



# THE LINK

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



## PRESIDENT'S REPORT

Who would have ever predicted that the last seven or eight months would have seen the turmoil we have witnessed in Australia and the world? Some of the most widespread bushfires in living memory followed by a Global Pandemic.

Australia's ability to contain the spread of COVID-19 and restrict the death toll arising from it has been commendable. Worldwide the infection rate of 0.2% per million people compares with Australia's 0.06%, and a deaths per infection rate of 1% in Australia is well under the global rate of 4%. Sadly, it all seems a long way from over.

I thought it an opportune time to talk about the effectiveness of clusters. The virus seems to have devastating success in clusters, but because of its clusters we can recognize them and Intervene before the cluster grows too large.

Strangely enough for many businesses and industries clusters are very effective as well. A business cluster tries to convince current competitors to work jointly. We may see it in strip retailing when many bulky goods stores all locate together or in a whole region like Silicon Valley where an industry locates so it cross pollinates and shares ideas and new technology.

Our association is a cluster, a group of like businesses and competitors coming together to make our industry stronger and for the mutual benefit of all.

Covid has made cluster a dirty word so we may need to find a new description after this is all over but for the time being, I am looking forward to getting back to the wire and fencing cluster for the mutual benefit of us all.

I hope wherever you are reading this you and your loved ones are safe and well, and that we can all get back together soon.

**Charles Johnstone**



## AWIA DIRECTOR REPORT

I had hoped that by now the COVID-19 virus might have been for the most part at least under control, and while Australia has handled the pandemic better than many countries thanks mostly to our ability to close our borders, the

situation worldwide is still looking quite dire with infections continuing to climb, and now nearing 300,000 daily, or three times the daily rate from two months earlier.

Thankfully, the medical teams charged with keeping us all alive have done their job magnificently with resultant deaths continuing to drop from their worldwide peak in mid-April.

It is a good time for businesses to reflect on what has occurred to date and what their companies might look like in the future. There is plainly a need for increased emphasis on strong digital networks that will allow employees greater flexibility in how they do their jobs. These networks also need a higher level of protection with increased cybersecurity critical to protect them from data breaches and hacking. Employees may also need training in the selection and use of secure passwords or investing in password setting software may be sensible.

Other considerations might be a reduction in open-plan offices, digital whiteboards and built in microphones for conference tables. Social distancing is here to stay, especially indoors, and companies taking sensible provisions will be more resilient to future infection shocks.

Supply chains are also likely to be affected in the months ahead. The Japanese government has pledged to invest billions in Japanese manufacturing to reduce its reliance on China. Will the Australian government follow suit? It would probably get bipartisan support at this stage but is still a tough proposition for a country like Australia.

Your Association is here to help wherever it can, so please do not hesitate to get in touch, and we will try in the meantime to offer sensible and timely advice as this situation further develops.

**Richard Newbigin**

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

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 Victorian Temporary Fencing

## STANDARDS AUSTRALIA

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

This Standard was flagged to be withdrawn in June 2019. The AFIA is continuing to work with Standards Australia to maintain its currency, and while expectations were for it to be reinstated by June 30, 2020, such outcome has not yet occurred. Standards Australia staff have been working remotely now since mid-March, and no face to face committee meetings are planned before September so progress on all issues has been somewhat delayed. The AFIA will continue to keep this matter on the Standards Australia agenda.

### AS 4687 Temporary Fencing and Hoardings

The technical committee working on this revision continues to make solid progress despite the inevitable restrictions on face to face committee meetings. Working groups have been formed amongst committee members to resolve a couple of key issues in Part 1 General Requirements and Part 2 Temporary Fencing and Crowd Control Barriers. These issues relate to design wind speeds and structural reliability equivalency respectively, and both matters are close to resolution.

While an updated timeline for progression to public comment is difficult to predict, it is hoped that a final draft will be available by the end of September. This timing should dovetail well with the committee's ability to meet together as a group to complete the draft ratification.

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

It is expected that once AS 4687 goes to public comment stage the relevant technical committee will turn its attention to this new Standard. Any readers wishing to be involved in a working group to assist and advise the technical committee should contact Richard Newbigin (Tel: 1300 942 500) as soon as possible.

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

At the end of April 2020, advice was received from Standards Australia that Parts 1 and 3 of this Standard were facing withdrawal should no project proposals be submitted to update them. The AFIA made approaches to Standards Australia and the Chair of the relevant technical committee to advise that AS/NZS 4994 was a relevant and on-going Standard, and that withdrawal should be avoided. In consultation with members and other interested parties, the AFIA put forward a number of suggestions for a project proposal, and it is now expected that this project will be put on the technical committee's agenda for review.

### AS 1926.1 Swimming pool safety - Safety barriers for swimming pools

The technical committee responsible for this Standard continue to plod through the 3000-plus public comments received late last year. Updates for this Standard are expected to take quite some time.

### Company Governance Review

Following reviews of its technical and accreditation governance over the past three years, Standards Australia has commenced a review of its Constitution and Membership Rules. Although a public company limited by guarantee, Standards Australia differs from most public companies in that it is an unlisted, not for profit, public purpose, multi-stakeholder organisation. Its structure has been formed over time and it is an appropriate time for a broad review of its company governance given it will celebrate its centenary in 2022.

At present more than 2900 nominating organisations provide around 5000 individuals to sit on the 1000 plus active technical committees, sub-committees and working groups. With the support of 125 Standards Australia employees, some 285 Standards were produced in 2019. Industry is the chief contributor to the development of standards, with somewhat of an overseeing role provided by government and consumer groups. The AWIA is concerned that this review may slant the balance away from industry and has prepared a submission to present to the review.

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

## STATE REPORTS

### NEW SOUTH WALES



Long-time member of the AFIA, **Frauenfelder Gates**, became a part of the Whites Group in February this year. The two companies had worked together for some years with Frauenfelder products only available through Whites, but over time this relationship developed to such a degree that Whites decided to purchase the Frauenfelder business. This move back into local manufacturing by **Whites Group** will be interesting to follow, but it certainly complements the company's strong presence in the rural fencing market. Being a part of a larger and highly successful wire products business will no doubt assist Frauenfelder to achieve its goals.

### TASMANIA



Tasmanian member company, Supreme Line Fencing is on the market for companies looking to expand into, or perhaps relocate to, the pristine environment that is Tasmania, or for Tassie companies wanting a quick path to growth. With a customer base including commercial, government and private companies throughout the north of Tasmania and surrounding islands, there is plenty of diversity in sales opportunities. Established in 1994 by Paul Lunson and his wife Renee, the Company has been operating successfully for more than 25 years. Paul is now looking to move towards retirement. For further information, please contact Richard Newbiggin Tel: 1300 942 500 Email: richard@wireassociation.com.au

### WESTERN AUSTRALIA



The WA Government is offering up to \$6000 to employers to take on a displaced apprentice or trainee during the COVID-19 recovery. Employers can access a one-off payment of \$6000 for hiring an apprentice and \$3000 for hiring a trainee whose training contract was terminated on, or after, March 1, 2020. The payment is available until June 30, 2021, via the Department of Training and Workforce Development. Apprenticeship Support Australia have access to over 1000 WA apprentices and trainees who have had their contract terminated since March 1, 2020 and can help businesses recruit the right person from the State's cohort of recently-displaced apprentices and trainees at no extra cost. The financial boost for businesses follows the recent announcement by the State Government to cover the training costs for more than 3,000 displaced apprentices and trainees to continue their 'off the job' training for up to six months.

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# NEW MEMBER PROFILES

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Tari Mallia, Director of Apac Wire Technologies

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Contact Tari Mallia at APAC Wire Technologies on:

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## NEW MEMBER PROFILES

### Alloy Wire International (AWI)

Alloy Wire International (AWI) is a world leading manufacturer of precision drawn round wire, flat wire, profile wire, bars, and wire rope in more than 60 different 'High Performance' nickel alloys, also known as 'Exotic' alloys.

Operating from two state-of-the-art factories with a network of 45 international offices, AWI is a critical supplier to 15 demanding industries, including aerospace, nuclear, chemical, fastening, electronic, medical, spring making and oil and gas sectors.

AWI also works closely with an important group of customers, who require small quantities of wire for their specialist and often unique applications.

Extensive investment every year in new machinery, employee development and 200 tonnes of \*EU/DFARS compliant nickel alloy starting stock keep AWI at the forefront of the global wire industry.

With industry-leading response times, customers are able to order custom-made wire from 0.025mm (.001") to 21mm (.827") in small batches and medium volumes – typically completed within 2 weeks.

AWI's R&D facilities enable constant investigation of new materials and processes, allowing expansion of its range of products and services. Customers regularly compliment AWI on the technical expertise and support it provides.

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- Dedicated 'Emergency Manufacturing Service' means wire can be made in just a few days
- Approvals include AS9100, ISO 9001, ISO 14001 and ISO 45001, which covers world class quality, environmental and health and safety performance
- Ongoing customer Technical Support from the AWI quality team

\*EU/DFARS - European Union / Defence Federal Acquisition Regulation Supplement

Contact Alloy Wire International:

**Australia & New Zealand**

Alloy Wire c/o Metal Spray Supplies Australia

P.O. Box 954, Capalaba, Queensland 4157 Australia

Tel: 0061 7 3823 1004

Email: kevinhealey@alloywire.com

## NEW APPOINTMENTS

### New Singapore appointment for Alloy Wire International

Alloy Wire International (AWI) is pleased to announce the appointment of Andrew Marshall of AM Wire Pty Ltd to look after Singapore and nearby territories.

Andrew has been supporting spring makers and other wire consumers in the region for many years and is well known to many members of the AWIA.



Andrew Marshall of AM Wire Pty Ltd

### Mark Lewin announced as new General Manager at InfraBuild Wire



Following the appointment of Greg Jones to Chief Executive Officer of Liberty Steel USA, Mark Lewin has taken over the role of General Manager at InfraBuild Wire. Mark has a long history in the Australian Steel Distribution industry. Starting back in 1988 with Tubemakers Of Australia, Mark has had continuous service with BHP, OneSteel and InfraBuild Organisations. Prior to Mark's appointment at InfraBuild Wire he was the General Manager of the National InfraBuild Steel Centre business.

Mark is a serving board member of the Australian Steel Institute.

Mark commented: "After a long history in Steel Distribution I have taken up the challenge of leading this great Australian Manufacturing business, I feel very privileged to be granted this opportunity and am looking forward to this stage of learning as I serve the Wire Industry".

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## AWIA welcomes South Fence Machinery Ltd as new sponsor

Despite the global economic uncertainty brought on by COVID-19, demand for wire fence products remains a market constant. As an example, in May, South Fence Machinery shipped their latest Stiff Stay machine into the European market. The Stiff Stay machine operates at speeds up to 80 cycles per minute, with the ability to produce two rolls simultaneously at mesh sizes down to 50 mm x 50 mm. The machine also allows for the incorporation of a hinged section of fence placed above or below to aid in pest and predator exclusion.

The Stiff Stay machine knot is the most recent addition to the fencing market featuring a distinctive smooth and strong form that utilises less knot wire than other fence types. The knot produced by South Fence Machinery’s patented Stiff Stay forging system ensures a compact knot without compromising fence strength or integrity. This is achieved by specialised tooling that drives the knot wire tails behind the stay wire (picket), ensuring all sides of the knot are free of sharp edges, eliminating the risk of injury to stock or personnel. Without forging, the knot will be prone to slipping and sharp edges, resulting in fence strength degradation and increased risk of injury to stock.

Jack Hendrikz, Process and Systems Engineer at South Fence Machinery, said, going forward, South Fence Machinery is undertaking optimisation packages to improve operating speed and machine performance. “This ensures continual development to the full fencing machine range by boosting productivity and minimising downtime,” he said. “All packages will become standard on future machines, as well as remaining retrofittable to machines currently in the market”.

South Fence Machinery is the leading supplier of safe, reliable, and highly productive fence manufacturing machines. With a history dating back over 85 years, they have the experience their customers know and trust. South Fence Machinery is a globally recognised specialist in the wire fencing technology sector with exports to the Australasian, North American and European markets.



From Left to Right: South Fence Machinery production and products

## And the ‘Training Award’ goes to..... National Springs & Wire Works

New Zealand member, National Springs & Wire Works, is the recipient of the 2020 \$2,500 Training Award after proposing two employees to share the award.

Factory Manager, Nick Arnold, is responsible for ensuring smooth production of manufacturing springs and wire forms, and to manage stock where appropriate. He has eight staff reporting to him from dispatch to spring makers and including the company’s engineer. Nick also assists the General Manager and Operations Manager with design enquiries and customer solutions.

Jacobus Thompson is the senior spring maker at National where he has worked since 2017 after moving from his native South Africa. Although Jacobus has around 20 years of spring making experience, he is keen to gain formal spring making qualifications. He said in his application that “the opportunity to spend time with other Spring Makers in the industry would be invaluable to me and what I have always hoped for. Exposure to new ideas and processes could be shared with my current team to increase productivity. Ultimately, to be qualified in the field I have always enjoyed working in would be my ultimate goal.”

While National Springs manager, Mike Baird, initially had proposed that the two applicants spend some time visiting spring makers in Australia, COVID-19 has made that an unlikely option, and using the Award for some study opportunities in New Zealand may be the best, if not only, alternative.

This use of the Award is exactly why the Training Award Fund was started many years ago, and applicants for 2021 are now encouraged to apply. Award criteria are detailed on the Association website under the News tab. Or you may contact Richard Newbigin (Tel: 1300 942 500 Email: richard@wireassociation.com.au) who will guide you through the simple procedure.



## LIFE MEMBER PROFILE

### Ray Otter

Ray Otter has been a leader in the fencing industry for over 57 years. His work with Otter Fencing and as chairman of various Standards committees has seen his influence extend across the industry. He is a life member of the Australasian Wire Industry Association and a proud advocate for all members of the fencing sector.

#### Otter Fencing

Ray's father Jack Otter formed Otter Fencing in February 1959 winning annual contracts with the Housing Commission for the next 20 years including country and metropolitan housing commission estates.

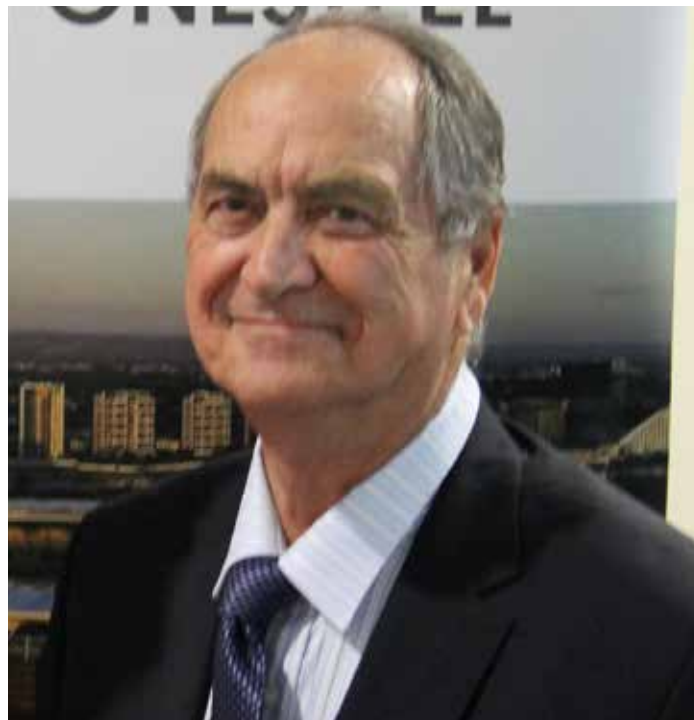
Ray joined Otter Fencing in early 1963 and soon found out it was a seven day a week business. In 1987 Jack passed away just as Otter Fencing implemented a computerised chain link costing system and gate manufacturing program which is still in operation today. The business is now working on the next phase of software in-house for the new generation of costing, manufacturing and programming of work flow.

Otter Fencing has become a leading manufacturer and supplier of chain link fabric and introduced fusion bonded coated chain link into the Australian market, with the capacity to supply chain link fabric up to 5m high.

#### Fencing Standards

In 1975, under the umbrella of the Australian Chamber of Manufacturers, Ray and a number of reputable fencing companies helped develop the first Chain Link Fencing standard (AS1725-1975).

Overtime the Chain Link Fencing standards expanded to encompass sports ground fencing applications. Ray was elected Chairman of the relevant technical committee at Standards Australia during this time. These updates have greatly benefited the fencing industry, with architects and government departments



Ray Otter, Director of Otter Fencing.

referencing this fencing standard in their tender documentation.

Ray provided some words to the AWIA on the upcoming revision of AS1725 and the value provided by the volunteers who help steer the Standards on behalf of the industry.

“We as a fencing industry are again faced with the task of revisiting the next phase of review to consider if any changes or improvements are required for AS1725. This process is very time consuming, however the overall benefit to industry and consumers is significant. AS1725 has provided the fencing industry with a very important benchmark to maintain quality standards for consumers. As the review involves committees on an unpaid, voluntary basis, we sincerely thank all those who have participated to strengthen our fencing industry over the many years.”

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## South East Asia Report



Like most of the World, South East (SE) Asia has been badly hit by the COVID-19 pandemic with most economies suffering big falls in GNP. Fortunately, the loss of life has not been as bad as other regions around the world.

Most of the population have become accustomed to wearing masks while away from their homes thus helping keep the spread of the virus under control.

Vietnam in particular has done very well to cope with the pandemic and is clearly the favourite to become the “new China” as companies around the world race to find alternative suppliers.

Malaysia shut down most of its economy to stop the virus spreading, as did Singapore for a couple of months in April and May but both are now gradually opening up and opportunities to create “travel bubbles” between various SE Asian nations are being discussed.

Indonesia has had the most infections, not surprising as it is by far the biggest country in the region but no country in ASEAN has suffered more than the Philippines, where for long periods hospitals were full and ICU beds were in short supply.

Thailand has done reasonably well, and there are talks about tourism resuming.

The region’s three poorest countries – Laos, Cambodia and Myanmar – had, allegedly, few cases but this may be due to a lack of reporting.

In general, the region has managed to survive reasonably well and factories in the more industrialised nations are now more or less back to pre-COVID-19 operations.

It is to be hoped that August and September will bring improvements to the situation and that the countries of SE Asia can welcome visitors back to further reinvigorate their economies.

## COVID-19 Update – guidance and financial support for businesses



To ensure members are aware of the information and financial entitlements available to them during the COVID-19 pandemic, below is a selected list of government-related support.

### Health support

The Department of Health has put together a useful FAQ section on COVID-19 and how to best manage your health during this time. Visit [www.healthdirect.gov.au/coronavirus](http://www.healthdirect.gov.au/coronavirus)

### Business support

The Australian Government’s Business Hotline 13 28 46 provides specialist advice to support small and medium businesses impacted by the COVID-19 pandemic. The Business Hotline is available 8.00am to 8.00pm across Australia, seven days a week.

Below is a list of the key financial support available to businesses. To read more about each category visit [www.treasury.gov.au/coronavirus/businesses](http://www.treasury.gov.au/coronavirus/businesses)

- JobKeeper payment
- Ensuring cash flow to pay bills and wages
- Supporting apprentices and trainees
- Temporary relief for financially distressed businesses
- Investing in your business
- Credit and loans

### Employer/employee support

Information on reducing the risk of COVID-19 in the workplace can be found on the Department of Health and Human Services Victoria website at [www.dhhs.vic.gov.au](http://www.dhhs.vic.gov.au).

The Fair Work Commission has published useful information on workplace entitlements during the COVID-19 pandemic.

Visit: [www.coronavirus.fairwork.gov.au](http://www.coronavirus.fairwork.gov.au).

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## What a difference a crisis or a critical incident can make!!

Governments and regulators moved extremely quickly in response to the current COVID-19 pandemic, enacting restrictions and regulations which would have been unthinkable only a few months ago.



### Australian regulation of the automated sliding gate industry has definitely not been as swift.

In the wake of the tragic deaths of two children crushed by automated gates in separate accidents in the UK in 2010, representatives from gate manufacturers, automation specialists and safety organisations came together to form "Gate Safe" an organisation to improve understanding of safety guidelines and petition for stricter safety legislation to prevent further accidents.

It took a few more years for the UK Gate industry to develop a Code of Practice. Released in 2016, the Code ostensibly was designed to establish and maintain minimum safety standards for design, manufacture, installation and operation of powered gates to decrease the chances of individuals being crushed, entrapped, drawn-in or otherwise injured by a motorised gate.

The Code of Practice was updated in 2019. This revised document draws on the latest applicable legislation, European standards, British standards and industry best practice to assist all those involved in automation and the gate industry to meet their legal obligations by providing clear guidance on the design, manufacture, installation and maintenance of automated gates and barriers.

### Switching to the local scene

The Victorian Coroner reporting into a fatal accident in 2015 which involved a chain link sliding gate wrote he was unable to identify an Australian standard specific to that style of gate. He subsequently recommended "Standards Australia address the need ... to implement an Australian Standard governing the safety, performance and reliability of sliding metal gates".

The coroner also forwarded a copy of his report to the Association and it was decided to undertake the task of developing an Australian Industry Code of Practice for the design, manufacture and installation of metal sliding gates as a precursor to the creation of a comprehensive standard by Standards Australia.

Over the last couple of years work has progressed steadily on this task. Focus groups were established in South Australia, Queensland and Victoria to crystallise the scope and outline content for the proposed Code of Practice, but with input received from all parts of Australia.

In the absence of relevant Australian regulations on automated gates, input was also drawn from UK and European online sources. This search revealed European designers and regulators placed much emphasis on safety aspects in the design and operation of powered gates. Initial risk analysis, hazard elimination as well as product tracing and planned maintenance all received attention in their regulations and Code of Practice.

In the Australian market some safety devices on automated gates such as force limitation measures, safety strips on leading edges and infrared safety beams can often be seen as additional features and not intrinsically necessary for the safe operating of the

sliding gate. In some cases they are omitted in order to make a quote more competitive, while in others the need to include such items in the overall gate package is not always appreciated by the customer.

### So where are we up to?

In our task to develop a National Code of Practice which affords a safe environment to operators and the general public and yet receives general support from the gate industry at large, we have found:

- Feedback from the focus groups and visits to prominent gate makers indicates there is general consensus on the sizing of tube used in the manufacture of the physical gate frame and bracing for most sliding gates up to 10-12 metres.
- Extremely wide cantilever and high-end security gates are in the main specifically designed by engineers who have conducted detailed design analysis as well as appropriate risk assessments
- The industry is well served in the provision of detailed information on gate hardware such as rollers, guides, tracks, brackets and end stops. According to Matt Curry, Technical Sales & Innovation Manager at Vater Hardware, "the comprehensive array of brochures and online information from a number of sources should adequately cover the information needs for manufacturers and installers, and hence there isn't a need to duplicate this information in a Code of Practice or we risk limiting innovation in design and construction by being too prescriptive."
- The last few years has seen an explosion in the uptake of powered gates. We have been told most sliding gates designed today are configured with provision for them to be automated even if they are initially installed as manual sliding gates.
- Gate automation is a specialist industry in Australia and in many cases separate to gate manufacturing. It is felt that whilst the safety aspects relating to automated gates should be covered in our Code of Practice, detailed motor requirements and electrical installation issues would be better served in other documents.
- In progressing the sections on safety for Australian Code of Practice we are facing somewhat of a dilemma whether we should recommend the state of the art devices and practices which have been adopted in European countries, which in many instances are well above those in common use in Australia, or mandate the minimum requirements already accepted locally.



Since February 2020, COVID-19 has curtailed face to face discussions on the development of our own Code of Practice for Sliding gates, however, it is envisaged discussions will resume with gate makers and automation specialists in the next few months and hopefully around the country later in the year. Your comments on any aspects of the proposed Code of Practice are most welcome.

(Contact Brian Mullarvey Tel: 0418 335 999 Email: brian@wireassociation.com.au)

## Daveles Ltd “Smartpost series”

Forget traditional fence posts. This new Kiwi company has come up with a concept it believes will save the consumer precious time and money. The galvanised steel fence post eliminates the need to thread wires through holes, reducing the risk of stripping the protective coating from the wire. Also, there is no need for unnecessary clips that require extra tools to install.

The concept couldn't be simpler – a higher tensile steel, long lasting galvanised post with notches at various positions on the front face to hold longitudinal wires or netting, then a galvanised vertical retaining wire is installed from the top, to ground level to lock in the fencing wires or netting. This system is simple, corrosion resistant, very strong and radically speeds up the fencing installation process.

One of the founding members of Daveles Ltd (Dave Quartly), had this idea from growing up on the farm and Les Mitchell, from member company SmartWeld NZ Ltd, helped develop the post design. Between them, they built the machinery required to manufacture the product for market. Daveles Ltd distributes all its products through its website and through other marketing platforms, directly from their manufacturing plant based in Christchurch, New Zealand.

The Daveles system is also environmentally friendly compared to traditional wooden post systems, where dangerous tanalising chemicals have been known to leach into the soil and also to corrode fencing wire on contact with the post.

The Daveles post is ideal for both new fencing and repairing existing fences. With existing fence repairs, the customer can order (custom slot position) fence posts to suit the fence being fixed. The Daveles post can be installed into the ground alongside the netting or longitudinal wire configuration and the vertical retaining wire is then put in place. Job done!

Both applications require no cutting or threading of wires or clips required for netting. This is especially important in natural disasters where stock needs to be secured quickly.

This simple design has no moving parts that could fail over time, or dissimilar metal components that can cause premature corrosion in wet conditions. They can be installed into the ground by means of a hand rammer or motorised driver when using a cap supplied to go over the top of the post.

Available in lengths from 900mm through to 2700mm. Insulator options available.

For more information email [office@daveles.co.nz](mailto:office@daveles.co.nz) or visit <https://daveles.co.nz/>



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## Aerial images helping members from above

With Nearmap high-res, detail-rich aerial imagery, it is easy to access your work sites remotely. At your fingertips is all the detail you need to inspect and assess your next work site, all without leaving your (home) office:

- Accurately measure and quote projects
- Check site access and on-site hazards
- Get a view of an entire suburb to plan local marketing
- Analyse sun movement and shadowing on sites
- Mark-up site plans on high-res aerial maps

Instantly accessible aerial imagery does the surveying for you, so you can conduct construction planning that cuts costs and exceeds expectations. Get a reliable view of your environment with high quality maps — both recently captured and historical imagery — to illustrate progress on your site. Aerial construction allows you to make smart decisions at each stage of the development lifecycle.

### Make informed decisions

Explore the context of your location with overlays of the latest demographic data, and inspect property boundaries with a clear cadastral layer.

Measure the distance to nearby schools, parks, transit hubs, hospitals, police stations, and shopping centres.

### Detect change and monitor progress

View over 10 years of historical imagery to inspect property changes over time and track urban growth.

Compare before and after images for critical events, and monitor the rate of progress and milestones across a development project.

If you are interested in accessing Nearmaps, please contact Richard Newbigin (Tel: 1300 942 500 Email: richard@wireassociation)

## Are you at risk of being hacked?

Today we are inundated with threats to our personal security. We need to stay vigilant with our computer systems, email and our logins/passwords to online services. Keeping your passwords secure is important.

The difficulty in managing passwords is remembering them. However, having an easy to remember password and using it for everything is an enormously risky approach to take.

To test how quickly your password could be hacked, use this website and paste your password in here: <https://howsecureismypassword.net/>. This password tester will show how long it could take for just one computer to hack your password. But in the real world, it is often not just a single computer that will be used to hack your machine. An attacker will often coordinate many computers working together. This means that your password, which might take 1000 years to crack with one computer, could easily be done within 5 minutes for a coordinated attack from many computers.

It is recommended that different passwords are used for different services, that they have a minimum of 12 characters (but even 15 plus is recommended), have a mix of uppercase, lowercase, symbols and numbers, and do not use repeat sequences.

Managing long secure passwords is daunting, however, services such as Dashlane <https://www.dashlane.com/> can make it secure and easy. Remembering passwords will no longer be required with Dashlane protecting them in a format that prevents hackers from gaining access.

Article courtesy of Mark Parsons at Digital Catalyst Group Pty Ltd.



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## TECHNICAL NEWS

### Spring corrosion protection options

This article was provided by MARSH Springs and aims to cover some of the basic options for coating springs, relating to coiled wire springs. Look out for part two of this article in the next edition of the newsletter.

#### No coating required

A spring not exposed to a corrosive environment is unlikely to suffer corrosion that will affect its performance or life. If the spring installation is not visible and protected from weather or other adverse conditions, it will maintain its cyclic performance and will not require any coating at all. Consider the balance springs in a roller door. The spring is inside the drum (and as such protected) and will likely outlast the remainder of the door componentry without any coating.

#### Painting

Like any metal product, a spring can be painted. Depending on its application however, the paint may flake or peel over time. This is particularly evident in applications where the spring is required to perform through a large range of deflection. Often painting may be done to give an initial level of protection or aesthetics but in operation some paint missing will not matter. We would typically only paint larger wire springs, often used in agricultural applications where retention of the coating long term is not a critical consideration.

#### Polymer coating

A more recent innovation is the application of a polymer paint to springs. The polymer has good flex properties so stays on the springs where paint may be more problematic. The polymers that Marsh use must be applied while the springs retain heat from the stress relieving heat treatment process. The polymers can be sourced in a variety of basic colours, usually with a gloss finish. Many companies request springs coated via this method due to its cost effectiveness. It is a particularly good method for identifying similar products. MARSH use our proprietary equipment to achieve a high gloss finish on the outside of springs used in sectional overhead garage doors. This coating provides aesthetic appeal as these springs are visible in the installation. Take a look at the inside of your sectional overhead garage door, it is very likely you will see two springs manufactured at MARSH in gloss black installed.

*MARSH Springs can help with assessing the correct material, coating and finish for your product. They can work with different designs to help achieve your needs and offer lower cost solutions to meet your project's demands. They carry a complete range of spring wires in bright finishes, pre-galvanised and a variety of grades of stainless steel.*

### Digital multi meter as an icebreaker for IoT projects

With the new SCD Sensor, Bosch Rexroth now meets the omnipresent requirement of machine manufacturers and users for considerably easier and cheaper data collection. This is possible both in already networked environments and in combination with non-connective products.

Sense Connect Detect – the new SCD Sensor from Bosch Rexroth

The innovative digital all-rounder for the Internet of Things (IoT) users is just 35 x 35 x 11.5 mm. It can be quickly attached with adhesive or cable ties to the object to be monitored, such as a motor, a pump or a valve, for example. After the first wake-up from sleep mode the multi-sensor immediately begins with the predefined data collection per app. Thanks to the integrated on-board analysis, the data of all integrated sensors is immediately visualised on the smartphone with the first use already. The entry and basis for the Internet of Things consequently becomes more practical and easier than ever.

No configuration, no commissioning

Thanks to multi-sensors the SCD already meets the requirements of typical IoT project collection scenarios. Acceleration can then be used to spot vibrations or shocks, while current flow or switch positions (on/off) can be detected via the magnetic field. The temperature informs about possible overheating, and the integrated light sensor enables lighting or warning light monitoring.

Send data wireless over many years

The Rexroth sensor uses the energy-efficient Bluetooth LE (Low Energy) Standard for completely wireless data transmission. This is especially important for longer-term use in permanent IoT installations. The SCD can be used in upcoming releases with Rexroth's IoT Gateway software, allowing it to become the first element of a complete end-to-end solution, which ranges right through to local or cloud-based data analysis for typical IIoT applications, such as condition monitoring or predictive maintenance.

Digital multimeter for IoT projects

Bosch Rexroth accelerates the implementation of IoT projects with the smart sensor and an app. Firstly with the faster definition of collection scenarios, secondly with the wireless connection and fast configuration of the data collection. Investment hurdles are also reduced, as the SCD's price is similar to sensors in the lower price range, but it also provides the added value for fast setup and visualisation. The digital multimeter could therefore quickly become an icebreaker for IoT Projects.




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## MEMBER UPDATES

### Wiretainers Pty Ltd – 50th Anniversary



Wiretainers Pty Ltd commenced manufacturing in the Melbourne suburb of Kew in 1970 by Peter Johnstone. The leafy eastern suburbs of Melbourne gave way to the grittier environs of East Brunswick as the company continued to grow, before settling finally in Preston. The business of Automatic Wire, located in Revesby, NSW, was purchased in 2009, and Revesby now serves as the company’s centre of operations.

Wiretainers/Automatic Wire manufactures all things steel, wire or mesh and have been involved with projects such as relocating the bats from the Royal Botanic Gardens in Melbourne and bringing the Polar Bears to Seaworld.

Specialising in the manufacture of small items such as hooks, baskets, fan guards, filter cages and animal traps and bespoke meshes to larger manufacturing of stillages, forklift safety cages, mobile platforms baggage barrows and industrial trailers. If it is made of steel, wire or mesh, Wiretainers/Automatic Wire can make it. In 2013 Wiretainers also added the materials handling business, B J Turner to its fold.

It is a family company, now run by Peter’s son Charles, a strong supporter of the AWIA and, of course, its current President.

Wiretainers is a proudly Australian owned business. There is a genuine family feel about the business, with many long-term employees, and customers who have been with the business for over 40 years. It is proud to be celebrating 50 years of operation.

### New manufacturing and storage facility for Olympic Fencing

Olympic Fencing (NSW) Pty Ltd is excited to announce that the organisation has commenced construction of a brand-new state of the art manufacturing and storage facility in Rutherford, NSW. The new facility will double its current capacity and provide current and potential customers a one-stop manufacturing facility for all their fencing requirements.

The new manufacturing facilities will consist of two large factories comprising the following:

- 4000m2 Factory 1 used to manufacture fencing products, powder coating of required products, sand blasting and storage of completed goods.
- 4600m2 Factory 2 used to produce chain link fencing and additional storage facilities.
- Both Factories will be fitted with overhead cranes and ease of access for delivery and dispatch of goods.
- 400m2 Administrative Office to help current customers and suppliers with any enquiries and customer service.

The facilities will have a new Powder Coating System which will result in a 50% increase in production from current capacity, along with a Sand Blasting Facility increasing the life span on current powder coated and hot galvanized products.

Robotic welding and automated pack saw facilities will also be engaged to increase production and the ability to provide quality products with increased turnaround times.

In summary, the site is located on 20,000m2 parcel of land completely covered in concrete hard stand with anticipated completion and move in time of the third quarter of 2020. The factories have been strategically positioned on the site to maximise the potential for solar generation which will be installed on site and rain recycling tanks for use in the powder coating facility, thus assisting with environmental sustainability.

Olympic Fencing (NSW) Pty Ltd is very excited about this expansion and state of the art factory for all current and future customers.



From Top to Bottom - New manufacturing and storage facilities for Olympic Fencing.

## MEMBER UPDATES

### ITF Hire

ITF Hire is an innovative, dynamic and proactive company focused on meeting the needs of their clients and vendors by providing safe and reliable construction solutions. Their client-focused approach to the industries they service makes ITF Hire a sound choice for any size project. The team has worked on private commercial projects as well as government funded construction projects. The team proactively assists their clients and partner alliance to reach business objectives through transparency and efficient operating processes.

Commencing business with one trailer, a ute and a few fencing panels, ITF Hire has grown into a three-division-strong market challenger with dynamic business systems and a sharp focus on client satisfaction and retention throughout the East Coast of Australia. Each division of ITF Hire has grown organically since the date of incorporation, commencing with temporary fencing and hoardings. After a few years in business seeing a space in the market, ITF Hire moved into the liquid waste and portable toilet sector.

During the first half of this year, ITF Hire reviewed its place within the market and the opportunities to better service their clients and provide additional services. During this period, a new division of product sales commenced, to not only assist clients with their hire needs, but also with any product purchases they may require.

ITF Hire is committed to operational excellence and have sound business practices in place, supported by operational systems and key people to ensure client needs are met. This is supported by their ISO Certification. At ITF Hire, technical expertise and transparent communication is a major reason why clients choose ITF Hire as a preferred supplier.

ITF Hire is now excited to embark on their next venture of acquisitions where they are looking for opportunities that can further enhance the ITF Hire brand and the products and services available to their clients.

To learn more about ITF Hire visit <https://itfhire.com>.

### Mental health and wellbeing in the workplace

It is almost inevitable that at some point in our lives we have experienced ourselves, or witnessed in others, mental illness. We would have noticed the impacts it has on the person: on their health, maybe their relationships, and their ability to perform everyday tasks. Maybe you've experienced it in a workplace context. Mental illnesses and poor mental health, if not managed correctly, can lead to high rates of absenteeism, poor performance, poor or disinterested behaviour, and conflict between staff.

All of this makes it imperative for employers to recognise, and provide support to, employees with mental health problems. Every workplace is different, but here are a few examples of what an employer can consider:

#### Fostering employee mental health

- Celebrate employee achievements (personal and professional).
- Offer initiatives to increase employee physical health, such as discounted gym memberships or fruit/vegetable platters.
- Offer flexible work practices where feasible (such as the ability to work from home).

#### Monitoring employee mental health

- Anonymous workplace culture and happiness surveys.
- Implementing mentoring or buddy systems.
- Hosting events such as R U OK? Day to raise awareness of mental illness.
- Supporting employees through mental illness.
- Offering an employee assistance program (EAP).
- Training employees to become accredited Mental Health First Aiders. *(continued next page)*



ITF Hire - Safe and reliable construction solutions.

**Mental health and wellbeing in the workplace (continued)**

- Fostering open discussions and removing taboos so employees are more likely to seek support.

Employee mental health and wellbeing is a powerful factor in the success and productivity of a business, as well as being a commendable goal and a social responsibility in its own right. Mental illness is an unfortunate reality that many employees face, but a supportive employer can make all the difference to an individual who may be suffering alone.

*Article prepared by Ceri Hohner, Associate at FCB Workplace Law & Accredited Mental Health First Aid Officer.*

**AWIA welcomes new editor for The Link**

With the retirement Brian Mullarvey, long-time AWIA member, secretary and editor of the Link Newsletter, the AWIA has engaged communications consultant Alex Doran to edit the newsletter into the future.

Alex has been with us for over 12 months assisting Brian and Richard Newbigin with articles and content for the publication, and has a good understanding of our industry and members. Some of you may have even met Alex at our meetings in 2019.

Alex has a strong background in communications, holding numerous management positions at peak bodies and industry associations.

Alex is keen to hear from our members and can be contacted via email at: [editor@wireassociation.com.au](mailto:editor@wireassociation.com.au).

**UPCOMING FUNCTIONS**

**September 2020 AWIA Annual General Meeting**

*Probable online event – 29 September 2020*

With the May 2020 conference in Adelaide indefinitely deferred by COVID-19, and if face to face is still not possible because of travel restrictions, a brief webinar will be held before or after the AGM to get an update from Mei Leong, Head of Market Analytics, GFG Alliance / InfraBuild, about forecasts for both the local and international economies and their effect on the wire market in our region. Continuing trade issues between China and Australia is a further issue that it is hoped can be touched on.

**December 2020 Fencing Meeting & Christmas Dinner**

*Melbourne – 4 December 2020*

While any live event is going to be difficult to lock in until our respected leaders, both political and medical, decide that the level of risk for small public gatherings is unlikely to have substantial ramifications for the public at large, the Association is still planning to hold its annual fencing update meeting followed by a Christmas dinner party in early December. These two events were held separately last year, and both reached venue capacity, so it is hoped that the combined event this year will gather even greater support. Please put the date in your calendars; details will follow closer to the event. **A special prize draw is planned for the evening also.** More about this in the next edition of The Link.

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- Doogood Powder Coating
- Frauenfelder
- Idee Parfait
- IIL Australia
- InfraBuild Wire
- InfraBuild Construction Solutions
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- Marsh Springs & Metal Products
- Mesh Industries Group
- Mesh Products
- Mesh Works
- National Springs & Wire Products NZ
- NZ Spring Works Ltd
- Protective Wire Mesh Industries
- ProTube Asia
- R.E. Walters
- 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**

**September 22 - 24 Queensland Mining Exhibition**

Mackay Showgrounds, Mackay, QLD  
[www.queenslandminingexpo.com.au](http://www.queenslandminingexpo.com.au)

**September 22-26 wire China**

Shanghai New International Expo Centre  
 Shanghai, China  
[www.wirechina.net](http://www.wirechina.net)

**September 29 AWIA Annual General Meeting & Update on Local and International Economy**

Microsoft Teams meeting if face to face not permitted

**October 7 – 9 CASMI Spring World**

Rosemont, Illinois, USA  
[www.casmi-springworld.org](http://www.casmi-springworld.org)

**October 19 -20 Victorian Transport Infrastructure Conference**

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

**December 4 2020 AWIA Fencing Meeting & Christmas Dinner**

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

**December 7-11 wire 2020**

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

**December 12-14 wire India Fence Expo**

Chennai, India  
[www.fenceexpo.com](http://www.fenceexpo.com)

**December 15 – 17 Asia Fence Expo 2020**

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

**2021**

**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 will no longer be held)**

Melbourne Convention & Exhibition Centre, Melbourne, VIC  
<https://amtil.com.au/austech/>

**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)

**DISCLAIMER**

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**Letters to the Editor**

If you have suggestions for future articles or want to voice your opinion on important issues facing the sector, please feel free to drop the AWIA a line. Email [editor@wireassociation.com.au](mailto:editor@wireassociation.com.au)

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