



# THE LINK

Showcasing the successes, innovation and developments in the Fencing, Gate and Wire Industries



## PRESIDENT'S REPORT

Merry Christmas and Happy New year to all our members. I'm sure I'm not the only one who's thinking bring on 2021. With the hope that I may bring some optimism to your workplace I did a little reading online and offer you the following...

### What Is Pent Up Demand?

Pent up demand refers to a situation when demand for a service or product is unusually strong. Economists generally use the term to describe the general public's return to consumerism following a period of decreased spending.

Pent up demand describes a rapid increase in demand for a service or product, usually following a period of subdued spending.

Consumers tend to hold off making purchases during a recession, building up a backlog of demand that is unleashed when signs of recovery emerge.

Quite often, pent up demand accelerates the economic recovery period immediately following an economic downturn.

This morning's news reported 2 key things.

The latest figures from the Bureau of Statistics show GDP grew 3.3 per cent in the September quarter, but declined 3.8 per cent in the year to September 2020 and that Christmas spending is looking like it may reach the same levels as Christmas 2019.

I know this year has been hard for nearly everyone in our industry. To all of our members I say you are not alone, and let's all hope there is strong economic recovery spurred on through pent up demand in the new year to keep us all going, and to keep your businesses and our industry strong for the future.

**Charles Johnstone**



## DIRECTOR'S REPORT

A less than fond farewell to 2020 is offered. It has certainly not been a normal year, though it has pushed through some changes, especially in the way business and meetings are conducted, that are likely to now continue into the future.

My thanks to those of you who attended our first online AGM in September. While our revenues have not been quite as robust as in recent years, savings have been made through cuts to contractor costs, and obviously an almost complete reduction to travel costs for the year, and certainly since early March.

The AGM unfortunately clashed with the Building Business Conference arranged in association with the Institute of Research and Learning (IRL) and our associates at the Swimming Pool & Spas Association (SPASA). I don't think too many members managed to attend this one-day virtual event. I sat in on as much of it as I could on the day and enjoyed the rest of it via the recordings available post event. I hope to be able to offer access to more of these co-branded events and encourage members to register for them.

In addition to the Economic Update webinar in October, a couple of online Thursday arvo member catchups have been held for those members missing the company of their compatriots in the wire industry. The online catchups may become a more regular fixture so please keep an eye out for them and join in if you can.

2021 will hopefully see the conclusion of the revision of AS 4687 and allow us to proceed with AS 5345 for high security fencing products. The Code of Practice for Sliding Gates is also front of mind, and development of this project as a Technical Specification under the auspices of Standards Australia is under consideration.

Our year is already looking very busy, but we are here to assist members, so if you have a particular need that you think we could help you with, please contact me.

I hope the holiday season will provide you all an opportunity to refresh, look back on what can only be described as an extraordinary 2020 and turn those difficulties into a truly amazing 2021.

**Richard Newbigin**

(Tel: 1300 942 500 Email: richard@wireassociation.com.au)

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## STANDARDS AUSTRALIA

### AS 2423 Coated Steel Wire fencing products for terrestrial, aquatic and general use

While the AFIA has been pressing Standards Australia to reinstate this pertinent Standard following its 'inadvertent' withdrawal last year, the relevant technical committee has been reluctant to do so. It is thought that a comment made by a third party that some sections of the Standard required updating has caused the committee to rethink reinstatement of the Standard which previously looked assured. The AFIA has enlisted additional support for reinstatement from the Bureau of Steel Manufacturers of Australia (BOSMA) and hopes to have a positive outcome forthcoming.

### AS 4687 Temporary Fencing and Hoardings

A great deal of further work has been completed by the technical committee, CE-008, and the draft revision of this Standard now sits with the editorial staff at Standards Australia. Once the draft has been editorialised it will be made available for public comment, a process which extends for nine weeks. The draft should be available for public comment in the early part of the new year. Publication date for the revised Standard will largely be dependent on the number of public comments received by the committee but is expected to be by mid-2021.

### AS 5345 High Security Anti-Intruder Fences in Welded Wire Mesh and Open Steel Panels

Standards Australia has decided that holding technical committee meetings electronically has increased the ability for committee members to attend meetings to such a degree that electronic meetings are likely to continue well into the future regardless of the control, or otherwise, of the COVID virus. This change to procedure may enable members who had not previously considered sitting on a Standards Australia technical committee to do a rethink and any readers wishing to be involved should contact Richard Newbigin (Tel: 1300 942 500).

### AS/NZS 4944:2009 Temporary Edge Protection

No further developments to report on.

### AS 1926.1 Swimming pool safety – Safety Barriers for Swimming Pools

No further developments to report on.

### NEXTgen Program

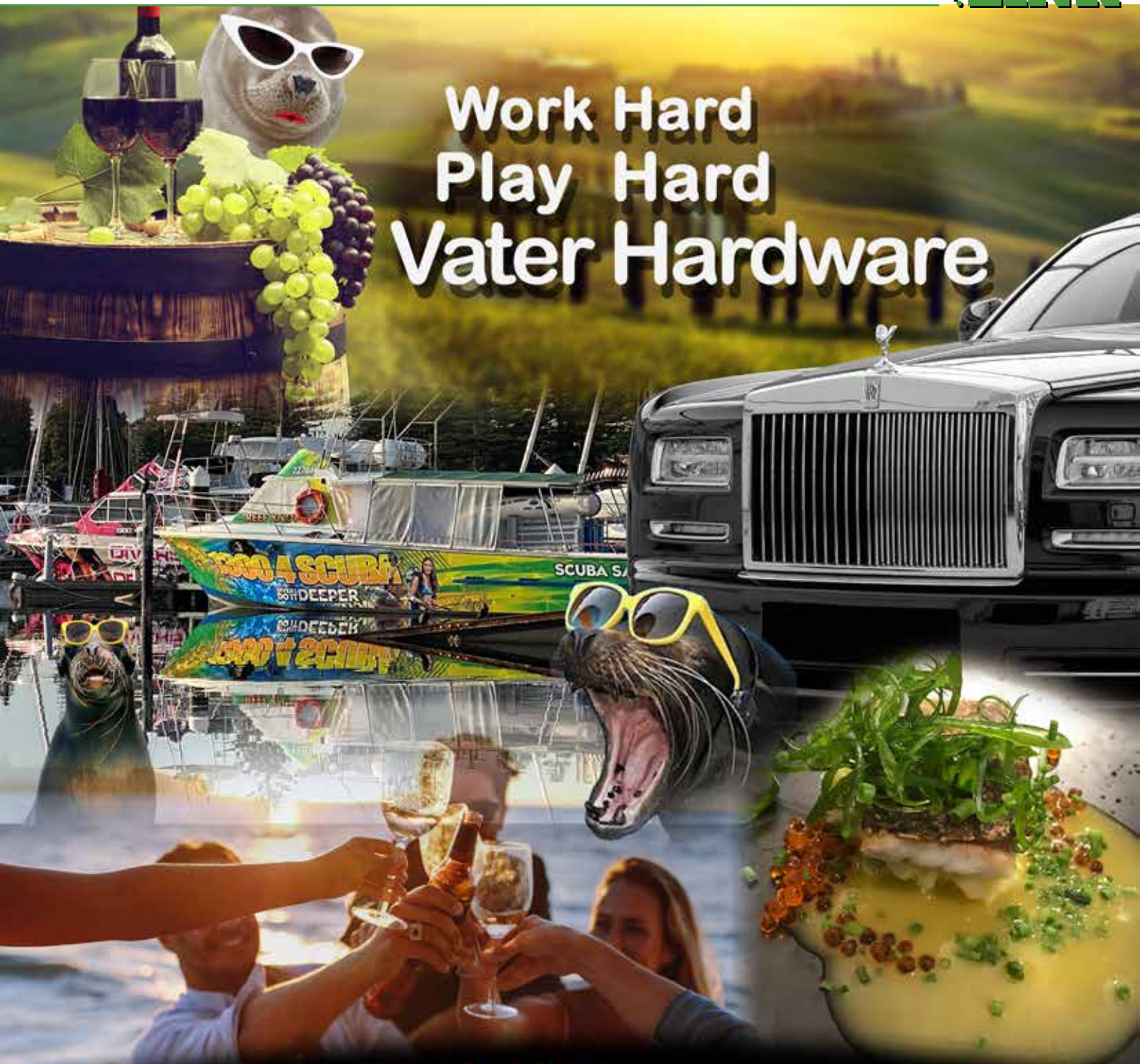
Standards Australia's NEXTgen Program selects emerging industry and technical experts and provides them with an exciting opportunity to become involved in the national and international standardisation processes supporting Australian industry and government.

Through the program, participants will access training and gain direct exposure to the standards development process and context. Participants will create a valuable network of key Australian stakeholders and peers across industry sectors.

The goal of the program is to support the future of standards development through investing in the next generation of standards leaders and experts. Any members wishing to participate in this program should contact Richard Newbigin at [richard@wireassociation.com.au](mailto:richard@wireassociation.com.au).

*Members wishing further information should contact Richard Newbigin (Tel: 1300 942 500, Email: [richard@wireassociation.com.au](mailto:richard@wireassociation.com.au))*

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# STATE REPORTS

## VICTORIA REPORT



Over the past several months, ARC Fencing has sought to transform its business to take further advantage of growth opportunities, and to make best use of its membership of the GFG Alliance and InfraBuild

partnership via a larger Transformational Project. Part of this transformation has included the closure of its St Albans factory in Melbourne, with sales and supply now coming from their wider ARC branch network. The substantial amount of chainmesh machinery from the St Albans factory has been relocated to other sites within the group with Association member, Fencetech Pty Ltd (Otter Fencing), assisting ARC with their supply of chainmesh in the VIC/SA and TAS markets.

Despite the restrictions placed on businesses because of COVID, ARC has enjoyed strong demand for its products, and has continued to operate normally throughout the local lockdowns.

## WESTERN AUSTRALIA



The Government 2020-21 Mid-year Review highlights that Western Australia's strong economic recovery continues to exceed expectations.

In 2020-21 the forecast net operating surplus has been revised up to \$2.2 billion, from \$1.2 billion at the Budget delivered in early October, while net debt projections have been revised down by \$1.4 billion to \$41.4 billion by June 30, 2024.

Forecast growth in Gross State Product has been revised up from 1.25 per cent in 2020-21 at Budget to 2 per cent at the Mid-year Review - driven by a strikingly strong increase to the domestic economy.

Strong growth in retail trade, along with the Building Bonus and other government incentives driving activity in the housing market, show increased consumer and business confidence.

WA's labour market has also recovered at a faster rate than expected with employment growth in 2020-21 moving from a 0.25 per cent contraction to a 1 per cent increase in annual average terms. In year ended terms, employment is expected to grow by 6.5 per cent or almost 85,000 jobs.



## NEW SOUTH WALES REPORT



Over the last few editions of The Link, members have been encouraged to use the Association's network capabilities to buy and sell plant and equipment, or even entire businesses. Sydney based member company, Australian Security Fencing (ASF), has recently made use of this

service to sell their Clifford QP 24 welding mesh machine. The machine has found a new home overseas and will be replaced with a more up to date machine which is due to arrive pre-Christmas. ASF director, Steve Rosier, was very happy with the result, and thanked the Association for its assistance to get the machine sold and relocated so promptly. Details about the replacement machine will be covered in the next edition of The Link.

## SOUTH AUSTRALIA REPORT



COVID-19 has provided some new business opportunities especially for the supply of personal protective equipment (PPE) for medical staff and others involved in the health and aged care sectors. Detmold Medical geared up quickly when COVID hit, and now has twenty machines in its SA manufacturing plant capable

of making around one million surgical and respirator masks every day. Raw material supply proved to be a potential logjam especially for the fine gauge wire required for the nose section of the masks. Unfortunately, local supply was not available but one of the Association's overseas members is assisting in the procurement of this critical item to keep the masks flowing.

# NEW MEMBER PROFILES

## WILLIAMS HIRE



Williams Hire (formerly known as Adfence) has been a leading supplier of temporary infrastructure products in New Zealand to the event, residential and commercial

construction industries for over 10 years and its success in New Zealand led to expansion into Australia in 2018 with the opening of a Melbourne office.

Following the mandate of "Setting the Hire Standard" Williams Hire provides a complete hire service to its customers and prides itself on the quality of its products and service. Focusing on quality products and process allows Williams Hire to provide a niche service to its clients.

Williams Hire derives value from a passion for enabling outcomes through expertise and smart tools, making their clients and partners better at what they do.

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## RAW METAL CORP



Raw Metal Corp is one of Australia's leading scrap metal recyclers. Family owned and operated since 2014, the company has

become the recycler of choice for South East Queensland and Northern New South Wales thanks to high level customer service and the most competitive prices in the market.

With certified weighbridges and scales, plus excavators and forklifts, Raw Metal Corp can weigh and unload all volumes of scrap. An ever-expanding fleet services bins and optimises large volume scrap removals.

Effective recycling is important to Raw Metal Corp and environmentally responsible practices are used to ensure recyclable materials are maximised while landfill is minimised. Committed to keeping Australia beautiful, the company uses its 'free scrap pick-up' initiative to divert hundreds of tonnes of scrap metal from landfill and educate individuals on the many materials that Raw Metal Corp recycles.

**Contact:**

*Morgan Wanless*

*Sales/Marketing Manager*

1156 Boundary Rd, Wacol, QLD 4076

07 3837 6000

[purchases@rawmetalcorp.com](mailto:purchases@rawmetalcorp.com)



## PLC FENCING



PLC's main operations are based in South Australia, but the company can take on projects across Australia and services clients of all sizes from commercial, private and government organisations.

The Company specialises in the construction and fabrication of fences for medium and large-scale projects and has developed working relationships within the mining industry, with state and national electricity network providers, civil engineering companies, and state-level government departments.

PLC has expertise in everything from chain-wire, through to more specialised security fencing needs such as Palisade, 358 Mesh, Electric, Razor-wire, and Pressed-form Spear Top.

**Contact:**

*Patric Levy*

*Managing Director*

Lot 14 Arbon Court, Monarto SA 5254

08 8534 4009

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## NEW MEMBER PROFILES



### SECURE FENCE

Secure Fence has over 10 years' experience working on some of the largest fencing projects all over Australia for industries including mining, oil and gas, renewable energy, roads, railways, and water infrastructure.

As a manufacturer and installer, the company offers a complete service from design and manufacturing, through to delivery and installation, whilst also providing a full range of engineering drawings to ensure their products are manufactured to the highest standards and the relevant industry specifications.

The repeat business and customer relations Secure Fence enjoys is testament to their ability to work well in high-pressure environments on commercial and industrial projects.

Products include: Garrison fencing, Chainmesh fencing, Palisade fencing, 358 welded mesh fencing, handrail and barriers, stock fencing, automatic and manual sliding gates, and tubular pool fencing.

**Contact:**

*Ryan Thompson*

*Managing Director*

*Unit 21, 53-57 Link Drive, Yatala, QLD 4207*

*0484 600 836*

*ryan@securefence.com.au*

*www.securefence.com.au*

## NEW APPOINTMENTS

### BEN MALLIA

### SALES AND TECHNICAL ENGINEER AT APAC WIRE TECHNOLOGIES



Ben Mallia has recently been appointed as Sales and Technical Engineer with APAC Wire Technologies. APAC Wire Technologies offers an extensive portfolio of products and services to cover every facet involved in the production of both ferrous and non-ferrous wire. Ben will be working in all parts of the business.

Graduating from Swinburne University with a Bachelor of Mechanical Engineering in 2014, Ben has been involved in designing, manufacturing, and delivering bespoke solutions to the construction and building industry. During this period, he has worked on landmark projects with

many of the Tier one builders and property developers throughout Australia.

On his new appointment and the work he will be doing, Ben said "I'm excited for the challenge to continue to develop APAC's existing relationships, by ensuring we keep delivering the best products and services to the Australian and New Zealand wire industry".

*Ben Mallia*

*Sales and Technical Engineer*

*APAC Wire Technologies*

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# LIFE MEMBER PROFILE

## ALAN WHITELAW

Alan Whitelaw is an honorary Life Member of the Wire Association and an amazing contributor to not only the wire and spring industries, but also the design and development of many well-known and used inventions in society and the work place. Alan was a familiar face in the spring industry for over 60 years.

Alan's father started Whitelaw Springs in 1935 and Alan worked part time in the business while completing his studies in metallurgy, fitting and turning, welding, economics and drafting, among other subjects.

He worked in the business until it was bought out by UK spring company Geo. Salters and Co. in 1948. Alan then moved to the United Kingdom to work at Salter's main manufacturing site.

In the early 1950s Alan moved back to Australia to become Technical Director of Salters and was also appointed to the Board. In 1971 Alan left to start his own company providing consulting and design services to the industry (Alan Whitelaw and Associates). In 1972 Alan helped develop a spring-loaded plate stacker for hospital food delivery which proved a big success and was used by hospitals such as Royal Melbourne, Austin, Launceston and Mildura.

Throughout this time Alan was an active member in the spring industry, providing services to the Spring Makers Association. It was here that he worked with a number of committees to develop what finally became AS 1472, the standard for mechanical spring wire.

Alan's many achievements in the industry include designing the roof spring loaded system for the 1956 Olympic swimming pool, gas trolleys for CIG, high intensity infra-red heating for the show industry, an automatic egg grader, wire cleaners for oxy-acetylene welding tips, a range of rubber bumpers for shopping trolleys, advertising signs and much more.

An interesting fact about Alan is that he also designed the Wire Association of Australia's logo, which has been commented on by many as one of the better examples of an Association logo. With wire rings surrounding a map of Australia, it is a fitting logo for the association, and a great example of the influence the wire industry, and Alan, has played in Australian society.

Alan passed away in 2001 but is fondly remembered by all Association members who knew him.



Alan Whitelaw (above). Whitelaw Spring Co, back in the day (below).



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## AWIA Annual General Meeting, 29th September 2020

The all-pervading presence of the COVID-19 virus meant that face to face Annual General Meetings (AGMs) were unlikely to be held during the 2020 reporting period. Recognising this situation, the relevant government instrumentalities have allowed some flexibility in both the timing and the method for holding AGMs.

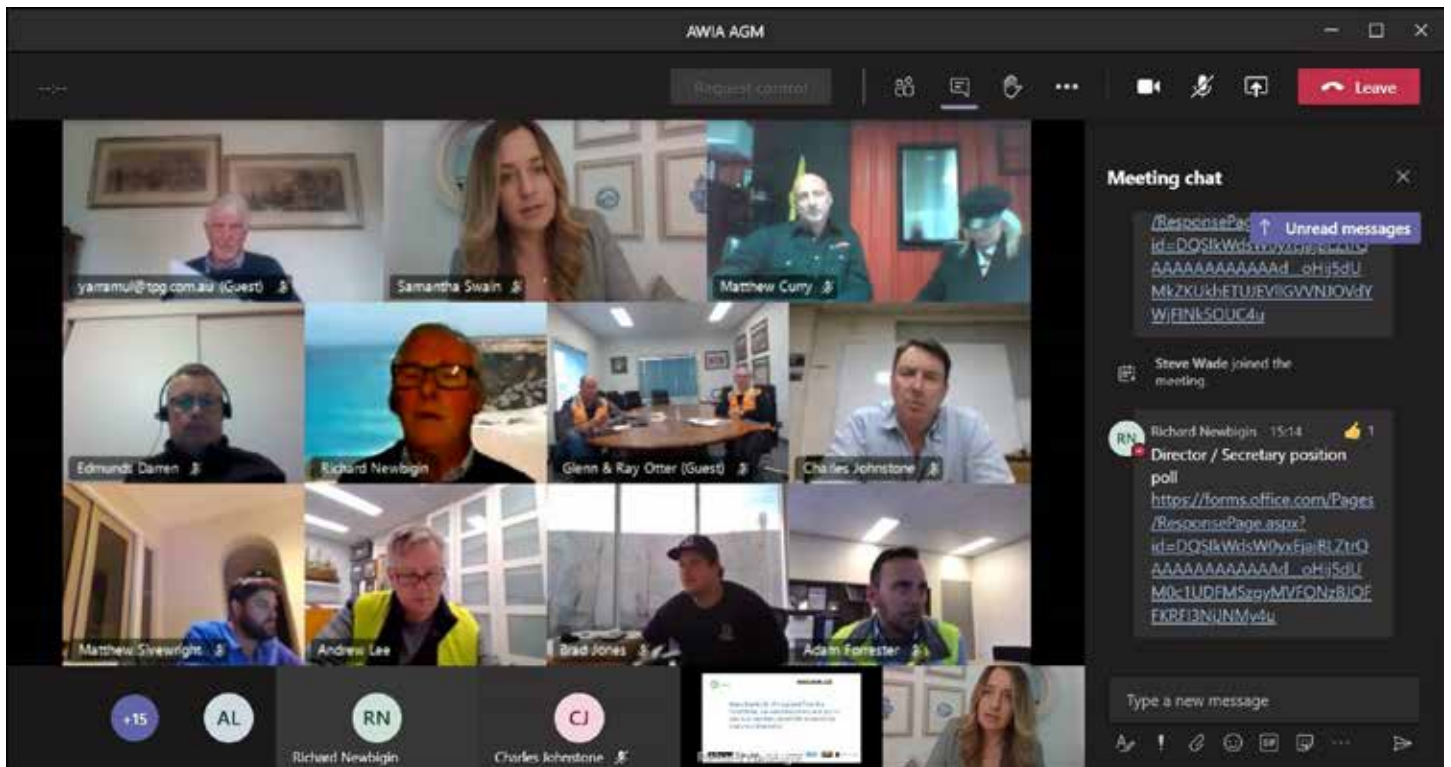
To ensure the Association's AGM could be held electronically but with a high degree of security, and allow members to vote on the various resolutions, a combination of Microsoft Teams and Forms was used. Thanks go to Mark Schmkeit from InfraBuild who hosted the meeting, and provided the Secretariat with a number of opportunities to trial the technology, and to iron out any potential problems beforehand.

23 members from 16 companies, (including Matt Sivewright who zoomed in from the USA), attended the meeting which represented

something of a record for recent years, and accessibility from the use of technology no doubt assisted in achieving such a good turnout.

The Association welcomes Adam Forrester of Marsh Springs to the national committee, and thanks Ewart Anderson and Mitch Bruger for their valued service as they retire from the committee.

Charles Johnstone was elected unopposed as returning President, and Graham Braithwaite returns to the roles of Vice President and Treasurer, also unopposed. Many thanks to Charles and Graham for their continuing support and dedication to the Association and our industry as a whole.



*There was much fun and merriment at the September 2020 AWIA General Meeting as members struggled with internet connections and awkwardly talked over one another.*

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## Economic update – October 2020

After a bit of a false start, Mei Leong, Head of Strategy at GFG Alliance, presented her economic briefing to a broad cohort of Association members at the end of October. The delayed timing of Mei's presentation was thought provoking as it coincided with the second wave of COVID-19 being brought under control in Victoria, and the second wave in Europe starting to take off.

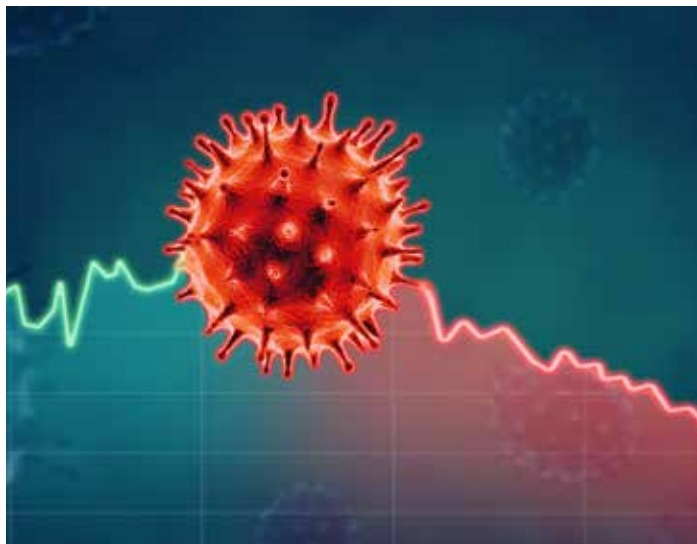
Key takeaways from the presentation were:

- Australian GDP declined by 7% in the Jun-20 quarter, the largest economic contraction since the 1930s.
- The household saving ratio rose from 6% to 19.8%, a level not seen since the mid-1970's.
- Construction activity in the states is resuming at different speeds with WA and SA growing, while VIC stalls due to severe COVID lockdowns.
- There is a strong outlook for transport projects due to a large pipeline of publicly funded projects.
- Overall a difficult and long economic recovery is expected globally with China recovering strongly while the rest of the world lags.

Expectations are for:

- Global supply chain disruptions and some de-globalisation on the way.
- Australian Government support programs to assist local recovery – JobKeeper, JobSeeker, JobMaker, HomeBuilder, fast-tracking infrastructure projects, income tax cuts and others.
- Australia's population growth to fall to very low levels. Net overseas migration affected by international border closures. Delays in families having children.
- Residential construction to fall especially for multi-dwellings: Positives – low interest rates. Negatives – affected by lower demand, poor rental market, high unemployment, strong supply of newly completed properties. Non-residential construction to fall in most sectors, with the possible exceptions being health and education facilities.
- Engineering construction: Positives – fast-tracking of infrastructure projects. Negatives – oil and gas projects deferred.

Mei's annual presentations give members a good look at what to expect for the year ahead and the Association is very grateful both to Mei, and to InfraBuild for providing this valuable service. COVID-19 restrictions meant that this was a digital presentation and any non-members who would like to sit in on future briefings electronically should contact Richard Newbiggin at [richard@wireassociation.com.au](mailto:richard@wireassociation.com.au).



## The Future of Casual Overtime

In the midst of the 2020 Modern Award updates and applications for Award changes to cater for challenges posed by COVID-19, employers will be faced with a further round of changes to the Modern Awards as the result of a decision made on 18 August by the Full Bench of the Fair Work Commission (Commission) which determined casual overtime entitlements under nearly 100 Awards.

As part of its consideration of the 'common issue' of overtime for casual employees, the Commission has been identifying and attempting to resolve potential ambiguities in a number of Modern Awards relating to casual overtime.

Employers may have noticed that while most of the new 2020 Modern Awards now include helpful hourly rates guides in their schedules, some were missing rates for casual employees when working overtime. This is because the calculation of those rates was still under discussion and debate as a result of this decision.

### Building and Construction General On-site Award 2010

The Commission confirmed that under the Building and Construction General On-site Award 2010, the casual loading and the overtime penalty rate are added separately to the minimum permanent rate when calculating casual overtime (in other words, the casual loading is added on top of the overtime penalty rather than being compounded in the overtime calculation). In these awards, there was no dispute about this interpretation, and all relevant stakeholders agreed on the approach.

While this decision represents the Commission's position on these Awards, many of the changes have not yet been enacted or may be subject to further submissions from relevant stakeholders, so it is important for employers to keep in contact with their employment law or HR practitioners to ensure they are aware of when the changes will take effect so they can be compliant with the relevant Modern Awards that apply to their business.

*Article courtesy of FCB Group.*

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## E-invoicing is coming, and it may be mandatory!

The Federal Government estimates that the cost to process paper invoices is \$30 per invoice, with pdf invoices not far behind at \$28 each. On the other hand, E-invoices cost estimates are less than \$10.

Electronic invoicing (or e-invoicing) is the automated digital exchange of invoice information directly between a buyer's and supplier's accounting systems. Anyone who has been involved with fast moving consumer goods (FMCG) markets (e.g. suppliers to Coles, Woolworths, Bunnings) will have already experienced and benefitted from this process commonly known as electronic data interchange (EDI).

As part of its Digital Business Plan, the Federal Government has announced that:

- From January 1 2020, the Commonwealth will pay e-invoices within five days or pay interest on late payments.
- The Commonwealth will mandate e-invoicing for all its agencies by 1 July 2022, with over 80% of invoices being able to be received electronically by 1 July 2021.
- It will also consult on options for mandatory adoption of e-invoicing across all levels of government and by businesses.

With e-invoicing there will no longer be a need for businesses to generate paper-based or PDF invoices that must be printed, posted or emailed. Buyers will no longer need to manually enter or scan these into their accounting system, and cyber-security will be improved as scammers and spammers can't easily access or send fraudulent invoices as is the case with email.

E-invoicing is a more efficient, accurate and secure way to deal with your suppliers and customers, and most of the commonly used accounting packages are already working to adopt this technology.

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## TECHNICAL NEWS

### Spring corrosion protection options (part 2)

*This article was provided by MARSH Springs and aims to cover some of the basic options for coating springs, relating to coiled wire springs. Part 1 was included in the August edition of this newsletter.*

#### Zinc plating

Various electroplating processes are amongst the most common application of coating springs. Zinc plating offers a good degree of corrosion protection to the entire spring and leaves an aesthetically pleasant finish. A choice of passivation gives options to the colour of the finished product. The plating process can be applied across a wide variety of sizes and provides a good balance between corrosion protection and cost. Whilst there are risks associated with hydrogen embrittlement that can occur as a result of electroplating, it is recommend opening a dialogue with the spring manufacturer to discuss options to minimise the risk.

#### Galvanised wire

Hot dip galvanised and drawn wire is also another common method of achieving corrosion protection. The finish is not as aesthetic as electroplating, but the corrosion protection is higher due to the heavier coating weight of zinc. Where the ends of the spring are cut there is no coating and that can offer a point of corrosion. However, the cathodic protection provided by the zinc does extend to the exposed surface and reduces the risk. Examples of springs produced from galvanised wire include trampoline springs, which have been manufactured at MARSH for over 50 years.

#### Oiling

A simple way to protect a spring from corrosion is to oil it. By coating springs in a thin layer of oil surface rust can be prevented. If the parts are going to be enclosed for use then this may suffice or this may just be a short-term protection until another coating is applied during final manufacture and assembly.

#### Dip and spin coating

Dip and spin coats springs (or other components) by placing them in a basket and submerging in the coating solution. The coating solution has a high zinc content similar to that of galvanising, so it offers cathodic protection as well. The basket is then spun at high velocity removing excess coating, resulting in a uniform, controlled coating. MARSH have the largest capacity Dip and Spin coating line in Australia. Very high levels of corrosion resistance, with zero risk of hydrogen embrittlement are achieved using this technology. MARSH's standard colour is silver, although black and various colours are possible if required. Dip and spin coated products are often used in the Automotive industry – you may even have MARSH produced and coated parts on your car!

#### Stainless steel

By far the highest corrosion protection would be to have the springs manufactured using stainless steel. However, it does slightly change the spring characteristics and may, in some instances, lower the cycle life. If the spring has been designed correctly then whatever specification and cyclic performance you require can be made. There are also alloys of stainless that will handle higher temperatures while retaining the spring performance. Standard ranges of stainless spring wire won't have a high gloss finish due to the soap coating and finish of the surface. If a high gloss or shiny finish similar to plating is needed, then the springs can be electro polished or made with polished wire in some cases.

Stainless wire does have a higher cost than other options, therefore application and cost sensitivity will determine if this is the right selection.

# MEMBER UPDATES

## Ausmesh acquired by Thermakraft



For decades, Ausmesh has been well-known in the roofing industry, but what you may not know is that over two years ago, Ausmesh was acquired by Thermakraft New Zealand (NZ). It's a move that means you can now purchase many of your core products through the one supplier.

Thermakraft, whose head office is located in Auckland, has over 30 years' experience in the NZ market. Within Australia, they have manufacturing facilities and distribution hubs located in Melbourne, Sydney and Brisbane.

In addition to Ausmesh, the Thermakraft product portfolio includes a roof underlay called Covertek 407 (which can be used for residential and commercial roofs), PVC-coated roof safety mesh (ideal for commercial roofing projects in coastal areas) and a premium permeable wrap called Watergate Plus.

Watergate Plus can be used on residential and commercial projects to minimise condensation issues within the wall space. It meets the new National Construction Code requirement to use a permeable wrap on new builds in climate zones 6, 7 & 8. Watergate Plus is BRANZ appraised, Codemark Certified and ISO9001 accredited. What's more, Watergate Plus can be custom printed to promote the distributor or contractor's business.

As always, the Ausmesh product continues to be manufactured in both Melbourne and Brisbane in set sizes, with the flexibility to offer cut to length for those custom projects.



Thermakraft, Watergate

## PVC Fusion-bonded Wire

For the ultimate in vinyl coated chain-link fencing, look no further than 'Bekaert PVC fusion-bonded wire'. Using a polyolefin coating, the galvanized wire is first coated with adhesive material and then heated, causing the wire and the plastic to bond together, creating a better protective coating to prevent moisture from penetrating to the steel core of the wire.

'Bekaert PVC fusion-bonded wire' is a commercially produced colour coated wire for the residential, commercial and industrial chain-link fencing industry. The galvanized steel core is coated with polyolefin elastomer to create this colour coated wire product and the most popular colour is black (although other colour options are available). This formulation is also designed to handle any out-gassing from the zinc coating, because heating of the wire during the coating process effectively eliminates any resultant adhesion problems. 'Bekaert PVC fusion-bonded wire' is more flexible, more chip resistant, offers outstanding adhesion, greater UV stability, greater abrasion resistance and is not permeable to moisture. The resultant fence not only has a decorative coating, but more importantly provides an impervious protective coating. Moreover, it does not require an overly thick extruded coating, providing greater "see thru" visibility for security applications, plus the added benefit of less wind resistance.



Fusionbond Ross Straw Field



Fusionbond High Screen Fence - Morton Park

## Wired up for the COVID-19 challenge

Wire manufactured by Alloy Wire International (AWI) in the United Kingdom and supplied through Kevin Healey and the sales team at Metal Spray Supplies Australia has supported the global battle against COVID-19.

The company was commissioned to produce more than 5 KMs of material used to produce crucial parts for life-saving equipment at the Nightingale Hospital in London and other healthcare facilities around the world.

AWI put its Emergency Manufacturing Service into action to meet the urgent requirements of the VentilatorChallengeUK Consortium to assist in the ramp-up of Smiths and Penlon Rapidly Manufactured Ventilator Systems.

Interest also came from across the globe, with AWI supplying urgent quantities of custom-made nickel-chrome-titanium 'Inconel' spring wire and 316LVM Stainless Steel to spring makers in Australia, USA and a major medical centre in South Korea.

"We work with over 1000 customers every year and we knew a lot of them supplied into critical sectors that deliver essential services," explained Mark Venables, Managing Director of Alloy Wire International.

"The COVID-19 pandemic brought this sharply into view and we were invited to manufacture a range of wires for companies playing a crucial role in supporting the frontline, often meeting extremely demanding timelines in the process."

"This included supplying a customer that had to remake springs destined for ventilator production due to an untimely power cut, whilst another client made a 280-mile round trip to collect its order from us. In both cases, we did our bit by making the wire in just 2 days."

Alloy Wire International is approaching 75 years of manufacturing wire and currently supplies in excess of 1000 customers involved in automotive, aerospace, defence, medical, nuclear, oil and gas and renewables.

"Thanks to the recent accreditation to the medical ISO 13485 quality standard, we will now also be pushing into supporting the manufacturers of devices for healthcare and assisted living," Venables added.

For further information, please visit [www.alloywire-au.com](http://www.alloywire-au.com) or follow Alloy Wire on LinkedIn



(L-R) Bob, Kevin, Ross and Dave from Metal Spray Supplies Australia.

## Summer is here and unfortunately so is our bushfire risk - Are you prepared?

Chances are that you or someone you know lives near dense forest, bush, grassland, or coastal shrubland. This means preparation is required for bushfires. Are you prepared?

Stainless Steel Wire & Mesh (SSWM) has shown its support for the affected Australian communities in response to the devastating 2019-2020 Black Summer Bushfires.

SSWM continues to raise awareness regarding ember attacks and how "BUSHFIRE MESH - Ember Stop" is part of the solution for any bushfire protection strategy.

Stainless Steel Bushfire Mesh protects homes and buildings from ember attack. The mesh is installed to prevent embers penetrating gaps within a building during a bushfire. Ember attacks accounts for 80% of houses lost during a bushfire and embers can travel up to 40 kilometres ahead of a fire front.

SSWM Bushfire Mesh Ember Stop range has been independently tested by CSIRO and meets the physical properties of AS 3959:2018 Amendment 1.

For further information on retrofitting your home against bushfire dangers, please refer to the following documents:

- Country Fire Authority "Your Guide to Property Preparation" from page 10 describes retrofit provisions relating to ember attack. Go to [www.cfa.vic.gov.au](http://www.cfa.vic.gov.au)
- Victoria Building Authority "A guide to retrofit your home for better protection from a bushfire". Go to [www.vba.vic.gov.au](http://www.vba.vic.gov.au)
- Building Commission & Country Fire Authority "A guide to retrofit your home for better protection from a bushfire. Building and renovation ideas to better prepare your home in a bushfire situation". Go to [www.cfa.vic.gov.au](http://www.cfa.vic.gov.au)

To determine how Bushfire Mesh can be a part of your bushfire solution and which Bushfire mesh best meets your requirements, please contact the Sales Team [sales@sswm.com.au](mailto:sales@sswm.com.au) to request your sample pack. Or visit the SSWM website to read more [www.sswm.com.au/product/stainless-steel-bushfire-mesh/](http://www.sswm.com.au/product/stainless-steel-bushfire-mesh/)

### Free Standards

To help the community rebuild efforts after the 2019-20 fires and retrofit homes against future bushfires, Standards Australia and the Commonwealth Government are funding free access to AS 3959:2018 – Construction in Bushfire-prone Areas

You can download the Standard for no charge until June 2021. Go to: [www.techstreet.com/standards/as-3959-2018?product\\_id=2047026](http://www.techstreet.com/standards/as-3959-2018?product_id=2047026)



# OLYMPIC FENCING

<http://www.olympicfencing.com.au>

## Olympic Fencing Have Moved

During November, Olympic Fencing NSW Pty Ltd moved into their new premises at 17 Sabre Close, Rutherford, NSW. The new facility will bring all of Olympic's manufacturing into one site with room for further expansion.

It also brings their fabrication division under the one roof with multiple overhead cranes to increase efficiency in the manufacture of the products they supply.

The new powder coating plant which is expected to double the company's previous capacity in a reduced time frame is currently being commissioned and will be up and running for the new year.

The Chainlink division will also be moved across in the near future and up and running in the new year.

Olympic's old premises in Tomago will be leased out as an operational Powder Coating facility, thus increasing the regions capacity.

Housed at the new Facility will be - Olympic Fencing (NSW) Pty Ltd, Fenceline – T/A Speedline Fencing and Tube Supplies.



## CoilKLIK Hinges wins Good Design Award

CoilKLIK, Safetech Hardware's self-aligning gate hinge, received a prestigious Good Design Award Gold accolade in the Product Design Hardware and Building category in recognition of its outstanding design and innovation.

The annual Good Design Awards are Australia's oldest and most prestigious international Awards for design and innovation, with a proud history dating back to 1958.

Coilklik horizontal adjustment design uses a coil-based system allowing simple adjustment with an allen-key. Simply insert the allen-key and "klik" to precisely adjust the horizontal line-up of the gate latching mechanism with the latch post or to adjust the self-closing tension.





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## Run the machines, attract and retain factory workers

Manufacturers throughout the world continue to face a shortage of skilled labour to run manufacturing equipment. This skills shortage cuts across just about all industrial enterprises in many countries.

There are many ways to attract and retain factory workers including: pay, job security, benefits, training, recognition initiatives, etc. But rarely does anyone suggest that best-in-class maintenance, major refurbishment or the purchase of new machinery will help solve the labour shortage problem.

Old, worn out machines are a major frustration for well-intentioned factory workers. Good factory workers are mobile and demand is high while supply is low. Good factory workers will naturally seek out companies that provide them with the tools where they can be most productive.

Most workers take pride in the work they produce. Old worn out machines inhibit productivity. Often machine operators need to tinker with their machine all day long just to keep them running.

Most new machinery today is automated and made with greater precision components, so they are much easier to operate and keep running all day. Refurbished machines can also offer the same benefit, if given a complete overhaul.

### New Machine/Rebuild Machine Strategy

There are a few strategies that can get you the benefits of upgraded machinery.

If you have a handy mechanic and electrician, you can take a shot at rebuilding the machine yourself. Just go through the machine, find all the components that need replacement and order the parts from the manufacturer. Companies have been known to put one machine in the “rebuild shop”. When maintenance or other skilled workers are not deployed on a repair job, their responsibility is to work on the machine under re-construction. If you have the appropriate staff, this is probably the least expensive way to upgrade your equipment.

The machine manufacturer may also offer a re-build service. In that case the machine owner would send the machine back to

the factory and factory technicians would perform the rebuild. That would require a lot of down-time. It is common for this type of rebuild to be done on “time-and-material” basis, not ideal for forecasting your cost.

A few machine manufacturers may even offer a “trade-in” program. For a fixed price they will ship you a factory reconditioned machine and you can send one “operable” machine of any size back to the manufacturer. In this case there is no down time as you return the old machine when the reconditioned machine arrives.

Bergandi Machinery in the US offers one such program with their chain wire weaving machines. The company finds and refurbishes old chain wire weavers, then offers them to manufacturers around the world. All the old, broken and worn parts are replaced with new parts. The machine is rebuilt to new machine specifications, operates like a current generation machine, and carries a new machine warranty.

The final and most obvious way to upgrade worn equipment is to replace it with a new machine. Again, some companies may offer a trade in price. Bergandi for example offers new machinery at a discounted price with the return of one old operable Bergandi chain wire weaver. Along with the benefits of new designed machines, you are able to keep your existing machine in service until the new machine arrives.

A variation on the new machine idea is to purchase a machine that may not have all the capabilities of one of your old work horse machines. Many times old machines will make every known configuration, but very few if any machines need to make everything. Bergandi’s solution is to offer a new design machine that will make the product most widely used in Australia, namely wire diameters up to 3.15, mesh sizes 45-63mm. The price is lower, the quality and performance excellent, and it meets the needs of 95% or more of the market. You get a new machine and all its benefits and find a home for the old machine that will be “recycled”.

The key to success in manufacturing is very simple. “Run the Machines!”. You will have a much better result with new or newly rebuilt machinery, your employees will thank you, your customers will thank you and your bottom line will thank you.

*Article courtesy of Greg Jendreas*

*President, Bergandi Machinery Company*

*1689 S. Parco Avenue, Ontario, California, USA*

*E. greg@bergandi.com*



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## South East Asia Report



The Philippines construction sector looks set to grow by around 8% per annum from 2021 to 2024 after contracting 9% in 2020, according to the Singapore Business Times.

The South China Morning Post reported in April 2020 that KIS Wire of Korea is targeting ASEAN for their

sales growth. KIS Wire have sales offices in Singapore, Malaysia, Thailand, Indonesia and Vietnam as well as a large factory and research and development facility in Malaysia.

Ocean freight costs are rising fast. The Shanghai Containerized Freight Index (SCFI) went up 8% to US\$3406/40 footer in week 34 (17th August). The loading factor for Australia/NZ is 'about 100%' ex-China/Southeast Asia, with many vessels turning pre-booked cargo away. This is expected to last until the end of 2020.

Wire Rod costs are rising as this graph shows:



The South East Asia report is provided by Andrew Marshall from AM Wire.

## UPCOMING FUNCTIONS

With restrictions to national travel continuing, the decision was taken to cancel the Fencing Meeting and Christmas Dinner set down for 4th December. As virus cases have been held in check in Victoria for the whole of November, it's unfortunate that this opportunity to finally get together has been missed, at least for our Victorian members.

In its place, 19th March 2021 has been set aside to hold a fencing meeting followed by dinner. The timing of this meeting should tie in well with the public comment phase for the revision of AS 4687 and will provide an opportunity to speak with members of the Standards Australia technical committee regarding changes to the Standard. Fencing members are encouraged to put this date into their diaries, and all members are of course welcome to join us for dinner afterwards.

Plans for a mid-year conference on 14th May are continuing, with a likely venue being either the Gold Coast, QLD for some late Autumn sun, or Newcastle, NSW.



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- R.E. Walters
- Raw Metal Corp
- Sanwa
- Smart Weld NZ Ltd
- South Fence Machinery
- Spring Specialists Ltd
- Stainless Steel Wire and Mesh
- Superior Industries NZ
- Thermakraft Australia Pty Ltd
- Ullrich Machinery Company
- Wiredex Wire Products
- Wire Displays NZ
- Wiretainers Pty Ltd



With the impact of the COVID-19 virus on allowable public gatherings, and the severe disruption this has caused to air and other forms of travel, please use these dates as a guide only. It is expected that many of these events will be cancelled or deferred to later dates.

**2020**

**December 7-11 wire 2020**  
(Postponed until May 9 - 13 2022)

Dusseldorf, Germany  
[www.wire.de](http://www.wire.de)

**December 15 – 17**  
**Asia Fence Expo 2020**  
(Postponed until 7 - 9 September 2021)

Kuala Lumpur, Malaysia  
[www.fenceexpo.com](http://www.fenceexpo.com)

**2021**

**February 23 - 26 Fencetech 2021**

Music City Centre, Nashville, USA  
[www.americanfenceassociation.com/fencetech](http://www.americanfenceassociation.com/fencetech)

**March 19**  
**AWIA Fencing Meeting & Dinner**

Location TBC, Melbourne, VIC  
[www.wireassociation.com.au](http://www.wireassociation.com.au)

**March 23 - 24 Safety in Action**

International Convention Centre, Sydney NSW  
[www.safetyinaction.net.au](http://www.safetyinaction.net.au)

**March 25 - 27 wire India**

Bombay Convention & Exhibition Centre, Mumbai, India  
[www.wire-india.com](http://www.wire-india.com)

**May 10 - 13 Interwire**

Georgia World Congress Centre, Atlanta Georgia, USA  
[www.interwire21.com](http://www.interwire21.com)

**May 11 - 14 Austech (National Manufacturing Week is cancelled)**

Melbourne Convention & Exhibition Centre, Melbourne, VIC  
[www.nationalmanufacturingweek.com.au](http://www.nationalmanufacturingweek.com.au)

**May 12 - 13 Hire21**

Gold Coast Convention & Exhibition Centre, Gold Coast, QLD  
[www.hire21.com.au](http://www.hire21.com.au)

**14 May 2021**  
**AWIA Mid-year Conference**

Location TBC  
[www.wireassociation.com.au](http://www.wireassociation.com.au)

**June 8-10 wire Russia**

Expocentre Fairgrounds, Moscow, Russia  
[www.wire-russia.com](http://www.wire-russia.com)

**September 7 International Conference of Spring Technologies**

Online event  
[www.icst2020-germany.de](http://www.icst2020-germany.de)

**September 22 -24**  
**wire Southeast Asia 2021**

Bangkok International Trade & Exhibition Centre BITEC, Bangkok, Thailand  
[www.wire-southeatsasia.com](http://www.wire-southeatsasia.com)

**September 28 - 30**

**SMI Metal Engineering eXpo 2021**  
South Point Resort & Casino, Las Vegas USA

[www.metalingeringexpo.org](http://www.metalingeringexpo.org)

**October 5 - 7 wire South America 2021**

Hall 1 of Sao Paulo Expo, Sao Paulo, Brazil  
[www.wire-south-america.com](http://www.wire-south-america.com)

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