



Australasian Wire Industry Association

The Wire Link
Newsletter
Issue No. 35
May 2016

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

THE WIRE LINK

PROPOSAL SUBMITTED FOR REVIEW

The **Australasian Wire Industry Association Australasia (AWIA)** on behalf of the **Temporary Fencing Association Australasia (TFAA)** has completed its proposal for a review of the Australian Standard AS4687 - 2007 "Temporary Fencing and Hoardings" and submitted it to **Standards Australia** in March 2016.

The proposal is currently being considered by **Standards Australia** and it is hoped that a standards review committee will be convened to scope the review in the next few months.

The need for this review has been recognized and supported by a number of other organizations and industry stakeholders besides the **Temporary Fencing Association**. A number of regulators have recently expressed concern that some installation practices are not necessarily up to the standards they would like to see.



In a Safety Alert posted by **Victorian WorkSafe** in September 2015, they highlighted "structural failures of poorly designed, constructed or maintained temporary site structures have the potential to cause death or serious injury to workers and the public"

It is with this risk in mind that the Association has pressed ahead in requesting that the current Standard be reviewed and additional information be included to assist manufacturers, hirers and installers to minimize any risks of injury associated with temporary fences or hoardings.



The review proposal seeks to have included in the scope a new section covering temporary pool fencing as well as significantly expanding the information on temporary hoardings. It has been suggested that this includes specific stability testing for hoardings as well as penetration tests.

Members are urged to bring to our notice any specific areas of concern they have with installation issues so that these can be included in the review scoping process.

Brian Mullarvey brian@wireassociation.com.au

NOTE FROM AWIA PRESIDENT 2015 / 16



The second half of 2016 could begin a breakout for Australian businesses. Many businesses are financially stronger and are regaining their footings. After recent depressing times in business, there is a feeling of hope that the second half of 2016 could bring more growth to many infrastructure sectors which should flow into the manufacturing industry. Looking around at our skylines, we can still see many cranes and impressive examples of building growth. This is a great sign and one that should inspire confidence for the future.

Business owners must be pro-active and embrace new technologies and creativity. The world marketplace is becoming increasingly available and the change is happening very quickly. Optimistic, but cautious, business owners are still perhaps waiting to be sure that the hoped for economic recovery is sustainable and on-going. Risk does not come easily to them and they will want to research thoroughly before investing and committing to new growth initiatives or drastic changes.

Exceptional and personal customer service is essential and has helped many businesses get through the tough times, forging a trust relationship between manufacturer and customer. Staff training will always improve employee confidence which in turn will influence better customer service. Good, approachable, reliable, enthusiastic, smiling staff, will equally profit and help businesses to grow and stay strong. Ridding your workplace of negative and passive aggressive attitudes will improve yours, and in turn your customers', outlooks. Eventually the energy of the workplace will increase as well. Bosses of course, must always remember to have a personal empathy for their staff and their needs.

John Guest

AWIA Sponsors



Fencing Members

- 0508 TempFence
- 1300TempFence
- AAC Temp Fence
- Advanced National Services
- Advanced Steel Products Ltd
- Aim Fencing
- All Temporary Fencing
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- SiteTech Solutions
- Superior Fences and Gates
- Supreme Fence & Gate (Aust)
- Supreme Line Fencing
- Supreme Wire Fence and Gates
- Taylor Fencing
- Temporary Fence Hire
- The Fence Man
- The Temp Fence Shop
- Titan Hoarding Systems
- Totem Fencing
- Ultracourts Pty Ltd
- Vater Distributors
- Victorian Temporary Fencing
- Visible Temporary Fencing



**VICTORIAN
CHAPTER
REPORT**

Chapter chairman **Ray Otter** tabled design drawings for commercial and club tennis court fencing at the Victorian Fencing meeting. These drawings were commissioned to assist clubs preparing specifications for upgrading tennis court fencing, should shade cloth wind-break mats be attached.

Whilst the twin pilot post design was roundly accepted as a practical solution in solving stability issues resulting from attaching shade cloth to existing club court fencing, the twin post design for new court fencing was not favoured. Members felt this design would not gain general acceptance within the industry.

The general consensus was that a design using single DN 80 mm intermediate posts would be more acceptable. More work will need to be done to determine what the post spacing should be.

brian@wireassociation.com.au
Brian Mullarvey



**WESTERN AUSTRALIA
CHAPTER
REPORT**

At the end of January, **Richard Newbigin** visited Perth to catch up with some members, and to meet with the Perth Convention Bureau to discuss the potential for future conferencing in Perth or its surrounds.

Richard met with **Mike MacDonald** from **CAI Fences**, **Rod Brown** from **Bayswater Plastic Coaters** and **Daniel Bannear** from **Boynes Springs**. **Daniel** is now running **Boynes Springs** following the death of his father, **Keith**, last June.

Keith was well known for his conviviality in general and golf in particular, and he will be missed by many past and current members. We wish **Daniel** well in filling **Keith's** shoes.

richard@wireassociation.com.au
Richard Newbigin



**SOUTH AUSTRALIA
CHAPTER
REPORT**

Fencing Secretary, **Brian Mullarvey** visited Adelaide in April seeing fencing members and briefing stakeholders associated with the temporary fencing industry. The proposal submitted to **Standards Australia** for a review of the standard covering Temporary Fencing and Hoardings was discussed.

Discussion was held on the merits of "V panel" bracing, more popular in South Australia than in Eastern states.

brian@wireassociation.com.au



**QUEENSLAND
CHAPTER
REPORT**

A series of visits to fencing colleagues on the Gold Coast, Brisbane and the Sunshine coast have been planned for late June 2016. Feedback on local installation practices for chain-link security fencing will be sought.

The Association is compiling specifications for security fencing to be posted on the website later in the year and wants to ensure that local practices are acknowledged when preparing the specifications.

brian@wireassociation.com.au
Brian Mullarvey



**NEW SOUTH WALES
CHAPTER
REPORT**

Following discussions held in Sydney with stakeholders associated with the swimming pool construction industry, it has been decided to stay the publication of the "Temporary Pool fencing information" leaflet.

As it is proposed to ask **Standards Australia** to include a new section in the Australian Standard AS4678 review covering the specification and requirements of temporary pool fencing, it was felt that it would be premature to release the leaflet before it had been considered by the review working group.

tbuwalda@profence.com.au
Trevor Buwalda

Fencing Snippets



John Morris has joined **Profence** in a consulting role as Business Development Manager.



John's experience over a lifetime in the steel industry includes senior management roles with **Smorgon Steel**, **Australian Tube Mills**, **ARC Reinforcing** and most recently **Nepean Engineering**.

According to **Protective**, his major focus will be to develop strategic plans for the various entities of the **Protective Group** of companies to ensure continuing growth and consistent improvement in the many market segments that the group supplies to. **John** is involved in the introduction of new products and services to specialised applications in areas such as mining and construction.

John can be contacted at Jmorris@profence.com.au

VALE RAY KELSEY



We are sad to report the death of **Ray Kelsey** from **AIM Hire** on April 4 from a heart attack. Ray was a well respected member of the **AWIA**, and of the hire industry in general following 50 years involvement after starting with **Wreckair** in the 1960's.

Ray is survived by wife, **Carmel**, four daughters and nine grandchildren. His daughter, **Elise**, is running **AIM Hire** and plans to ensure that the Company will continue to grow and expand **Ray's** legacy.



SALES TEAM CHANGES AT VATER HARDWARE

To provide better service to their NSW customers, **Vater** have recently made two sales appointments.

Rob King based in Bathurst will service regional NSW and **Mark Flood** based in Sydney will attend to customers' needs in the metro area, Hunter Valley and Southern Highlands.

Mark has been a fencing contractor by trade and brings with him 27 years' experience in all aspects of fencing. Any chance **Mark** gets he loves to get back on the tools.

Rob comes to **Vater** from **Sullivans Mining**, **Blackwoods** and **SKF**. He has a strong background in industrial engineering and hardware sales.

When **Rob** isn't out servicing **Vater Hardware** customers you might find him making cheese as he is a qualified Cheese Maker.



Photo: Managing Director, **Lance Vater** (centre) with sales team members **Rob King** (left) and **Mark Flood** (right).

Tubular Post Design Drawings for Club Tennis Court Fencing

A meeting held in May 2016 attended by representatives of the **Sports Contractors Association**, **Tennis Australia**, **Tennis Victoria** and our **Association** members, discussed issues arising when shade cloth windbreak mats are attached to club tennis court fencing. A report will be published in the next "**Wire Link**" newsletter.



REPORT FROM AWIA DIRECTOR

A busy few months culminated in the Conference held on 12th May in Sydney. Thirty delegates attended, and their diversity, both geographically and by member type, was encouraging.



Members from all States and Territories, except Tasmania and ACT, attended, and, especially pleasing was that two delegates from **Superior Industries** in New Zealand made the effort to join us. A couple of new members, **Charlie** from **Totem Fencing** in Darwin, and **Steve** from **ProTube** in Sydney made their debuts and we welcome them into the **AWIA** community.

The 2015 AGM was held during the afternoon of the Conference, and **Matt Sivewright** joins the Committee as WA representative. Nominations for executive positions have been deferred until the 2016 AGM. The members present resolved that the Secretariat continue discussions with the **Australian Steel Institute (ASI)** to explore ways for both organisations to benefit from working more closely together especially through joint conferencing and business/social functions.

With this collaboration in mind, we shall look to partner in with the ASI Steel Convention to be held in Melbourne between 11th and 13th September 2016.

Some new member benefits are in the pipeline which we hope will prove valuable, and will update you as developments occur.

In the meantime I wish you well for the last month or so of this financial year, and hope your books are all in the blue.

richard@wireassociation.com.au

Richard Newbigin



Something New



Vater Hardware is pleased to announce the release of the **MagnaLatch® ALERT**, a safety product combining a magnetic gate latch with dual (visual and audible) electronic alarms.

This Australian-made product provides quick and easy installation, with no need for wiring, electricians or special tools.

A 'Round Post Adaptor Kit' allows the **ALERT** device to be installed on round tubular posts.

More information : sales@vaterhardware.com



Changes at Otter

Otter Fencing was first incorporated in 1959 and has been owned and operated for more than 57 years by 3 generations of **Otters; Jack, Ray and Glenn**. The business now welcomes a new equity partner for the first time; **Graham Braithwaite** from **Olympic Fencing (NSW)** and **Speedline Fencing**.

A new business has been created known as; **Fencetech Australia Pty Ltd**, although the business will still be known and trade as **Otter Fencing**. The new **Otter Fencing** has a new look company logo and corporate colour scheme to mark the change.

The business will continue to position itself as a market leading manufacturer, supplier and installer of Chain-link Fabric, Tubular Steel and Welded Mesh Fencing and Gates, with the same good old fashion service and quality that it has become known and respected for.

Contact: **Glenn Otter** glenno@otter.com.au

CHINA REPORT



It has been reported that all hot dip galvanisers in the Hebei area of China have been closed until 6 June at the earliest.

They will not be allowed to restart production until the government approves their air pollution controls. Some may not be allowed to re-open at all.

Deliveries out of this area could be delayed by at least a month.

From our **China Correspondent**



Coroners Court of Victoria

CORONER FINDS NO AUSTRALIAN STANDARD FOR SLIDING GATES

Following an investigation by the **Victorian Coroners** in November 2015 into the death of a worker on a construction site, the **Deputy State Coroner** has made the following recommendation "that **Standards Australia** address the need and if considered appropriate, implement an **Australian Standard** governing the safety, performance and reliability of sliding metal fence gates."

The **AFIA** has decided as a precursor to the development of the **Australian Standard** that it would work with members and industry colleagues including safety regulators to develop an "Industry based standard" which could form the basis for a future Australian draft.



Picture left illustrates type of typical industrial cantilever sliding gate to be covered by AFIA Industry Standard.

A search of overseas standards related to sliding gates has already commenced to ascertain what information is already available.

Members and other industry colleagues who have an interest in being part of a working group to develop this industry standard are asked to register their interest with Secretary Brian Mullarvey.



TEMPORARY PERIMETER PROTECTION SCREENS

Standards Australia has recently announced a new standard will be drafted in the AS/NZS 4994.4 series providing information on the design and safe use of perimeter protection screens.

These screens are used on high rise multi-storey construction sites to provide protection to passers-by from debris and falling materials. Other applications include protection on construction sites such as bridges and concrete slabs above train lines and roads.

Trevor Buwalda has been nominated by the **AWIA** as the Association's representative on this Standards committee.

Members with interests in mesh manufacture or screen fabrication are invited to contact **Trevor** for further information. - tbuwalda@profence.com.au

Electronic Copy of Newsletter



Should you like any of your staff to receive a copy of this or future "Wire Link" newsletters by email, simply email their details to:

brian@wireassociation.com.au

Downee

Gate Automation – why motor selection is so important!

Choosing the right gate motor for gate automation is not difficult, providing the installer selects the correct gate motor to suit the application for which it is intended.



Gate motor manufacturers publish specifications based upon maximum gate weight, but this never takes the actual site conditions into account. These specifications assume flat ground and with virtually no

resistance to move the gate along its track.

Unlike Europe, Australian property owners often expect sliding gates to operate on sloping ground, an application that motors were never originally designed for!

Putting their range of motors to the test at its motor test facility in Laverton, Downee have developed a process to determine “Effective Gate Weight” (EGW) which factors in slope, motor force required, and any other resistance attributed by support guides, type of wheels, and wind loading.

Duty cycle is another important factor which is often overlooked. It is critical to select a gate motor with a duty cycle which exceeds the likely number of cycles the gate is expected to operate. This is compounded by intensive use often experienced in applications such as apartment blocks. That is when the gate may have to operate extensively over a short period of time as residents leave for work, and again at the end of the day. It’s vital that these spikes in duty cycle are taken into account, and not simply averaged as a number of cycles throughout a 24 hour period.

Contact Downee’s Tech Support on **1 800 241 733** for more information. Alternatively request a copy of their latest technical catalogue or visit www.downee.com.au

Welcome New Member



We welcome Fence IQ as a new member of the Association.

Fence IQ is a Queensland based local manufacturer of a range of high quality fencing clips for Welded mesh and chain-link fencing applications including their unique “Verismart” clip.

More information: luke@fenceiq.com.au or (07) 3067 3076



Report on WIRE & TUBE 2016 Düsseldorf, Germany

More than 2,600 companies informed themselves about the latest machinery, equipment and products from the wire, cable and tube processing industries.

A total net exhibition area of 110,900 square metres was occupied across 16 exhibition halls – a new record posted in Düsseldorf’s long success story of **WIRE and TUBE**. There were around 69,500 trade visitors from more than 130 countries, who attended the fairs.

The overall feeling from the exhibitors was very positive, with most commenting that whilst the total attendance was down from previous years, the number of genuine enquiries and prospects were very promising, especially considering the economic uncertainty being experienced in many parts of Europe at present. “Lots of traffic again at our stand at wire, which once again underscored the event’s aspiration as the world’s leading trade fair”, says a thrilled **Dr Christoph Müller-Mederer**, Sales and Marketing Director of **WAFIOS AG Reutlingen**, after five days at the trade fair.

“A very international, highly competent audience from Europe and North America. Particularly pleasing was the high number of active projects”, the experts add. “We had a great response to the introduction of **Smartfactory 4.0** products, services and ideas which are **WAFIOS’** answer to the Industry 4.0 challenge”, says a satisfied **Dr Müller-Mederer**.

Several Groups of visitors from Australia visited **WIRE** which shows that there is a continued interest also in Australia to adopt new ideas and concepts. Certainly the introduction of **Smartfactory 4.0** is also a challenge for our manufacturers here.

We are already looking forward to **WIRE & TUBE 2018** and hope to meet again many Australian Manufacturers.

Martin Kesselring Phone: **+61 3 9850 6666**
martin@blissandreels.com.au

Welcome New Member



Titan’s patented hoarding system provides multi adaptable solutions, however, it has the same structural certified outcomes regardless of where it is installed.

Titan Manager, **Christie McCormack** says she is eagerly looking forward to participating in the likely review of the Temporary Fencing and Hoarding Australia Standard later this year.

More information: www.t-h-s.com.au
or **0400 727 658**



onesteel

Bright Low Carbon Wire for Manufacturing Markets

Our manufacturing industries are regularly facing tough international competition where finished goods can be landed for less than the cost of manufacturing them locally. It is however pleasing that our membership includes many that take a different approach through engineered processes and automation to deliver an equally competitive edge.

General bright manufacturer's wire such as Hard Drawn Low Carbon were once low tech products, however today's environment requires manufacturers to be far more diligent in specifying their applications and aligning their needs such as formability, weldability, plating quality and strength with specific materials on offer to the market.

Simple aspects such as vitreous enamelling requires specific controlled chemistry as does hot dipped galvanizing to achieve a smooth consistent surface coating, so the importance of engaging suppliers is critical in achieving the best possible results.

Similarly, the practices of handling and storing both the feed rod prior to wire drawing and in finished wire impact significantly on the end results in powder coating along with chrome and zinc plating. Storing wire away from breezy doorways will assist greatly in reducing surface deterioration, airborne dust contamination and the breakdown of the lubricant coating. This helps mitigate the risks in fully processing a product only to find out that the surface isn't good enough to electroplate or paint.

Hard Drawn Low Carbon Wires are today offered by an array of manufacturers and each may use different variants of low carbon steel and wire making processes.

The key to achieving the right material for the machine or application is very much reliant on understanding the influences of chemistry over strength, handling practices over wire surface condition and the wire drawing processes relationship to forming consistency.



Rohan Russell rohan.russell@onesteel.com

WANT TO SELL — SURPLUS TO NEEDS

2.31 mm diameter aluminium wire - alloy 1350 T1
 Quantity - little over 4 tonnes – in 50kg drums, continuous coils
 Approx. 4,545 metres per drum - packed 4 drums per pallet
 Reasonable offers considered. If interested, **Richard Newbiggin 1300 942 500** can put you in contact with seller.



ARE YOUR FITTINGS FIT FOR PURPOSE?

In recent times there have been containers full of cheap Chinese imitation fittings dumped on the Australian Market.

The initial saving on purchase can be substantial; however there is no traceability if there is a problem.

The market place has also witnessed deterioration in the robustness of some fittings coming into Australia from overseas.

Vater Hardware still produces over 90% of their Elgate product range, in Adelaide, South Australia.

To ensure their fittings are fit for purpose, Vater Hardware has an extensive program of strength testing in their South Australian Testing Facility.



Vater Hardware's Australian factory and products are covered by the Australian **Standard Quality Assurance ISO9001** and their products and factory are audited every 12 months for Compliance.

Vater tests their products for:

- ◆ Fit for Purpose
- ◆ Strength of Weld
- ◆ Elimination of Movement of Fitting
- ◆ Quality of Plating and Galvanising

Vater Hardware sources all their raw materials from local suppliers. Their Elgate product range, with products such as the Adjustable Corner, Tees & Crosses, and their full Range of Hinges and Rural Fittings are all designed, manufactured, tested and galvanised in their company owned facilities in Adelaide.

Their Multi Purpose Fence Fitting System won **Lance Vater** the **Australasian Engineering Design of the Year Award**.

Fittings are an integral part of providing stability of both temporary, sporting and security fencing especially when shade cloth or banners are attached.

Vater are particularly conscious of the risk to the public and spectators at events should a fence failure occur. And if all else fails remember to:

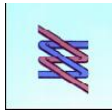
SHUT THE GATE MATE - a trademark of Vater Corporation.

Contact: info@vaterhardware.com or (08) 8268 3511

CONVENTION SEPTEMBER 2016



The **Australian Steel Institute** will hold its 2016 annual convention in Melbourne between **Sunday 11th September and Tuesday 13th September**. The **AWIA** are currently in discussions regarding our participation at this event. Mark your diary with these dates.



NATIONAL MINI CONFERENCE

The **Novotel Rockford Darling Harbour** hosted our one day conference. A pre-conference dinner was enjoyed by delegates arriving early. The 10am start the following day allowed those early birds who'd enjoyed themselves a little too much to still front up at the Conference fresh and ready for a big day.

Mei Leong from **OneSteel** provided a report on local and international economies. The Australian economy is patchy with low employment growth, but with increasing business confidence in non-mining sectors helped by a softer Australian dollar, China's falling growth rates and the rebalancing of its economy from manufacturing to services will continue to weigh on the Australian mining sector, and is highly unlikely to be balanced out by growth in India anytime soon.

Matthew Robinson from **FCB** discussed trends in employment law. Significant reluctance on the part of the Coalition to make any changes to the current workplace framework, means no matter who wins the upcoming election, the status quo is likely to remain. He also reviewed three recent cases using an entertaining game show format. Delegates learned that bullying is a hot topic and can put companies out of business (recent payout of \$592,554).

Trevor Buwalda won The Price is Right, and a bottle of St Hugo's, for aiming high on all the payouts.

Mark Schmakeit briefed delegates on the **Arrium** administration and its future direction and **Darren Edmunds** presented a synopsis of where wire pricing might be headed over the next six months or so.

The day was completed with the AGM and a very sociable dinner at Darling Harbour. Great to see so many delegates attend and have some fun. Special thanks to all our presenters.



Photo left: Greg Marsh, Matt Sivewright, Trevor Buwalda, Ewart Anderson

Photo right: Glenn Otter, David Williams, Carl Taylor, Mark Schmakeit



Richard Newbiggin



In the last issue of Wire Link we welcomed **Andrew Marshall's AM Wire** in Singapore as a new member.

Unfortunately, **Andrew's** contact details were **NOT** correct.

His details are: andrew.marshall@amwire.com.sg

Mobile +65 96175912

AM Wire sources and supplies wire-related machinery, spare parts, fence posts as well as steel and wire products.



INDUSTRY SUPPLIER PROFILE

Ariston Wire was established in Sydney by South African born **Ari Amoils** in 2008 as an Australian-based importer, distributor and stockist servicing the wire and reinforcing industries.

Amoils moved to Sydney from Hong Kong after many years honing his skills working in international trading. He saw a need in the Australian domestic market for a focused niche importer and distributor of wire products. 'There was a gap that none of the majors were servicing'.

With his experience and knowledge of Asia, **Amoils** was ideally placed to set up relationships with **Ariston Wire's** overseas suppliers. Working with him, **Fran Liebovitz** headed up the sales side of the business. **Liebovitz** is passionate about each of her customers and service delivery. She says, 'We have an extensive overseas network delivering the right product at the right price, allowing my customers to focus on their core business and avoid the hassles of importing themselves.'

Ariston Wire's products are sold under the brand, **Flying Horse Australasia** and manufactured to meet Australian and International standards. The company guarantees all its products against faulty material and workmanship. **Amoils** says all of **Ariston Wire's** products have relevant *mill test certificates*. 'We have invested heavily in educating our overseas suppliers about Australian Standards.'

He adds, 'Suppliers can simply fabricate mill test certificates regardless of the actual test result. It's critical to verify supplier's products. We are fortunate - our intellectual goodwill is that we know who to deal with, the result of many years of investing in supplier relationships.'

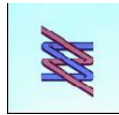
As part of **Ariston Wire's** product range, it offers: hard drawn low carbon wire, mechanical spring wire and cold heading wire. It also supplies customised large volume fabricated steel products to the manufacturing and building industries.

Due to demand from its large reinforcing mesh customer base, it supplies LDPE builder's film used as a damp-proofing membrane.

Amoils says, 'We have customers Australia-wide and to ensure we can always meet their requirements we keep stock of certain products in all state capitals. Our most popular stock items are: galvanised wire, black annealed tie wire and LDPE builder's film.'

If you'd like to know more about **Ariston Wire's** product range, email: sales@aristonwire.com.au or telephone: **1800 359 356**

Ariston Wire's Sydney head office telephone is **02 93874188**



WIRE AND SPRING MEMBERS

- Ability Works Australia
- Ace Wire Works
- AM Wire Pte Ltd
- Anchor Wire NZ
- Annis Parisi
- APAC Wire Technologies
- Ariston Wire
- Auschem
- Australian Steel & Wire
- Australian Mesh
- Austube Mills
- Automatic Wire
- Bayswater Plastic Coaters
- Bekaert International
- Singapore
- Better Springs
- Bliss & Reels
- Boynes Springs
- Castle International
- Doogood Powder Coating
- Frauenfelder
- Icoa Australia
- Idee Parfait
- Industrial Engineers and Spring Makers
- Jubilee Springs
- M&F Group
- Machinery Forum
- Marsh Springs & Metal Products
- Mesh Works
- National Springs & Wire Products NZ
- NZ Spring Works Ltd
- One Steel Market Mills
- Protective Wire Mesh Industries
- ProTube Asia
- R.E. Walters
- S.A. Wire Ware
- Sanwa
- Smart Weld NZ Ltd
- Spring Specialists Ltd
- Stainless Steel Wire and Mesh
- Superior Industries NZ
- Ullrich Machinery Company
- Wiredex Wire Products
- Wiretainers Pty Ltd
- Wire Displays NZ



Better Springs was established over 50 years ago.

The family business was purchased by **Fay and Richard (Chook) Priestly** in 1983.

Richard was the General Manager and had been in the spring industry since 1957. An opportunity arose for **Richard** and **Fay** to purchase **Better Springs** which was owned at the time by **Ted Dermody** of **Precision Springs**.

The company continued on with the same type of manufacturing base i.e. engineering / building / transport and agricultural industries.

Michael Priestly joined temporarily in 1987 and is still there 29 years later. **John O'Brien - Richard's** son in law, joined in 1990 and is part of the long standing management team.

The capability of the company has been expanded over many years with automatic coilers and computerised wire forming machines continually being purchased. Together with the acquisition of other businesses such as **Forrest Springs**, the spring section of **Wire Mesh Industry** and **R & W Products**, a solid customer base has been maintained.

Better Springs has been a "niche" type of business that offers full design and prototype facilities with a diverse range of materials.

Better Springs has been largely unaffected by the demise of the car industry but still feels the effects of Chinese imports.

Small runs are common but larger quantities are capably handled.

They recently moved to updated premises at Baulkham Hills after 43 years at their St Mary's factory.

More information:

Michael Priestly (02) 9624 2588
www.bettersprings.com.au

Richard (front row left) at 1963 meeting of SMAA (forerunner of AWIA)



TRAINING AWARD

\$2500 CASH AWARD

Nominations are open for the 2016 Training Fund - a great reward for one of your employees, or even perhaps a team for a job well done. Just consider how it might improve morale and encourage some in-house competition.

This year we will send out a flyer for you to put on your noticeboards so your staff can actively participate in the nomination process.

The flyer will also be available on the website for use in multiple worksites.

There were no nominations for 2015, so please don't let this valuable benefit go begging again.



QANTAS Acquire Program

The **AWIA** has joined the **Qantas** Acquire program which allows organisations to accumulate points in much the same way as the Frequent Flyer program.

We need your help to make it work.

If you quote the **AWIA ABN (95 602 035 937)** when you make any **Qantas** bookings (flights, cars or hotels), you will be earning points for the **AWIA**. These points can then be used for travel approved by the National Committee.

Points earned through this program do not affect your own accumulation of frequent flyer points, they are completely additional.

Thanks for your assistance.

"The WIRE LINK"

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