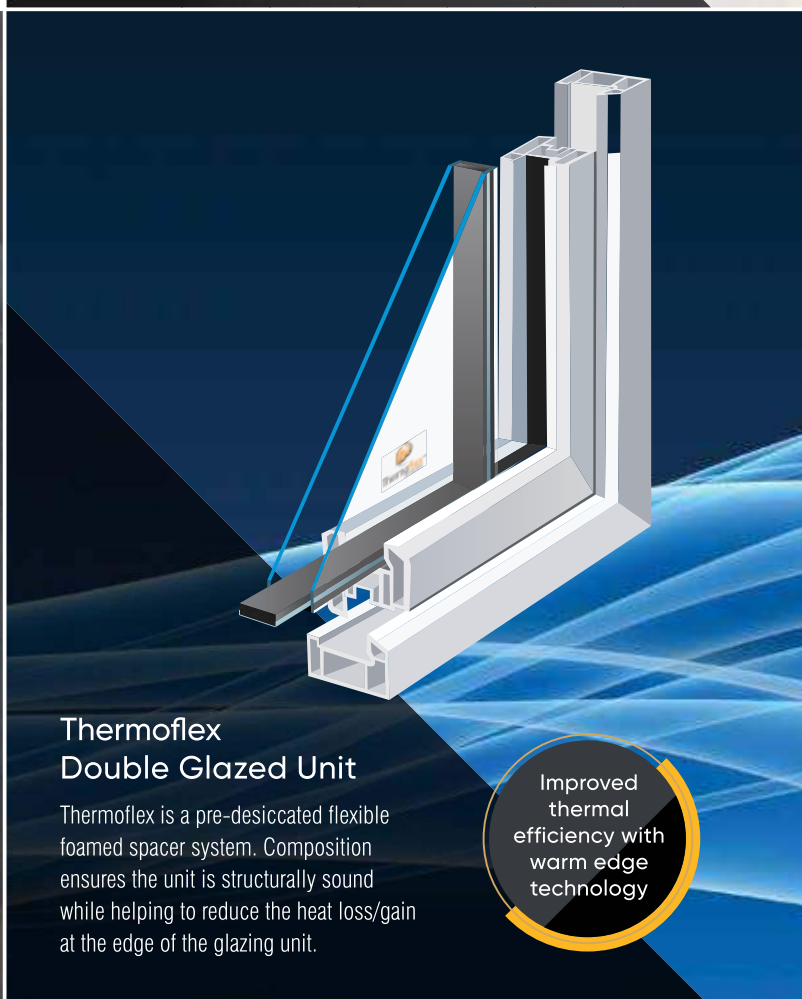
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Glass and Glazing Sectors Qualification Update

MSF 30418 – Certificate III in Glass and Glazing and the MSF 40418 – Certificate IV in Glass and Glazing

The newly updated Certificate III in Glass and Glazing and Certificate IV in Glass and Glazing have been released. Many superseded units imported from other training packages (mainly Construction) have also been updated in this process, and all imported units are now current.

MSF 20413 – Certificate II in Glass and Glazing has also been updated and is available in time for the Victorian Government's offer to make this qualification free to students in 2019 to encourage apprentices in the glazing sector.

RTOs will commence using the qualification in February 2019. The relevant purchasing guides were endorsed in late December 2019 and are now available. RTOs will have a 12-month training run-out for existing Apprentices on the superseded Certificate III in Glass and Glazing.

Ongoing Development

The Diploma in Stained Glass and Lead lighting also has two core units deleted which will result in changed packaging rules – 23 units in total (nine core and 14 electives). A more detailed review is scheduled for around October 2019, when industry will be encouraged to help develop the Diploma to reflect current industry needs.

Fenestration Sector Qualification Introduced

MSM 30418 – Certificate III in Fenestration

This qualification reflects the role of window and door fabrication workers involved in the manufacturing, assembly, quality checking and testing and final fabrication of fenestration products and hardware. It covers the fabrication and assembly of timber, aluminium and uPVC windows and doors to Australian Standards. Workers use a range of equipment and provide support functions directly related to producing products, anticipating issues and solving a range of foreseen and unforeseen problems. No licensing, legislative, regulatory or certification requirements apply to this qualification at the time of publication.

Entry Requirements

This qualification has no formal entry requirement.



Link to Glass and Glazing

The glass, glazing and fenestration industry skills, like our respective Associations, have evolved into similar skills requirements in some areas. This is reflected by the incorporation of some glass and glazing units into the Fenestration qualification. They are:

- MSFSG 2016 – Assemble Glazing Products
- MSFSG 3028 – Select, Cut and Process Materials for Glazing Products
- MSFSG 3039 – Manually Move Glass
- MSFSG 2013 – Move Single Glass Sheet by Mechanical Means
- MSFSG 3029 – Assess Glass and Glazing Requirements.

Summary

AWA-AGGA will continue to work with our RTOs to ensure they can deliver the industry qualifications as required by our members, in time and with flexible delivery options.

If you have any questions, please feel free to contact Patrick Gavaghan on 0401 555 656 or email patrick@agga.asn.au



Master and Certified Glaziers Update

In preparation for the recent merger of AGGA and AWA, we have been reviewing and updating the Master Glazier program. Since October 2018, we have called all Master and Certified Glaziers to update their information and confirm their ongoing status. The extensive program includes 83 Master Glaziers, 27 Certified Glaziers, five retired industry figures, and 18 apprentices.

This broad update of the program, along with personal discussions with members, has resulted in some interesting information:

- Commitment to the program is very high.
- Many companies use the relevant logos on business cards, emails and websites.
- Glaziers who are now overseas wish to maintain their current status.
- Those with Master/Certified status receive more work and find it easier to distinguish themselves from the 'cowboys'.
- Support for the CPD requirement, while high, needs further explaining.
- Australia's AGGA Master Glazier program is globally unique.
- Five Certified Glaziers have now progressed to Master Glazier status.

While several members raised concerns that the Master Glazier program would be lost in the merger, this will not be the case. The Master Glazier program will be a top priority for the new AWA-AGGA entity. We will promote the program even more intensively than before, as we continue to support our

members in growing their businesses and achieving the recognition they deserve for belonging to the largest industry association.

Continuing Professional Development (CPD)

This vital issue is misunderstood by many. The Master Glazier program's overarching aim is to increase the number of qualified glaziers. This would in turn improve the glazing sector's professional profile, while ensuring our Certified and Master Glaziers maintain current knowledge of industry changes.

Glaziers can achieve this ambitious objective by gaining 10 CPD points annually. However, this major cultural change – placing the onus on the glazier to continually update their skills and knowledge – is taking time to become second nature.



The following CPD results have been achieved to date:

- o 57% compliant (20+ points).
- o 21% nearly compliant (10–19 points).
- o 22% requiring more CPD activity.

CPD development and support for our Master and Certified Glaziers will be a priority for 2019, and we will work with individual glaziers as they take responsibility for their part of this initiative.

ID cards and branding

All glaziers questioned fully supported having an ID card to verify their status. This has been used to significant effect to show consumers the status they have achieved, adding to their readiness to accept glaziers' skills and knowledge when discussing issues. Although

we will be reviewing the ID card later this year to incorporate the new AWA-AGGA logos and information, the proven format is not anticipated to change substantially. All ID cards are valid for two years, a new one being issued if the glazier is financial and compliant for CPD points requirements. We presently need to reissue 30 Master Glazier and 14 Certified ID cards, a process which will commence in late January and ideally conclude by early February 2019.

Glazing Apprentices

The Master Glazier program is a strategic plan designed to change how the glazing trade is perceived – not only by the consumer, but also by the industry itself. The industry now has a clear plan for employees to progress from Apprentice to Trade Glazier status, then to have their additional skills recognised through achieving Certified Glazier and finally Master Glazier status.

As the AGGA Master Glazier program moves into its third year, it has primarily been working with the existing workforce in trying to improve existing perceptions and the specific culture of individuals and businesses regarding glazing's image over the last two decades.

The program also recognises that to achieve the longer-term plan, Apprentices must be included immediately on signing up for an apprenticeship. Once they become recognised as a glazier, they would expect to begin moving towards achieving higher-level status. Over time, this continued progression would become the expected path for all employees.

To date, we have 18 Apprentices enrolled in the program. Increasing this number will be crucial in promoting the Master Glazier program to be developed by AWA-AGGA over the coming months.

What now for the Master Glazier program?

During the merger discussions, and when calling on members to update our records, there were some concerns raised about the Certified and Master Glazier program's status. Some observed that AGGA had spent over three years developing, launching and

promoting the program, which was starting to achieve the strategic outcomes it had been designed to achieve. Given this initial success, many asked about the program's future.

Fortunately, AWA-AGGA sees this program as a cornerstone to the new entity's objectives. We will be conducting the following activities over 2019 to support the Certified and Master Glazier program:

- Developing detailed promotional workshops and flyers.
- Reviewing the application system to make it 100% online.
- Seeking detailed industry feedback on their ambitions and hopes for the program's future.
- Ensuring government and consumers are aware of the program and its objectives.

Conclusion

If you are already enrolled in the program or are thinking of joining, rest assured that your enrolment will be fully supported under the new AWA-AGGA entity. As it continues growing, the program will serve as an efficient vehicle to aid glazing's achievement of comprehensive professional recognition.

If you're not currently involved in the program, please consider joining the effort and helping us spread the word about its many virtues.

If you have any questions regarding the Master Glazing program, please feel free to call me directly at any time to discuss.

For further information contact Patrick Gavaghan call 0401 555 656 or email patrick@agga.asn.au

Accredited Company Program Update

In 2018 the Accredited Company Program saw exponential growth, with many members supporting this initiative and obtaining national accreditation status for their businesses.

Audit Process

Heading into 2019, the focus on more member companies reaching the benchmarks of the four pillars will be maintained. It is also intended that the audit process will commence. This will be conducted by the Member Services Officer, David Robertson, under the direction of the program outline. Those accredited members who are to be audited will be asked to participate in a desktop process at no cost to them. Audited companies will be given ample notice to prepare evidence against the pillars.

Skills Pillar/Continuing Professional Development

CPD stands for Continuing Professional Development. It refers to the process of tracking and documenting the skills, knowledge and experience that you gain both formally and informally as you work, beyond any initial training. It's a record of what you experience, learn and then apply.

Continuous Professional Development (CPD) delivers an opportunity for your staff to tap into up-to-date knowledge and skills, staying informed about our ever-changing industry. CPD was initially focused around the Master and Certified Glazier program, and these individual levels of excellence are still an important component of accreditation. However, it was decided to open CPD up to all employees of member companies, ensuring no staff are left behind. To summarise this process, a minimum of 10% of staff are to contribute to CPD supplying a minimum of 10 CPD points over a 12-month period. Managers are encouraged to include all members of staff in this important initiative.

Simply stated, any qualified or non-qualified training should be logged with the association. (Please see instructions below for submission criteria.) These submissions will be added to the company training matrix maintained by the association.

Some examples of qualified training include any Certificate II, III, IV or Diploma-level units completed. Non-qualified examples include First Aid, EWP, Health and Safety Rep, any course attendance, and online learning.

The Association has compiled technical fact sheets with short exams attached for your use, along with many formal online learning programs that will become available throughout 2019.

Some important considerations should be noted below.

- Evidence is required for any submissions. (Please see an extensive list of activity suggestions and points system in the CPD brochure available on the AGGA members site.)
- All submissions for Certified and Master Glazier CPD can be duplicated against the company CPD program. (Evidence required.)
- All evidence for submissions against company CPD should be lodged by email with david@agga.asn.au or jane@agga.asn.au
- Confirmation emails will be returned to your office with an updated CPD points total.

**For further information call
David Robertson on 0439 970 160 or
email david@agga.asn.au**



Congratulations to all our Members that have Achieved Accredited Company Status to Date

We recognise each AGGA Accredited Company as an industry leader having passed all of the four pillars and peer review.

If you're currently considering participating in the Accredited Company program or interested in learning more, please contact David Robertson on 0439 970 160 to address your queries.

Company	State Issued	Company	State Issued
A Glazier & Shutter Services	Victoria	Imperial Glass	Western Australia
Abbeyglaze Pty Ltd	Queensland	Inglass Pty Ltd	Queensland
Action Glass & Aluminium	Western Australia	J Glazing Pty Ltd	South Australia
Adelaide Glass Guys	South Australia	Jim's Glass (South Australia) (Jims)	South Australia
Adelaide Glass Painters	South Australia	Jim's Glass WA (Jims)	Western Australia
Advance Metal Industries Australia	New South Wales	JKA Commercial Glazing	Queensland
Advantage Glass	Western Australia	Kelferd Pty Ltd	Victoria
Alexandria Glass and Glazing	New South Wales	Kiama Glass	New South Wales
All Areas Glass & Glazing Pty Ltd	South Australia	Kingborough Glazing Pty Ltd	Tasmania
All Points Glass & Aluminium (Carrum Downs)	Victoria	Koala Glass (Westras)	New South Wales
All Points Glass Thomastown Pty Ltd	Victoria	Lakers Glass Pty Ltd	Western Australia
ALL THINGS GLASS	Western Australia	Lane Group Construction Pty Ltd	Tasmania
Aluminium Balustrades North Coast	Queensland	Langson Glass (Freemans Glass Pty Ltd)	New South Wales
Archer Glass Pty Ltd	Queensland	Liverpool Glass Company	New South Wales
ASA Windows Pty Ltd	Western Australia	Magic Glass	New South Wales
Aussie Aluminium Pty Ltd	South Australia	Maitland Glass & Windscreen Service Pty Ltd	New South Wales
Avanti Glass and Aluminium	Western Australia	Melbourne Safety Glass	Victoria
B and M Glass	South Australia	Modern Glass	Western Australia
Barossa Glass	South Australia	Mount Barker Glass Pty Ltd	South Australia
Barratts Blinds & Aluminium/We Do Windows	South Australia	Mount Glass & Glazing Pty Ltd	South Australia
BE Stearne & Co	Western Australia	Mundaring Glass and Security	Western Australia
Betta-View Windows Pty Ltd	South Australia	Nambucca Glass & Aluminium	New South Wales
Blue's Glass and Showerscreens	Tasmania	Neata Glass & Aluminium	South Australia
Bob Gould Fabrications	Queensland	NGA Windows	Queensland
Britone Aluminium & Glazing	Western Australia	O'Brien Glass Industries (WA)	Western Australia
Byford Glass	Western Australia	O'Brien Glass Industries Ltd (VIC)	Victoria
Cains Glass Service	New South Wales	O'Brien Glass Industries Ltd - Bendigo	Victoria
Cairns Glass & Glazing Pty Ltd	Queensland	O'Brien Glass Industries Ltd - Invermay	Tasmania
Charles Porter & Sons Pty Ltd	Queensland	O'Brien Glass Industries Ltd - Kunda Park	Queensland
City Glass Tasmania	Tasmania	O'Brien Glass Industries Ltd - Toowoomba	Queensland
Civic Shower Screens	Queensland	O'Brien Glass Industries Ltd - Townsville	Queensland
Clearview Aluminium Windows and Doors	Tasmania	O'Brien Glass Industries Ltd (ACT)	Australian Capital Territory
Clearview Glass Group P/L T/as Erina Glass	New South Wales	O'Brien Glass Industries Ltd (NSW)	New South Wales
Complete Window Systems Australia	Western Australia	O'Brien Glass Industries Ltd (QLD)	Queensland
Construction Glazing Pty Ltd	South Australia	O'Brien Glass Industries Ltd (SA)	South Australia
Cooling Brothers Glass	Western Australia	O'Brien Glass Industries Ltd (TAS)	Tasmania
Cordwell Lane Builders	Tasmania	Patterson Glass	Queensland
CVD Commercial Glass & Aluminium Window	New South Wales	Patterson Glass Works	New South Wales
CWD Custom Windows	Tasmania	Penrose Glass	New South Wales
Cygnat Glass	Tasmania	Platinum Glass and Aluminium	Western Australia
Danmar Developments	Western Australia	Plumb Glazing Pty Ltd	Queensland
David Glass Co Pty Ltd	Victoria	Professional Glass & Maintenance	Western Australia
Diamond Tannous Pty Ltd	New South Wales	Protec Aluminium & Glazing Pty Ltd	New South Wales
Eco Glass & Windows Pty Ltd	Western Australia	Reflex Glass	Victoria
Economy Glass	Victoria	Rockingham Glass	Western Australia
Empire Facades	New South Wales	Romano Glass Service	New South Wales
Euroglass (1st Glass Australia Pty Ltd)	Queensland	Rooney Glass	New South Wales
European Glass & Glazing Pty Ltd	New South Wales	Safety Glass Solutions Pty Ltd	New South Wales
Express Glass (NSW)	New South Wales	Seaton Glass	South Australia
F & C Glass and Aluminium (F&C)	New South Wales	Shane Kelly Glass & Aluminium	New South Wales
Federation Glass	South Australia	Somerville Glass & Glazing	Victoria
Festival Glass & Glazing Pty Ltd	South Australia	South Coast Glass Pty Ltd	New South Wales
Fremantle Glass	Western Australia	South Melbourne Glass	Victoria
G James Australia (QLD)	Queensland	St Helens Glass and Aluminium	Tasmania
Glaspys Holdings t/a NQ Discount Glass	Queensland	Stubbs Windows Pty Ltd	Tasmania
Glass 24/7	New South Wales	Suburban Glass & Leadlights Pty Ltd	Queensland
Glass 360 Pty Ltd	Queensland	Superior Glass (Brisbane) Pty Ltd	Queensland
Glass Co Metro	Western Australia	Tough Glass	Western Australia
Glass Plus (SA)	South Australia	True Blue Glass	Queensland
Glass Supplies Pty Ltd	Tasmania	Ultimate Frameless Glass Pty Ltd	Victoria
Glasspower	Western Australia	Unity Glass	Queensland
Gleco Enterprises Pty Ltd	New South Wales	Unley Glass Pty Ltd	South Australia
Golden Glass	Western Australia	Viridian Mornington (TAS)	Tasmania
Gordon Glass	Victoria	Vos Construction & Joinery	Tasmania
GP Glass	Tasmania	WA Custom Glass	Western Australia
Greater Glass	New South Wales	Walshs Glass (Walsh's)	Western Australia
Hartley Glass	South Australia	Wellard Glass (kojic enterprises)	Western Australia
Headland Glass	Queensland	Wood Glass Group Pty Ltd	Queensland
Hobart Glass and Aluminium	Tasmania	Woodhouse Glass & Glazing	Tasmania
Ian's Glass Service	Western Australia	Woodvale Glass	Western Australia
Ikon Glass	Western Australia		

Note: All companies listed above achieved accreditation up to and including 30 December 2018.

Glazing Tasmania's History – MACq 01 at Macquarie Wharf

> Text by Tim Roberts, Photography courtesy of Stu Gibson



The perfect setting demands an aesthetically and functionally responsive building. John Breaden, Project Manager Estimator at Vos Glazing, details his company's involvement in the sensitive, innovative and luxurious renovation of the MACq 01 building at Hobart's Macquarie Wharf.

Macquarie Wharf occupies the site previously occupied by a shipping warehouse. Earlier, it was the site of Ocean Pier (constructed 1914) – the launching point for Tasmanian Troops entering both World Wars as well as the berthing site for Antarctic-bound vessels. Although the original pier burned down dramatically in 1948, its historical imprint remains.

The design concept with MACq 01 was to create a contemporary luxury waterfront hotel that retained the shape of the original shipping warehouse. The ground floor is predominately glazed to create the illusion of the building floating on the Hobart waterfront, from both interior and exterior views.

Rob Monks, Project Manager at Vos Glazing, oversaw the site works, ensuring every detail was successfully completed. The glaziers at Vos Glazing take considerable pride in the building's energy-

efficient external windows and sliding door systems, which combine thermally broken framing with high-performance glazing. Aluminium Industries U-Max thermal break 150 front capped windows, U-Max thermal break structurally glazed 150 framing and U-Max thermal break sliding doors were used throughout the project. All external glazing features Viridian EVantage IGUs, providing optimal thermal efficiency to the building.

A three-dimensional faceted façade on each end of the building animates the traditional gable form, while creating an inviting entrance to the interior spaces. 'With the design criteria including the installation of gables at each river-facing end, we worked to devise a method to install this intricate feature into the steel sub-frame,' John recalls.

Automated glass louvres are a central feature of the building's facades, providing ventilation throughout the hotel. 'For us, the louvres were one of the project's highlights,' says John. 'Being fully automated, they efficiently carry air throughout the building by rapidly responding to changes in temperature to maximise comfort and energy efficiency.'

→

AGGA Tasmania 2018
Design Award Winner –
Commercial Over \$50K

“For us, the louvres were one of the project’s highlights. Being fully automated, they efficiently carry air throughout the building by rapidly responding to changes in temperature to maximise comfort and energy efficiency.”





(MACq 01 Building – continued)

External glazed balustrades extend the entire building length of 120 m on the waterfront side, affording magnificent views of the harbour and surrounds.

In addition to the extensive glazing used throughout the hotel bathrooms, the corridors on each level are connected by internal voids with glazed balustrades throughout. Hafele face-mounted balustrade systems were installed in the voids, creating a visual link between the floors.

The ground floor foyer, reception, dining and public bar areas feature extensive glazed display cabinets for the MACq 01 'Storytelling Hotel', each displaying a series of artefacts. The hotel's ground floor has a 650 mm fall from end to end due to the existing wharf structure, presenting challenges with each display cabinet being designed and fabricated individually by Vos Glazing.



This irregular site made glazing the building substantially more involved. 'The site's 650 mm fall presented clear challenges for us, especially relating to the building's sliding doors and cabinetry,' John explains. 'As the entry-level door requires a perfectly level surface, every element must be exact. This process also made the internal works substantially more difficult, notably the glass display cabinets, containing artefacts chosen to demonstrate Tasmania's dramatic historical sweep.'

The size of the sheets of glazing used on the exterior made logistics quite involved, but the company was able to easily overcome them. 'Lifting some of those huge panels into position was definitely a challenge, but we were able to successfully get them all into place in the allotted time with the correct lifting equipment.'

With the building situated in such an historically rich and architecturally consistent area, historical sensitivity was key. 'As the architect had specified, we retained the shape of the original warehouse when doing the renovation,' says John. Circa Morris-Nunn Architects have completed a substantial range of other projects in Hobart's wharf precinct. They have really homed in on that part of Hobart as their key geographical area. They aim to maintain the aesthetics of the original waterfront with every individual design they create.'

→

CASE STUDY (MACQ 01 BUILDING)



“Instead of simply sticking a high-rise on the site, which is so often done, the architects have clearly taken great pains to retain the building’s historic footprint.”

(MACQ 01 Building – continued)

The collaboration between architects with vision and glaziers with ambition has been fruitful. ‘We’ve fallen into line with the architects over the course of our collaborations, developing a highly productive and mutually beneficial working relationship. We know exactly what they want. After working alongside Circa Morris-Nunn for so long, we are able to quickly and precisely respond to their requests.’

Successful rebuilds like MACQ 01 obviously demand considerable sensitivity to the area’s historical surroundings. ‘The original building which we demolished was built in the 1950s, so it was several decades old,’ says John. ‘The replacement building carefully retains the same profile and shape as the one that was there before. Instead of simply sticking a high-rise on the site, which is so often done, the architects have clearly taken great pains to retain the building’s historic footprint.’

The building’s original appearance offers an insight into the architect’s sensitivity to a neglected period of architecture. ‘That previous building was a storage shed made of concrete, in an extremely austere style,’ says John. ‘The new building’s profile respects that stripped-back look. Circa Morris-Nunn treat all those buildings in the Wharf Precinct with the same level of respect, striking the perfect balance between maintaining the area’s heritage value and seamlessly modernising each building’s features.’ This level of respect is clearly visible in this inspiring collaboration between two expert custodians of Hobart’s distinctive and often turbulent story. **GA**





Watson's Glass Step it Up with LiSEC

Watson Glass was acquired by the current owner Mr. Chris Tao approximately 18 years ago as an operational business going backwards. After the purchase, Chris developed a business plan to develop a customer focused and responsive staff, improve the company's technology **base** both in equipment and operating systems and strategically develop the business capability to supply all glass requirements to the industry. His final focus was to build and expand the business through additional sites on the east coast of Australia.

Chris and his chief engineer attended mainly the China Glass Shows over the following years and while predominately purchasing top of the range Chinese made equipment was invited to tour a LiSEC equipped glass company just outside Beijing in 2015 which impressed them greatly. Chris and his staff also attended the glass trade show in 2016 on the Gold Coast and was able to review first hand a LiSEC laminate and Float cutting table in operation.

Chris invited LiSEC to his offices in Sydney late 2016 to discuss replacing an ageing float cutting table nearing life end. Discussions

and solutions, competitive pricing, local spare parts and service capability convinced Chris that LiSEC could offer him a complete package to assist in his business growth. LiSEC were able to negotiate and supplied Watson Glass Sydney 2 **base** float cutting tables, the first **base** 3700 laminate cutting table to be delivered in Australia and a refurbished Jumbo ESL with deletion unit. The **base** laminate table, ESL and a **base** float were all installed in a new factory with other recently purchased equipment to increase the business capability as well as footprint. Both companies worked together to make certain the installation was seamless and after a few issues the machinery was commissioned, staff trained to operate and interfaces to existing non- LiSEC load systems resolved.

Watson Glass has grown to more than 80 staff with 3 sites in Sydney, along with businesses in Canberra and Newcastle. LiSEC are proud to have been chosen to assist in the growth of the Watson Glass business and continue to keep Chris informed of LiSEC's evolving technologies.

☎ Lee Thurbon 0467 003 777 or Jason Wartars on 0439 769 837

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A Reflection of Beauty – the Teague Residence

> Text by Tim Roberts, Photography by Ryan Formossa

AGGA South Australia 2018
Design Award Winner –
Residential Over \$20K

Nestled in an unforgettable setting in the Adelaide Foothills is the Teague Residence – once seen, never forgotten. Shane Sweet of Federation Glass unfolds the story of his company's involvement with this building, focused around the peerless view of the City of Churches spread out below it.

Lucent Constructions formed the Teague Residence by removing the top section of an existing home, using the ground floor as a base to build on. 'After most of the original structure was demolished, the remainder was rebuilt around it to create a beautiful home that looked out over Adelaide, featuring oversized glazed expanses to capture the magnificent views,' says Shane.

Working together on this project was a memorable experience for the two companies, who have enjoyed a long collaborative history. 'We have worked in conjunction with this same builder for around five years in Adelaide on a variety of projects, many involving frameless glass installations, splashbacks, pool fencing and balustrading. These guys are really switched-on to emerging ideas, always looking to push the boundaries with the glazing installation and building capacities. It's an intense cooperative process with a mutually rewarding outcome.'

As the photographs reveal, Shane is delighted with the results. 'It was a genuine honour for Federation Glass to be involved with this magnificent property. Our extensive contributions to the Teague Residence included mirrors, frameless shower screens, splashbacks, balustrades, pool fencing, stairwell balustrades, fireplaces, and internal frameless sliding doors.'

The collaboration process called for precision planning and, as always, clear communications. 'From the beginning, we worked closely with the builder to design and draw up the internal balustrade and stairwell. We frequently offered our advice regarding the various materials and applications available. This helped immensely throughout the overall project, as the builder and client fully understood each piece of the glazing's precise function within the new residence.'

'The secret to completing the project on time was meticulous planning and maintaining a tight schedule throughout the building process. The builders insisted that we stick to a stringent timeframe to get everything done, which we followed to the letter,' says Shane.

The feature stairwell forms the house's centrepiece, and called for every ounce of the company's technical expertise. 'This was probably the biggest challenge on the job, involving substantial dialogue between the builder and ourselves,' says Shane. 'We ultimately achieved a result that was both functional and visually striking.' The original handrail design was modified for this purpose. 'Although the handrail was originally running down the stairwell, the initial plan wasn't as functional or aesthetically pleasing as it would eventually become,' Shane remembers. 'We sat down with the builder and created a simplified plan, which reduced the quantity of glazing used, made the overall appearance sleeker and more functional, and enabled easier access and functionality.'

→





(The Teague Residence – continued)

A visually optimal site such as this one demanded the perfect balustrading. 'The external balustrade now provides virtual 180-degree views of the city below, which is exactly what the owners were hoping to achieve,' says Shane. 'We kept the design simple and unobtrusive, allowing them to enjoy the magnificent views.'

The glazing highlights continue right through to the external alfresco barbeque area. 'We fabricated a small glass upstand for this feature, recessed into the stone behind the barbeque adjacent to the outdoor kitchen,' Shane explains. 'Again, we avoided obstructing those gorgeous views over Adelaide, which the homeowners were looking forward to enjoying when preparing meals and entertaining.'


The pool fence is another triumph of responsive design. 'The revised design now provides seamless views onto the pool area,' Shane says. 'The owner originally wanted a full-length fence around the pool, which we proposed changing to a more minimalist contemporary design.'

Internally, the substantial amount of glazing in the pantry and kitchen areas of the house were particularly demanding. 'The all-white glass splashback in the pantry is massive, wrapping right around the windows and cupboards, so installing that was again challenging and high-precision.'

The kitchen's unique finish provided a further challenge. 'The owners wanted as much mirror-finish glazing as possible to reflect those priceless views,' Shane says. 'So, the glazing on the kitchen splashbacks was heat-treated and silvered to match the cupboards, pantry, and wrap-around windows. We worked closely with the cabinetmaker to achieve a perfect fit.'

Large mirrored sections continued throughout the ensuite and main bathroom. 'This glazing included intricate cut-out details for the lights, power points and taps. Our attention to detail and intricate work paid off, because every upper-storey room commands a million-dollar city view. The owners also used the mirrors to display their décor, including paintings and mementos from their global travels.'

→



“After most of the original structure was demolished, the remainder was rebuilt around it to create a beautiful home that looked out over Adelaide, featuring oversized glazed expanses to capture the magnificent views.”

(The Teague Residence – continued)

The mirrored theme continues right through to the bedrooms, now glowing with the owners' chosen wall-to-wall reflective finish. 'A full wall of mirrors adorns the main bedroom, including the sliding doors,' Shane recalls. 'We had to measure these onsite, then cut all mirrors to the exact size before installing the entire wall. The mirrors extend to the internal sliding cavity doors, leading to the large built-in robe and walk-in walk-out shower. Those distinctive floor-to-ceiling mirrors also feature heavily in the downstairs gymnasium.'

Reflectance grey mirrored splashback was used for its visual properties throughout. 'We installed this toughened glass product behind ethanol burners located throughout the property, providing optimum visual ambience. We also mentioned the idea of changing the glass splashbacks from standard to mirrored to give that unmistakable openness, allowing those grey reflective panels throughout to elegantly reflect the flickering warmth of light and flame.'

Even the laundry of the Teague Residence tested the company's glazing expertise. 'We installed a massive 3900 mm x 1200 mm splashback in the galley-style laundry,' Shane confirms. 'To retain its sense of openness, we used soft light blue on the wall.'

One of the biggest challenges was the massive interior sliding glass door. 'We supplied the glass and worked in conjunction with Lucent Constructions for this major glazed feature, which divides the living room entry. The door required a 2500 mm x 2100 mm piece of glazing, coupled with a large internal cavity slider.'

This spectacular home pulls off a delicate balancing act, supplying exceptional views while keeping the proud homeowners housed in supreme comfort and bathed in natural light. **GA**



Bottero
Glass Technologies

Pratica Platform

BOTTERO LAUNCH PRACTICA PLATFORM

Bottero's new Pratica Platform, numerically controlled CNC machining centre, is specifically designed for processing sheets of glass, fully equipped with an automatic tool changer

The standard version of the machine is able to perform the following operations on glass sheets

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- Drilling and /or countersinking perpendicular to the surface of the sheet
- Writing and drawing on the top side of the sheet

Pratica Plus is available in a variety of bed sizes to accommodate every sized glass processing facility;

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| 4. 9000 | 8. 18000 metres |



Call Ian Bremner at BGE Imports to learn more on the special features and applications of the new Bottero Pratica Platform.

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Ian Bremner - M 0438 373 626

glasstec 2018 Highlights



The 2018 glasstec international trade fair marked the 25th anniversary of the premier gathering of industry minds. Once again hosted in Dusseldorf, Germany, the four-day event attracted 1,280 exhibitors from over 50 countries, drawing in excess of 42,000 attendees from all over the world.

With many machinery manufacturers clearly focused on digitisation and networked production, glass products on show reached even greater heights. New glass products launched at **glasstec 2018** included interactive facades and new display glass, increased energy and thermal performance levels and new structural glass (solid, thin and hollow). As with every **glasstec** biannual event, knowledge was freely shared, important networking opportunities were created and innovation reigned.



Australia's own EnduroShield was one such company exhibiting, making it their fifth appearance at the biannual show. With their head-office based in Sydney, this innovative company took the opportunity to demonstrate their world-leading water and fluid repellent coating technology.

While the EnduroShield product is already being specified in many thousands of projects worldwide, including the Freedom Tower in New York, **glasstec** presented an exciting opportunity to launch their new Xline machine to the global market.

The International Marketing Director of EnduroShield, Matthew Lewis, says, 'There was a very positive feeling in the industry about value-added coating solutions. It was an opportune time to launch the double-sided X-line machine into the market.' The new X-line is faster than its predecessor and can be easily integrated, adding value to the most technically advanced glass processing line.

It would appear that the view to the future, and an area of focus for many, were developments taking place in the use of robotics and automation. A number of exhibitors demonstrated their responses to the growing applicability of the advancements in robotics and computing to the flat glass industry.

Italian manufacturer Bottero also exhibited at **glasstec 2018**, presenting their latest innovative product range.

Across their two exhibition stands, Bottero demonstrated their combined line of a 363 BCS and a 548 LAM to cut and break off float and laminated glass, a new CNC working centre, the PRATICA PLUS 2500, and a fully automated edging and bevelling system.

The new 363 BCS model is a float glass cutting table that will have new accessories for Low-E surface removal; and the new 548 LAM model, featuring the most advanced cutting and breaking off system for laminated glass.

The new Bottero PRATICA PLUS 2500 CNC working centre was on show. With the capacity to process glass sheets up to 18 metres in length, this new CNC technology features the latest IoT system to manage self-diagnostics and improved support for the machinery operator.



Leading glass processor LiSEC, whose 2,300 square metre booth attracted 7,000 visitors over the course of the event, exhibited a number of products that have been developed in response to the burgeoning push into robotics and advanced automation.

One of LiSEC's exhibits on show was a new vertical flat glass processing line concept, SplitFin. Available in both a modular and fully integrated system, this new technology enables the operation of both singular components or the choice of a fully integrated system. An additional feature included the external ERP software operator system.

LiSEC's VSL-A37/33 was also on show – a high-performance, fully automated laminated glass cutting machine designed to further



improve overall operating efficiencies and reduce production waste while increasing production speed. The VSL-A37/33 excels on all of these fronts with the introduction of automated positioning and new separating bar technology.

The very latest in software innovation was the driving focus at **glasstec 2018** for European developer A+W. Their recently launched new product offering, features a software package that handles the most extensive flat glass processing applications. A+W's impressive showing was accompanied by an event-wide 'sneak peek' at their new smartphone-based barcode solution, A+W Smart Companion.

→



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Glass Technology
Since 1883



(glasstec 2018 – continued)

The exhibition saw A+W debut their product iShape, a feat of software engineering designed around the capacity of smartphones to assist in the production of CAD files. Using a smartphone camera, a user is able to take a photo of an existing stencil and convert that photo into a workable CAD file. These files can be stored in the program alongside their orders, and can even be used in machine activation.

Italian glass processing manufacturer Bavelloni launched their fully integrated solutions concept at **glasstec 2018**, in line with the industry trend to fully embrace robotics and advanced automation. 'In response to the increasing market demand for integration and automation, Bavelloni has developed a series of flexible and unique solutions to meet our customers' specific needs,' says Sergio Valsecchi, Bavelloni SpA Partner.

The fully integrated solutions concept features the Bavelloni 'robotic island', with an articulating human-like operating arm. 'The conventional use of robotics in our industry has been about moving glass between points A and B,' says Garry Kilkenny of Glass Machinery Imports, the Australian agent for Bavelloni. 'What Bavelloni have achieved here is above and beyond that.' The new Bavelloni concept permits an unrivalled flexibility and precision on the part of their robotics that is available in the VE 500 series of straightline edgers and included wheel presets, so no manual operation of the machine is required.

Intermac is another company leading the foray into automation, but with a notably circumspect approach when it comes to its operation. Intermac were clearly advanced with their latest automation but 'where and when it is needed.' **glasstec 2018** saw Intermac unveil their new

IOT system, SOPHIA, a system designed to reduce inefficiencies without replacing all operator functions. A flexible integration platform, SOPHIA makes it possible to digitise a factory's operations while keeping the human element involved.

The Intermac exhibit at **glasstec 2018** featured a dashboard equipped with the SOPHIA platform that makes it possible for the operator to monitor machines, processes and outputs in real time and make adjustments where necessary. SOPHIA takes the strength of data and analytics and presents it to an operator so that they can make informed choices, simplifying complex diagnostics and maintenance decisions that would otherwise be overly complex and time-consuming.

AGC leveraged its presence at **glasstec 2018** to present its comprehensive offerings to the market. All designed to promote originality and innovation, the AGC exhibition booth featured new products in the fields of solar control glass, featuring enhanced technology and aesthetics, coloured laminated safety glass, and active glass that can light entire facades in an explosion of colours.

The major focus of AGC's exhibit, however, was their new 'Coating on Demand' service. Using this service, clients can use virtual prototyping software to visualise and design unique concepts that suit their needs. They can then go on to have those glass installations processed at AGC's facilities in Germany, to their unique specifications.

Australian Market Representative Mark Evitt commented: 'Coating on Demand service aside, the AGC exhibit made clear that the main focus is still on high-end solar control glass. Products from their Iposol and Stopray ranges were on display, including high light transmission and moderate or low Solar Heat Gain, reflective and low-reflection glass, as

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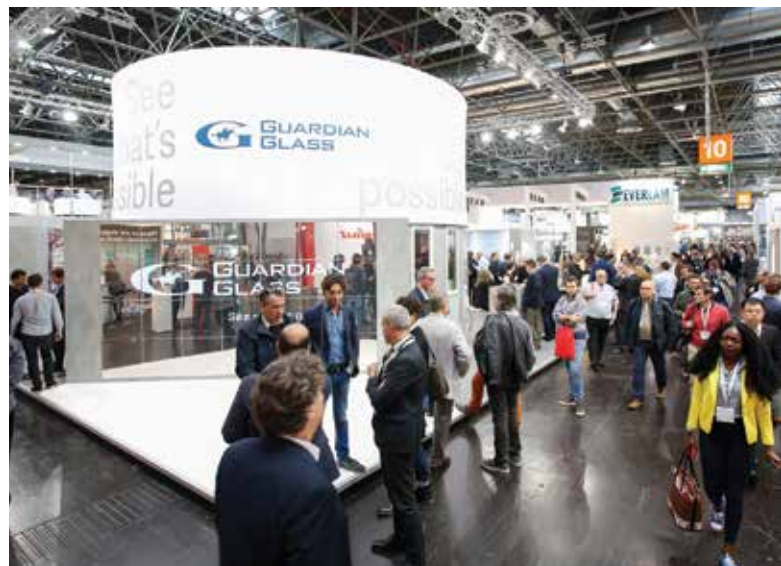
(glasstec 18 – continued)

well as post-temperable and bendable products.’ These products will soon be available in Australia from their new state-of-the-art coating facility at PT Asahimas Flat Glass, Indonesia.’

Having seen some great leaps in growth over the last couple of years, Jotika is a world-renowned developer of business and production control solutions for flat glass processing. Their exhibitor booth at **glasstec 2018** showcased their latest software, including their Data Visualising Dashboard Reporting Software and their Advanced Shape Design Software, an interactive display for attendees to gain a first-hand appreciation of Jotika’s advanced software solutions.

‘The Jotika Gtrak3 ERP systems is well-established worldwide. It has a host of features developed over 30 years specifically for streamlining architectural glass businesses. It caters for the entire sales and manufacturing process – from initial prospecting, sales order processing, optimisation and production control, right through to real-time production monitoring tracking the order through to dispatch and delivery,’ says Phil French, Australian representative for Jotika.

Guardian Glass launched multiple new products at **glasstec 2018**, including their new dynamic shading solution. This cost-effective, reliable, integrated shading solution offers a potential best in class energy performance and cost compared with high-end traditional shades and blinds. Entirely self-contained in the IGU, it does not require any mechanical parts and is installed in the same manner as any window. Guardian Dielectric Mirror and Guardian Clarity™ were also on display, showcasing their state-of-the-art solution for hidden commercial displays, TV’s, bathroom screens and projection screens, as well as their increasingly popular anti-reflective coated glass with less than 1% reflection. Exciting developments in ThermaGuard™ and Vacuum IG™ were also presented in real-life applications, aiming to help customers’ projects meet the most stringent codes and move the planet forward by reining in energy use.’



‘**glasstec** was an exciting and successful event for Guardian Glass, with a record number of international customers visiting our booth.’

says **Gilbert Chamoun**, Oceania and Greater China Regional Manager – Guardian Glass.



'Great to see many familiar faces and also a number of first time visitors to glasstec 2018. I am constantly impressed by the innovations on display around the use of glass and the manufacturers relentless drive to push the boundaries and machinery capabilities,' said Dennis Horne, Director Equipmac Finance and Leasing.

'The trend for many manufacturers was the introduction of robotic add-ons in the Straight Edge Polishing area and complete integration of many processing capabilities in a single machine or production line.

It is a simple fact that comparing employment cost in processing versus monthly payments for machinery delivers the following numbers:

\$10,000.00 per month - \$120,000.00 per year say 1 to 1.5 people.

The equivalent \$10,000.00 payment per month means you can afford to borrow:

- \$530,000.00 over 60 months with nil balloon.
- \$622,000.00 over 72 months with nil balloon.
- \$700,000.00 over 84 months with nil balloon.

Greater efficiency and reduced costs are there for all to access, commented Dennis.'

NB: Monthly Payment quoted are based on interest rates as at 4 January 2019 and funding is subject to financier approval of applicant.



The Adelio Lattuada stand, while not quite 1,400 m², was always very busy with six edging machines on display, three of which were loaded by an integrated robot.

Mappi tempering machines displayed their new 'split' tempering line that has been designed to allow all their unique internal structures and details to be easily seen and understood at exhibitions such as these.

OGA's other principal suppliers – Officine Mistrello, Macotec, Moreschi, Deltamax, IMMMES water treatment and Cefla Printing – all reported that the number of attendees, levels of interest and orders confirmed exceeded their expectations at **glasstec 2018**.

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Overseas Glass Agencies' (OGA) Neil Searle and Steve Lygris once again attended **glasstec**, representing their leading European machinery manufacturers which offer solutions for all aspects of glass processing and consumable supply requirements.

OGA's suppliers reported that it was an extremely successful exhibition.

Forel stated that they had more than 4,000 visitors to their 1,400 m² booth. They performed 20 live demonstrations daily on most of the 15 machine models displayed.

Forvet had a similarly large booth where they released their new 'FORBOT' robotised automatic processed glass storing and handling system, featuring automatic tempering line optimised loading.

AGG Retrofit is a Win Win All Round!

This Mosman apartment block needed an upgrade. Its 1960's timber frames looked terrible - they were worn, rot was occurring, air was leaking, and paint was peeling. The single glaze glass gave no reliable protection from the Northern Sydney's passive heat and near-zero insulation. Time to retrofit this building into the future and upgrade to High Energy Efficient windows to solve these problems and add further significant benefits.

Kinzel Industries partnered with Australian Glass Group to retrofit the 18-unit building into the future and upgrade to High Energy Efficient windows to solve these problems and add further significant benefits. Insulglass LowE Prime™ was the ideal glass choice which reduced both energy waste & energy costs as well as increased the comfort levels of those living there resulting in a significant transformation with dramatic positive results and a fast return on investment.

Solar Control

The original glass let in 88% of direct heat leading to uncomfortable summers and the need for curtains being drawn and cooling systems running for long durations. When replaced with Insulglass LowE Prime™ we now see nearly half of that direct heat being blocked from entering through the glass. *'The internal temperature has been reduced and is more moderate now.'**

Glare and Fading Factors

The Neutral tone of Insulglass LowE Prime™ gave comfortable glare protection against the intense Northern Sydney sun. The advanced metal-based coating also provides protection against harmful Ultraviolet fading factors (UV). *'Glare... has been reduced significantly.'**

Insulation

Being a high performing softcoat LowE double glazed unit, the new performance exceeded expectation with a dramatic 72% improvement on insulation resulting in significantly less demand for heating *'Conservatively 20-30%.'* It also works in hot seasons to make your air conditioning more efficient. *'...the temperature is more moderate now.'**

*Owner/Occupier



From 1960 to the future – upgraded to High Energy Efficient Softcoat Double Glazed Windows

Internal Condensation

The new softcoat LowE double glazed units increased the temperature of the inside surface of the glass which means we bypass the Dew Point and virtually eliminated any internal condensation conditions leading to a healthier inside environment. *'...I used to frequently see condensation. No condensation has been noticed since the new windows have been installed.'**

Bigger Windows and Ventilation

Due to the type of glazing, we were able to increase the sizes of the windows without compromising performance, taking away multiple small windows and replacing them with larger full units.

Acoustics

Transitioning from single glaze to double glaze provided dramatic noise reduction from any outside sources. *'There was a large reduction in traffic noise.'**

uPVC Frames

Partnering High Performing softcoat LowE double glazed units with uPVC frames synergised key performances like Thermal Comfort. Being non-conductive, uPVC does not transfer heat in (on hot days) or out (on cold days). Combined with Insulglass LowE Prime™ and you have an extremely high energy efficient window as well as offering additional benefits from the frames themselves;

- Low Maintenance: No need for painting which significantly reduces any maintenance required over their lifetime and are also easy to clean.
- Tough and Durable: reinforced with galvanised steel and tested for Ultraviolet (UV) resistance so they will not fade. Rot and corrosion resistant.



Before: gaps, mold, rot & peeling timber frames

- Resistant to Salt Erosion: making them ideal for coastal properties.
- Bushfire Performance: combined with double glazed units to be used in Bushfire Attack Level 29kW/m2 (BAL 29) with some windows tested to withstand BAL 40.
- Good looks and High Security: Fusion-welded corners and unbroken lines providing simplicity and the strength of a 'one-piece design'.

The end result: tenants are happy, healthier and more comfortable while reducing waste and paying less on their energy bills. The owners will see a fast payback period on their investment from energy cost savings and are adding value in their homes while attracting higher rental income opportunities and we have brought this 1960 building into the future of High Energy Efficiency. Happy all round and everybody wins! *'I think the glass is performing excellently for all apartments in our unit block.'**



Aussie Happy Hour at glasstec 2018

Not to be dissuaded from a good time, the Australian contingent took the opportunity to meet during the course of **glasstec 2018** for the Aussie Happy Hour gathering – an event held at a local beer hall, the Zum Schlüssel, Dusseldorf, for all Australian representatives attending **glasstec 2018**.

Despite the magnitude of **glasstec**, with exhibitors and attendees from all over the globe, Australian representatives of companies both local and international took the opportunity to gather in recognition of the achievements of the Australian flat glass industry.

One such celebration was the award of a 30-year pin to three long-serving members – Greg Hunt of G.James, Gerard McCluskey of Landson Glass, and Lee Thurbon of LiSEC. Their contributions each covering 30 years of attendance at the renowned industry event were recognised, as was Neil Searle's milestone, celebrating 40 years of attendance.

The location and company made for a brilliant showing, one that would not be possible if it weren't for the generous sponsorship of AGC, BGE Imports, Elegant, Equipmac, GHS, Intermac, LiSEC & OGA.

Looking forward, we can only hope to see such a strong showing at the next **glasstec** in 2020!



> Lee Thurbon - LiSEC, Gerard McCluskey - Landson Glass, Greg Hunt - G.James, Neil Searle - OGA

Thank you to our generous Sponsors



For Sale - Ashton Edge Deleting Table

Model - EDPRO-A Air Floatation Table Mounted Version 4000 x 1200mm

A heavy duty manual edge deletion table for the edge deletion of soft or hard coated products.

This machine was purchased for the introduction of soft coat to our market however timing was such that a replacement cutting table with automatic edge deletion was purchased in between which made this table redundant to our needs.

It has never been in production and only used for R&D purposes. In excellent condition, all details can be supplied as requested. Price negotiable.



Please contact Steve Cuff 0417 987 075



Photo courtesy of Tweed Coast Glass

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AGC Expands Architectural Glass Production in Indonesia

AGC Asahi Glass (AGC) has invested approximately AUD\$243 million to relocate a float furnace and mirror manufacturing facility from the Jakarta Plant to the Cikampek Plant of PT Asahimas Flat Glass, Tbk (AMG). At the new plant, AGC has also invested in a new soft coat production line, featuring advanced cutting edge European technology from AGC-Interpane, which can produce high performance solar control glasses. The new float furnace, mirror and coating facilities are scheduled to commence in the first quarter of 2019.

The new investment coupled with energy efficiency enhancements at the float furnace and mirror manufacturing facility will boost production capacity by 40% and 30% respectively.

'With production strategically located in Indonesia, AGC customers in Australia will now have quick easy access to a wide range of high performance coatings, ecological mirror and other glass products,' said Mark Evitt, AGC's Australian representative.

AMG will be launching a comprehensive range of both pyrolytic and magnetron coated



products, featuring a combination of solar and thermal performance, allowing architects and glass customers to combine creativity, aesthetics and façade technology, while fulfilling today's energy regulations.

For further information call Mark Evitt on 0419 714 005

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Quattrolifts – Lifting the Load

Quattrolifts have just recently released two new onsite glazing solutions, the Express 350 CWA and the Vector 400 Off Road, as welcome additions to their line of glass lifting machinery.

Designed to make light work of difficult to reach and challenging worksites, the battery-powered Express 350 CWA permits one or two operators the ability to move and install glazing systems weighing up to 350 kg. The footprint of the Express 350 CWA can be adjusted in both length and width, and will maneuver through confined spaces and over rough terrain to suit the needs of the job site.

The Express 350 CWA pairs 300 mm wheels with a vacuum head that allows for five axes of movement. It also features an electric forward and rear tilt function to the mast, making possible the careful and precise manipulation of a unit.

The second offering from Quattrolifts is the Vector 400 Off Road. Boasting a 400 kg lifting capacity and 400 mm dual front and rear wheels, this machine is ideal for navigating unkempt worksites and installing big units safely.

Maintaining a similarly narrow footprint to the Express 350 CWA, the Vector 400 Off Road makes a point of maneuverability and precision adjustment. Panes of glass can be easily pivoted to the side and carried through doorways, using all six of its 300 mm vacuum cups powered by a dual vacuum pump and vacuum system.

All Quattrolifts Vector models use a slewing bearing instead of a single main bolt. Rick Carlei, the Managing Director of Quattrolifts, has claimed that this is 'a far stronger and safer way to support the weight of the vacuum head and glass.'

For more information, call Martin Blackey on 0415 895 327.



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Don't Get Scammed!

Several key figures in the glazing industry have recently been targeted by elaborate email-based scams, using a similar 'email interception' technique. Fortunately, the two incidents described below were thwarted before damage was done – several haven't been so lucky. Please remember to stay vigilant.

1. Recently, an AGGA member received an invoice to pay for a sizeable deposit on a hotel for their conference. However, the hotel's invoice had been intercepted during their email exchange. The scammer had downloaded the hotel's invoice and changed the banking details, so that the monies would be transferred to them, rather than to the hotel.

The invoice was resent for payment, with everything initially appearing genuine. There was no visible sign that the details had been altered; the attempted fraud was only detected because the individual noticed that the hotel's bank details had changed unexpectedly and questioned the hotel.

2. Another AGGA member almost fell victim to a similar scheme. The trouble started when a customer ordered new machinery from his company, to the value of \$160K. The customer paid a holding deposit to secure the machine, promising to pay the balance of the deposit on the first day back from holidays. If any issues with finance arose, his deposit would be returned (this was all corresponded by email).

After the customer was invoiced, however, he sent the supplier a concerned text saying that his bank details had been replaced with a different name and account number, noticed prior to transferring the funds.

In another suspicious event, the supplier had received several odd, poorly written emails over Christmas, supposedly from the customer.

When the supplier emailed the customer after the break, he was told that finance would soon be secured. However, the supplier then received another email claiming to be from the customer, saying that finance had fallen through. This second email asked for the AGGA member's account details, so that the original deposit could be refunded (into the scammers account).

Later that day, the customer called. He asked the supplier whether he'd noticed anything strange about their previous email contact. The supplier then asked whether the customer had received the previous correspondence to his personal email address – only to find that there was no such address. At this point, the customer revealed he'd also received several strange, random emails over the holidays.

Realising something was up, the supplier and the customer examined the email requesting the deposit to be refunded into a different bank account. However, when they looked more closely at the email, it turned out to be from an unknown address.

The hacker had first attempted to have the deposit paid into a Paramatta-based bank account. When that ploy failed, he continued eavesdropping on the email conversation regarding the deposit. Having missed the first opportunity, the hacker sent further emails requesting a transfer to another account. That was when the supplier and the customer investigated.

The supplier had already been targeted by a similar scam that failed, several months earlier, when they were asked to send US\$50K to China. As in the case above, the customer correspondence unexpectedly changed their account details at the last minute.

Several aspects of the exchange aroused suspicion:

- Each AGGA member had already sent through their bank account details when they were asked for them a second time.
- The suspicious emails had a different name and address to the original one, 'masked' by a different address.

In each incident, emails had been intercepted and altered after leaving each person's outbox, with an altered version then sent to each recipient. To avoid this intricate scam, be on your guard. Pay special attention to emails that just don't seem 'quite right', and keep track of all bank account details.

- Always verify account details are accurate before transferring funds.
- Without opening the email, click onto the URL to ensure it's correct and from a known source.
- Pick up the phone and improve communications.

The examples above are not isolated, with many in our industry experiencing similar deception. The ACCC Scamwatch website provides valuable advice on how to minimise the risk and alert you to current scams. We urge you to be particularly cautious and log onto www.scamwatch.gov.au



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AS/NZS 2208:1996 - Safety Glazing Materials in Buildings
EN1279-6 - Insulating Glass Units

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The AWA-AGGA Awards will be Celebrated at AusFenEx19

AUS FEN EX19

Please start to consider your nominations for the following

- Projects that represent your best work in the past 12 months
- Key safety initiatives that have been introduced into your workplace
- Apprentices that deserve recognition for their contribution to the workplace

New award categories to be launched in 2019

**Registrations
opening soon**

To obtain award nomination information including selection criteria, please email jane@agga.asn.au – or gary@awa.org.au

IGMA Report

> Brad Draper, Chair

IGMA Membership rules are currently being revised to encompass members' commitment to having successfully completed long-term type testing by 1 April, 2020 in line with AS 4666 compliance.

Members will be advised of IGMA's strategy and manufacturer's obligation to have their products long term type tested by 1 April, 2020 as per the revised criteria within the membership rules. They will also be advised of the subsidy IGMA will be providing to assist in the process.

Appointment of an IGMA administrator and technical assistant has been done, and

we are pleased to advise Lee Thurbon has been appointed to this role. We would like to thank and acknowledge LiSEC Australia's contribution to the financial support given for this role.

Lee Thurbon will be liaising with members in the New Year regarding the IGMA Guide/ instructions and the requirements needed to undertake long-term testing.

A promotional program will be developed to promote IGMA members once the successful testing program is underway.

**For further information contact
Lee Thurbon on 0467 003 777**



IGMA MEMBERS

Australian Glass Group
Australian Insulated
Glass
APQ Glass
Bent & Curved Glass
CSI
Chevron Glass

Clark Windows Tasmania
Cooling Brothers
Dargavel Windows
Dreamhaven Glass
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Oktopus Case Study - Ausrise Aluminium

Oktopus Australia is Australia's leading glass manufacturing and glazing equipment supplier, specialising in the supply and after-sales service of high-grade vacuum lifting equipment for glass handling and installation.

Sydney-based Ausrise Aluminium has been trading for 17 years and specialise in the design, supply and installation of architectural glass and aluminium facades for leading commercial projects. 'Anything from shopfronts to high-rise projects Australia-wide,' notes CEO Paul White, co-owner and Director with Kevin Hartin.

The output of Ausrise Aluminium is highly diversified. 'We do anything from standard glazing to curtain wall to bespoke facades,' says Paul. 'We typically construct the entire building envelope, with materials ranging from glass and aluminium to brass and terracotta.'

The company's footprint is extensive. 'With factories in Singapore and Malaysia, we manufacture some products overseas and then ship them to Australia. Our Australian skilled installation team are a valuable asset to our business, ensuring quality of workmanship and compliance – we're a one-stop shop, from the Construction Manager and Project Manager right down to our team of apprentices.'

This ambitious company has purchased multiple lifters from Oktopus. 'They're brilliant, simply the best on the market,' says Paul. 'We use multiple Oktopus vacuum lifters and have invested in several machines. When you're working with any panel of substantial size, Oktopus machinery is a peerless unit. Oktopus supply the widest range of lifting machinery to the Australian construction industry, the dual-vacuum system introduces redundancy into the system as a safety factor – in fact their inbuilt safety systems are widely recognised by all the tier one construction companies Australia-wide.'

Using Oktopus lifters has increased our company's productivity. 'We've got the Oktopus 600 kg and 800 kg panel lifters, as well as a Roboglaze,' Paul says. 'With the latter, you can attach glass suckers to the machine, to accommodate the individual size of each sheet you're manoeuvring. For example, you can manipulate a big 6m x 4m sheet and control the two vacuum lifters via the computer monitor, sharing the load.'

Consistent and comprehensive after-sales service provided by Oktopus Australia has also contributed to the long-standing relationship with Ausrise Aluminium. 'We have a very sound relationship with Oktopus,' Paul confirms. 'And if we're ever dealing with anything new and outside the box with a new job, Oktopus are responsive, and have the experience to assist us with every challenge.'

One project in which the company's collaboration with Oktopus was essential was Canberra Airport. 'That required a 5-axis sucker,' Paul recalls. 'This was a sloped façade, and the installation needed to be perpendicular. The 5-axis sucker could be rotated left and right to install the glazing more efficiently. The Oktopus technology assisted us enormously on the job, with both speed and efficiency, also making for a safer worksite for our team.'



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Biesse Group Turns 50 this Year

Biesse Group, founded in 1969, celebrates 50 years of innovation and technology, remembering half a century of history and success that has revolutionised the furniture market, with solutions that served to set new technological standards in the industry.

Biesse Group will dedicate its 50-year anniversary celebrations to the future, through a programme of activities which will be rolled out throughout 2019. 'Future in Tour' will launch in January, a program of celebratory events to mark the company's birthday with our customers throughout the world, with a single common element: looking towards our future.

The first event around the globe in January 2019 was hosted in Pesaro, Italy, in January with the Australian celebration taking place 20-23 February at the new Biesse Group Oceania Campus in Wetherill Park, Sydney. The program also includes two more Grand Openings to new campus sites in various locations across the globe, as well as a very special edition of Ligna 2019. The Future In Tour ends in Russia in December 2019, after a total of 18 events in 15 countries.

For further information about the Australian Biesse Group launch call 1300 BIESSE (243 773)



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Glenn Carlton Joins Guardian Glass ANZ



Glenn Carlton joins the Guardian Glass ANZ team as Architectural Design Manager for Melbourne. Glenn has 10+ years' experience fulfilling account management and technical sales roles across multiple industries, including steel walls, ceiling systems and insulation. He is a highly commercial and technically astute sales professional who will strengthen Guardian's expanding team.

For further information please contact Glen on 0411 383 293



New Website to Order Labels

To ensure you are fully compliant with AS 1288, AGGA produced a range of glass labels for members to purchase. These labels include your company name or company logo, phone number and accreditation number and are only available to members. They serve an important role in highlighting product compliance and promoting your AGGA Accreditation status.

As AWA-AGGA have now merged, we will be producing new labels with the new logo as from September 2019.

All existing AGGA labels will be recognised and we encourage you to continue to use these labels until your stocks are depleted.

If you are considering re-ordering labels for this year, please note to only order a minimum amount as new labels will be available September 2019.

To order all your labels, log onto orders.gurulabels.com.au/agga/



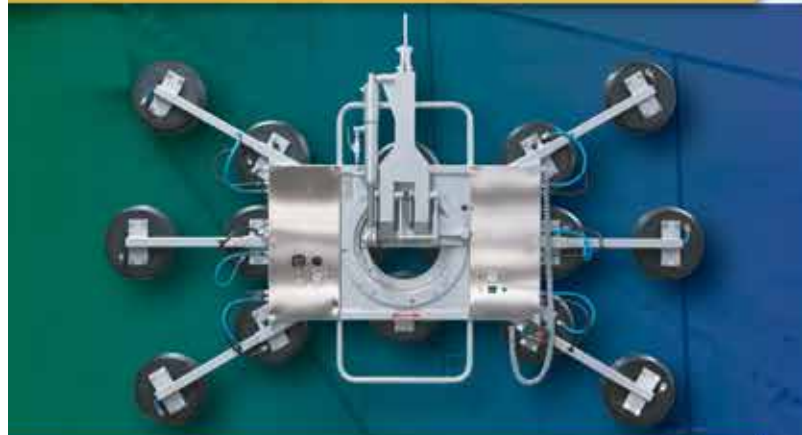
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Forel Opens its Third Production Site & Expands Headquarters

Forel in Italy has recently expanded their operation, officially opening their new 3.000 square metre plant to meet increasing global demand.

In addition to their three manufacturing facilities in Italy, Forel has commercial operations in the USA and Russia, and has a salesforce of 25 partner agencies all over the world.

The new plant is in close proximity to Venice and commenced full operation in December 2018, manufacturing machinery for edge processing (edger machines, drilling and milling machines and washing machines) and sorting systems (integrated solutions for automatically handling and moving the glass sheets inside the production area).

The Forel headquarters in Treviso has also expanded, making way for a larger production area. This site will be focused on the production of machinery for insulating glass, laminating and vertical cutting.

'The opening of our third plant and the enlargement of our headquarters are consequences of a positive trend,' explains Mr Fortunato Vianello, Founder and President



of Forel. 'The market values and appreciates our products, and orders are growing worldwide. With many companies choosing to move their production facilities abroad, our choice is to continue to offer our customers a quality innovative glass processing technology that has been developed and manufactured in Italy.'

**For further information, contact OGA
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Expanded Resources Now Available to Download

In the interests of keeping all our members fully informed on an extensive range of key issues, the AWA-AGGA produces a highly respected and frequently updated series of industry resources in response to issues raised by members and the public.

The extended range of fact sheets and reference material is readily available on the AGGA website. Largely covering safety and technical matters, they offer members detailed coverage of essential industry-related information from the perspective of experts in the window and glazing sectors.

Due to the thorough research and preparation process, each issue provides an indispensable guide to a selected technical aspect of window, glass and glazing materials and practice.

To ensure this information is shared among colleagues as widely as possible, the AWA-AGGA has made this complete range of titles available to all its members. All those with an AWA-AGGA membership are encouraged to log onto the website and sample the full range of insights offered by our leading industry figures.

As an authoritative resource to be steadily built upon each quarter, this material will continue to provide a much-needed standard reference tool for best practice within our industry.

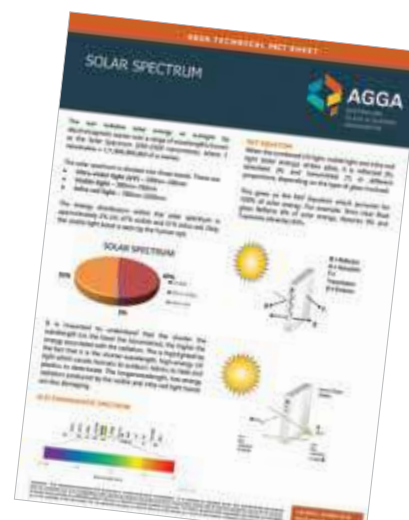
Members are urged to check the website regularly for updates and new material, which are released online as they are published.

**To find out more, contact the AGGA
log on to agga.org.au**

Current Titles and Resources Include:

Acoustics in Glass & Glazing
Guidelines for Cleaning Glass
Glass in Balustrades
Glass Staining
Glass Types
Heat Soaking
Insulated Glass Units
Solar Spectrum
Thermal Stress Glass Breakage
Acoustics in Glass & Glazing
Glazing Requirements in Bushfire Zones
Glass in Buildings AS 1288:2006 – Residential
Glass in Balustrades
Glass Staining
Shower Screen Installation
Glazing for Family Day Care Centres
Tropical Cyclones & Glass
NCC Classification of Buildings and Structures
Acoustics
AS 2047:2014 Released
Australian Consumer Law
Building Classifications
Bushfire Fraud Outcomes
Condensation
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Exposed Sites
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Luminance Contrast
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Storms and Cyclones
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East Coast Storms 2016
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Substitute Glazing Materials
Thermal Stress in Glass
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Wind Loads for Commercial and Residential Buildings
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A Guide to Energy Efficiency Compliance
A Guide to Window & Door Selection
A Guide to Windows & Doors in Bushfire Prone Areas
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2019: A Year of Change for Construction Activity?



> Shane Garrett, Chief Economist
– Master Builders Australia

Overall, the Australian economy enters 2019 in good shape. The unemployment rate has fallen to 5.0% for the first time since early 2012 with 212,000 full-time jobs being created over the year to November 2018. The strong demand for labour in Australia has been met both through continued erosion in the number of unemployed as well as the arrival of workers from overseas in large numbers. During the 2017/18 financial year, the population rose by 1.6%, equivalent to 390,500 extra Australians. Of this increase, 236,730 was accounted for by overseas migration. Migrant-driven population growth has contributed to stronger economic outcomes, not only because it has provided more labour to the economy but also because a bigger population drives greater demand for goods and services.

New home-building activity has been one of the big winners here, along with building in the office, retail, health and education

sectors. The improved competitiveness of the Australian dollar over recent years, as well as the largely solid economic conditions internationally, have resulted in exports becoming an important pillar of growth for the economy also. As well as the resources exports from newly built mines, the favourable trading conditions have also benefited Australia's tourism sector and the growing international education market, not to mention a host of high-skilled service providers.

Dig below the surface and the picture is a little less glossy for construction activity. The imposition of super taxes on foreign buyers in a number of housing markets along with lending restrictions introduced by APRA stifled demand and helped bring about the declines in house prices which have been underway in the Sydney and Melbourne markets since 2017.

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(MBA Economic Forecast – continued)

The situation has been exacerbated over the past 12 months by the commencement of the Royal Commission's work – potential homebuyers and homebuilders now face more onerous hurdles in obtaining loans and mortgages. This is clearly slowing activity down.

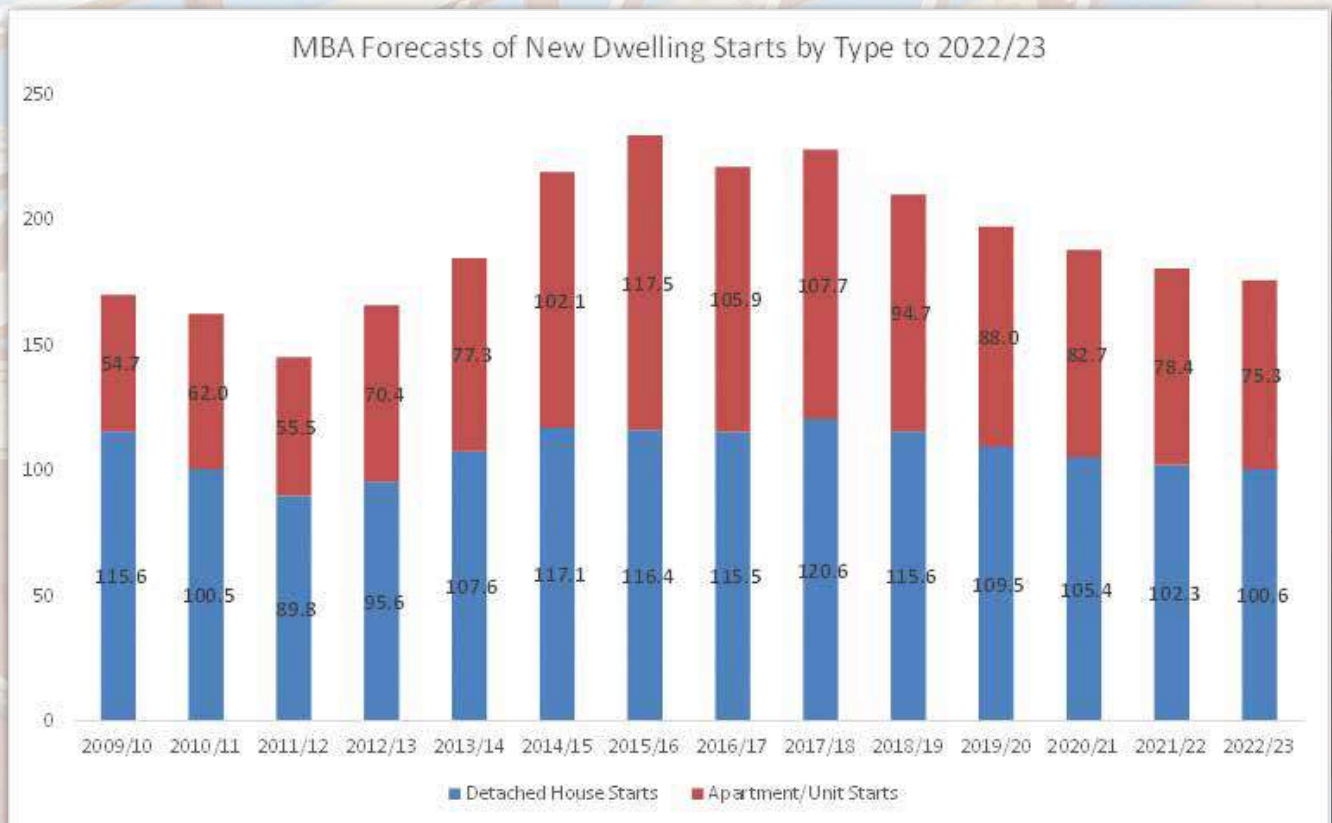
In this context, Master Builders Australia has just released forecasts for construction activity across over two dozen sectors of the economy out to 2022/23. During the 2017/18 financial year, work began on just over 228,000 new homes across Australia. This represented an exceptionally high volume of house building – the second-highest financial year on record, in fact. We anticipate that new home building activity will ease by 7.9% overall during 2018/19 before falling by another 6.1% in 2019/20. It is likely that new home building will continue to decline during the early years of the 2020s decade as we continue to retreat from record levels. Their riskier nature and longer lead times means that apartments/units are particularly exposed to the reduction in new home building: by 2022/23, new apartment/unit commencements are projected to be down by 30.1% compared with 2017/18 levels. Detached

house starts are projected to slip by 16.5% over the same period.

Non-residential building activity has recently been performing quite well, having been stuck in the doldrums for a number of years earlier in the decade. Between 2012/13 and 2017/18, the volume of non-residential building rose by 15.8% and during 2018/19 a further expansion of 16.8% is expected to bring the value of non-residential building work to \$48.2 billion. This is likely to represent something of a high-water mark in this area, with non-residential building expected to soften from 2019/20 onwards. By 2022/23, non-residential building activity is projected to be 3.9% lower than it was in 2017/18 overall. However, the strong population gains will underpin expansions in building activity out to 2022/23 in several segments, including retail/wholesale (+16.1%), warehouses (+4.5%) and health facilities.

***Master Builders Australia's latest set of building and construction forecasts cover each of the eight states and territories out to 2022/23 across over two dozen sectors. They can be ordered at masterbuilderbuilders.com.au**

MBA Forecasts of New Dwellings





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