



THE LINK

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



PRESIDENT'S REPORT

Hello Members and Friends,

I wanted to talk to the effects of low unemployment figures on all of us.

It's such a strange situation as when I left school in the late 80's you couldn't get a job for love nor money. Now my twin boys are about to finish year 12 and I'm having to ring their casual employer telling him to stop allocating shifts as I want them to study, not do paid work all weekend. He comes back with "but we are so understaffed".

Wouldn't it be nice to be 18 and know you could walk into any type of industry and know that there would be work in one form or another. Everyone seems to be understaffed, from transport to tourism, from hospitality to manufacturing. I hope that you are all doing ok in your businesses and have been able to deal with the shortage of available people.

I don't have the answers but I just keep employing people when they are available. As always, some are terrific and others the opposite. Sometimes it means we are running a little lean on staff and other times a little heavy - but up to this point we have managed.

What I would really like is to be able to decrease the average age of my staff in manufacturing, however the current environment is not really conducive to being too choosy about the age of people you employ. If anyone has any tips on this please reach out as I'm sure I'm not the only one struggling with an aging workforce.

I feel that the drop in the scrap price last month, after it peaked in June, is a very good sign that things are starting to stabilise. The leveling off of the timber price has also boosted my confidence heading towards the end of the year.

I can't believe that whilst I was watching TV the other day I saw a promotion for a Lego masters Christmas Special!



Where is the year going?
All the best for the rest of the year to all our Members and their families.

Charles Johnstone



DIRECTOR'S REPORT

Even though the COVID-19 continues to play a significant part in all our lives, both personally and professionally, I can advise that I am writing this report from Europe after taking the plunge to travel overseas, my first trip since August 2019. My report on wire & Tube 2022 in Dusseldorf, Germany can be found elsewhere in the newsletter, and

although attendance levels for both exhibitors and visitors were lower than previous years, it was a very positive and worthwhile event to attend, and I would encourage members to consider attending the next show which is scheduled for 15 to 19 April 2024. One of the key avenues for growth in Australian manufacturing is to link into global value chains, and exploring opportunities at global events is a cost-effective way to establish new business networks.

The easing of travel restrictions also enabled the Association to hold its first 'live' event in May, and a higher number of attendees than was expected made the journey to Newcastle for what was a very enjoyable couple of days. John Guest, previously of Jubilee Springs, was finally formally presented with his Life Member Award, which had been on the agenda since before COVID-19 hit, but was waiting for a suitable opportunity to make the presentation, and our very well attended dinner function at Queens Wharf proved to be just that. A big congratulations to John, who, with wife Wendy, have been important and hard-working contributors to the Association for more than two decades.

Our next event will be the Annual General Meeting (AGM), scheduled for the end of September. This may end up being a hybrid event to get as many members involved as possible. Our last two AGMs have both been conducted digitally and, while this format has worked quite well, I'm sure there is desire on the part of members to be able to get together again in person if at all possible. Any members who are able to facilitate the holding of a hybrid meeting should contact Richard Newbigin (Tel: 1300 942 500 or email: richard@wireassociation.org.au).

We have sadly lost two long term supporters of the AWIA during July. Michelle Deriz and Ted Dermody each spent time on the committee, and Ted was a Life Member of the Association. You can read about each of them elsewhere in this newsletter, and the Association shares the grief of their families at their loss.

Richard Newbigin
(Tel: 1300 942 500 Email: richard@wireassociation.org.au)

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 Victorian Temporary Fencing

STANDARDS AUSTRALIA

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

While this Standard was reconfirmed unchanged in 2021, any members wishing to suggest amendments to this Standard are requested to contact Richard Newbigin Tel: 1300 942 500 or email richard@wireassociation.org.au.

AS 4687 Temporary Fencing and Hoardings

After five years work by technical committee CE-008, it is pleasing to report that this Standard has been revised and is now available in four parts:

AS 4687.1:2022 Temporary fencing and hoardings, Part 1: General Requirements

AS 4687.2:2022 Temporary fencing and hoardings, Part 2: Temporary Fencing

AS 4687.3:2022 Temporary fencing and hoardings, Part 3: Temporary Hoardings

AS 4687.4:2022 Temporary fencing and hoardings, Part 4: Temporary Swimming Pool Fencing

The new Standard was approved on behalf of the Council of Standards Australia on 8 June 2022 and was published on 24 June 2022.

Major changes from the old Standard are:

- Alternative ways to achieve conformance are provided either by design, testing or a combination of the two.
- Temporary fencing has been categorised into three levels. Stability Class is expected to cover most temporary fencing installations; guidance has also been provided for conforming installations at higher risk sites (Importance Level 1 and Importance Level 2).
- Significant detail has been included to determine the effect of wind actions on all temporary barriers, and the effect of adding shade cloth or other materials to them.
- Completely new Parts dealing with Temporary Hoardings and Temporary Swimming Pool Fencing with Temporary Hoardings further separated into Modular Systems and Site-Specific Installations.
- Testing appendices have been significantly updated and now include simulated wind testing for temporary fences and hoardings from both directions in order to achieve conformance.
- Temporary pedestrian barriers have been included in Part 2 Temporary Fencing.

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

With the completion of AS 4687, technical committee CE-008 can now move forward with AS 5345. The make-up of the committee may now change to ensure a broad range of expertise to cover this quite specific class of fencing. Any readers who wish to participate in the technical committee or a working group advising the technical committee should advise Richard Newbigin as soon as possible (richard@wireassociation.org.au or 1300 942 500).

AS/NZS 4944:2009 Temporary Edge Protection

Revision of this Standard is moving forward quickly with a committee based working group having already completed initial changes to Part 1 General Requirements and now progressing via a fortnightly Zoom meeting schedule through Part 2 Roof Edge Protection – Installation and Dismantling. The technical committee is taking care to ensure that the original project scope is maintained, and it is hoped that the drafts for all three Parts under revision will be completed by the end of August. This deadline is a significant achievement given that a new committee Chair has stepped into the role.

The AWIA is represented on this committee by Director/Secretary Richard Newbigin and if members have any concerns or input related to this Standard, please contact Richard directly (richard@wireassociation.org.au or 1300 942 500).

AS 4672.1:2007 Steel prestressing materials, Part 1: General requirements AS 4672.2:2007 Steel prestressing materials, Part 2: Testing requirements

The kick off meeting for revision of this Standard has been held, and a list of tasks has been identified for completion with the next scheduled committee meeting to occur in October.

The AWIA has traditionally provided a representative to the relevant technical committee for this Standard (BD -084). Standards Australia has contacted the Association to request a nominee for the committee to revise both parts referred to above.

If any members would like to nominate for this role, please contact Richard Newbigin at 1300 942 500 or richard@wireassociation.org.au and a copy of the Terms of Reference and further requirements can be provided. Interested members are encouraged to treat this invitation with some urgency.

In the interim, Richard Newbigin will represent member interests on the committee. Any members wishing to raise any matters for consideration by the committee should make contact with Richard directly per the above contact details.



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NEW MEMBER PROFILES

LARSEN WIRE ENGINEERING



Larsen Wire Engineering Pty Ltd (formerly Larsen Wire Works) specialises in the manufacture of custom-made wire products and has been operating in Queensland for over 25 years. Products include supply of wire in coil or straighten

lengths, refrigeration shelving, specialty baskets, POS display stands, CNC wire forming and other similar items.

Larsen Wire Engineering services industries including medical, hospitality, education and construction throughout Australia. Larsen Wire Engineering pride themselves on purchasing Australian-made wire from Infrabuild for the manufacture of their wire products. Larsen Wire Engineering has innovative ideas, strong customer service and technical ability to provide effective wire product solutions for all its clients, and it stands by its products 100%, ensuring that all finished items match customers' requirements and expectations.

Karen, as the Managing Director, prides herself on being versatile, imaginative and customer-focused with the strong support of Scott Schieb her husband as the Design and Production Manager. The Directors foresee a strong future in Australian manufacturing and see the necessity to ensure the quality of the product and service is maintained, with a firm focus on youth training. Karen has a strong connection to youth which is also expressed through her affinity with the Indigenous community, whose background Karen shares on her mother's side. Karen believes manufacturing is a good way to assist, through educating, upskilling and mentoring people with Indigenous heritage and within a small business family environment. Karen believes apprentices should be offered unique training opportunities and are key to the growth of the business and the manufacturing sector.

Larsen Wire Works under the former owners/operators were active in Brisbane since 1997 before moving to Molendinar on the Gold Coast. The current directors, Karen Schieb and Timothy Wilson, saw a unique opportunity to grow the business and deliver quality products to Australia. Karen and Scott have aimed to use her vast experience in the mining and construction industries to deliver quality outcomes for the customers of Larsen Wire Engineering. They will also help to train and mentor the next generation, also with the support of Scott Scheib as the company's Design and Production Manager, keeping the business family driven.

The directors, along with Scott, believe that the business is primed to take advantage of new technologies to expand the offering to current and potential clients. The short-term goal is to purchase and install a new CNC Bending Machine and new technologies that will expand the businesses capacity and provide economies of scale. Larsen Wire are pro-active in their search for cost-effective processes to better serve our customers and achieve the highest standard of quality within the wire and metal manufacturing industry. The business aims to focus on training apprentices and help them grow within the business, and their future. The business will be more competitive in pricing and the company reputation will ensure that its ongoing involvement in the area of wire product manufacturing will continue well into the future.

We look forward to offering new chainwire customers and our existing trade base this new range in the coming months.



VALE NEWS

MICHELLE DERIZ

7/11/1959 to 13/7/2022

It is with sadness that we report the passing of Michelle Deriz.

Michelle was a member of the Neumann family, who have been stalwarts of the construction industry on the Gold Coast since Alfred Neumann, the founder of what has now become the Neumann Group, commenced a mineral processing company in 1948 in Currumbin.

As a director of Neumann International, Michelle was a member of the AWIA for several years and also served as a valued committee member. Always fun-loving and full of cheek, at one of the Association's national conferences in the Hunter Valley, she jibed to Barry Loudon, the Director/Secretary at the time, and who had recently undergone a colostomy operation, that 'she would not rest until she found him a pair of shoes to go with his new bag'. Michelle was unstinting in her support of the Association while Neumann International was a member company, often offering her offices to hold committee meetings and extending her hospitality to committee members.

Michelle was a noted benefactor in her community, and probably still holds the record for a price paid for a celebrity surfboard, auctioned to benefit the wife and son of a Gold Coast man well known in the surfing community.

Gone way too early, the AWIA extends its condolences to Michelle's extended family.

EDWARD GRAHAM 'TED' DERMODY

28/1/1936 to 12/7/2022

At the respectable age of 86 but still way too early, the spring industry in Australia lost one of its most important members in Ted Dermody.

Ted had been involved in spring manufacturing since the mid 1970's, initially with Better Springs in NSW and VIC which he bought out of administration and successfully turned around. A partnership with Bob Black from Aust-Group Springs (now National Industries) led to a series of takeovers within the spring industry throughout NSW and Victoria, with the pair eventually buying Precision Springs, Met-L-Knit, Engineering Springs, Specialised Springs, Lloyd B. Moss Springs, Industrial Springs, Coburg Springs, Spicers Springs and Peninsula Springs between 1977 and 1988. At their peak, this partnership employed 250 to 300 people, and Ted's experienced accounting skills enabled this very rapid growth to be managed successfully. When ANZ's largest springmaker, Gerrard Springs, came onto the market in 1990, the pair naturally made a bid for it. Ultimately their efforts were trumped by an American company, and Gerrard Springs unfortunately no longer exists. One can only imagine what may have occurred if it had stayed in Australian hands with a local focus.

The partnership ended in 1991, with Ted taking over the NSW companies, and Bob taking the Victorian ones. Ted re-branded Met-L-Knit to Wire Mesh Industries which is now capably run by his son Sam.

Always looking to the future, Ted took an active role in the well-being of the spring industry as a whole, and was a critical part of the Spring Makers Association of Australia. This Association was renamed the Wire Association of Australia, and has eventually become the Australasian Wire Industry Association. Ted was instrumental in developing the professionalism of the Association and was eventually made a Life Member of the AWIA in recognition of the important role he played in its development.

After a 2 ½ year battle with a rare form of leukaemia, further treatment options were no longer available, but Ted faced his health battles with grace and courage. He leaves behind his lovely wife Ro, three sons and four grandchildren, and we wish the Dermody family our sincerest thanks and condolences.

TECHNICAL NEWS

TOOLBOX TALK HAND SAFETY FUNDAMENTALS

Fun Fact - Did you know 44% of all recordable injuries are to hands and fingers, and 34% of all injuries are to hands and fingers?

We use our hands for almost everything we do so we all know that a hand injury, particularly a serious one, could have a huge impact on our day-to-day life. There are five key factors that contribute to hand injuries in our organisation:

- Poor or no planning
- Inadequate or no hand protection
- Incorrect selection and use of tools
- Applying excessive force to hands
- Placing hands in the line of fire

To address these factors, there are five simple things we can do for every task to make sure we keep our hands safe, these are called the Hand Safety Fundamentals – see below.



Plan to keep your hands safe



Protect your hands



Use the right **tool** for the job in the right way



Minimise the **force** applied to your hands



Keep your hands out of the **line of fire**

Ask/discuss with your family, colleagues and friends:

- How would a hand injury impact your life – at work and outside work?
- Has anyone here had a hand injury either at work or outside of work? If so, what was the impact on your life?
- Are there any hand hazards we need to do something about today?
- Are our tools and equipment in good condition?
- Do we have the right tools for our tasks?
- What about our gloves – are they suitable for what we're doing? Everyone take your gloves out now...are they in good condition?

Learn more:

Watch a hand injury video: <https://youtu.be/Zd6D3AbHHdE>

Access tools/resources at the InfraBuild Hand Safety Hub: <https://arriumcloud.sharepoint.com/sites/IBHS/SitePages/HandSafetyHub.aspx>

This Tool Box Talk is courtesy of:



HIGH SECURITY FENCING ALERT

It's become evident that some that some 358 Security Mesh currently offered within the Australian market may not be fit for purpose.

As 358 mesh is specified in High Security applications, it is important that the product meets the specifications and performance criteria as currently recognised by the Australian Security Industry and end users. **358 Security Products offered to the market in Australia should be manufactured with a minimum wire tensile strength of 550-650mpa, with a weld shear strength greater than 400mpa.**

Australian members of the wire industry, including the AWIA, are about to commence the drafting of an Australian Standard for security mesh fencing.

The Australian Standard for Coated Steel Wire Fencing Products (AS2423-2002 Reconfirmed 2021) and the Australian Standard for Zinc and zinc/aluminium-alloy coatings on steel wire (AS/NZS4534-2006), whilst relevant, have no bearing on the security rating of 358 Mesh. Until an Australian Standard is issued, the security industry expects that product will conform to the commonly recognised British Standard for Fences - Part 10: Specification for Anti-intruder fences in chain link and welded mesh BS1722-10-2006. Product not meeting this standard is highly likely to be inferior to project requirements. The British Standard has been created through vigorous testing regimens and product development to provide a minimum benchmark for the security fencing industry.

In addition to the weld shear strength of >400mp, 358 mesh manufacturers should be able to provide full traceability of raw materials, plus wire tensile strength, wire coating details and weld test results. For projects of a significantly high security nature such as correctional facilities, utilities, airports, and various other critical infrastructure, it is extremely important to use product that meets all security expectations and relevant Standards.

DONT BE CAUGHT OUT – USE QUALITY, COMPLYING SECURITY PRODUCTS



BEST PRACTICE SURFACE PRE-TREATMENT FOR POWDER COATING OF BATCH GALVANIZED STEEL

Article courtesy of the Galvanizers Association of Australia

The Galvanizers Association of Australia (GAA) occasionally fields questions from fabricators, galvanizers, and powder coaters on best practice for powder application of batch galvanized steel – often after zinc coating damage or pin-holing in the final coating has been observed.

The GAA prefers a chemical pre-treatment of galvanized surfaces as it is easier to control, and the potential negative effects of lumps and runs in the batch galvanized coating thickness are minimised.

Following are some examples of pre-treatment issues and how to avoid them. Future articles will deal with managing the batch galvanized surface itself.

1. Insufficient rinsing after degreasing and other chemical pre-treatment inevitably results in poor paint adhesion because of the interference of such contaminants at the interface of insufficiently rinsed areas, such as corners and concave edges. Spraying or dipping procedures should be selected to avoid traces of solutions remaining in remote corners of the parts.
2. When sweep-blasting the galvanized steel surface, care must be taken to reach all surfaces. In concave corners of profiles, the two sides should be swept first before the area around the corner of the profile is swept. Blasting too near to the surface results in too much loss of zinc.
3. Local peeling of the zeta alloy layer after sweep-blasting. This only occurs on certain galvanized reactive steel surfaces – typically those very thick coatings. The more brittle zeta alloy layer is much less deformable than the zinc (eta) layer. To prevent flaking, the distance between spraying nozzle and surface should be increased and air pressure should be decreased to 140 – 150 kPa.
4. Gritty surfaces after sweep-blasting result from insufficient cleaning with compressed air after the surface has been swept. Embedded abrasive particles in the powder result in rough surfaces and discontinuities.
5. Too rough surfaces, which result from too heavy sweep-blasting, will cause insufficient coverage of the powder coat. Aim for a minimum of 8 μm to no more than 13 μm zinc coating to be removed by sweep-blasting.
6. Loss of adhesion of the powder on passivated galvanized surfaces. This may be due to (a) too thick passivation layers and/or (b) the presence of silicates in the passivation solution. Best practice chemical pre-treatment or whip blasting processes should eliminate this issue, although section shapes are not always conducive to best practice whip blasting. Air cooled batch galvanized steel is recommended, but not always possible. Talk to the galvanizer about the available options before ordering.



HIGH PERFORMANCE ALLOYS

High Performance Alloys (HPA) are continuing to have a growing impact on industry, but every HPA offers something different and choosing the right one for your sector can be the difference between success and failure. Alloy Wire International's (AWI) Technical Director Andrew Du Plessis and the AWI technical team give you an insight into some of the materials and their applications.

First up...

Aerospace

The HPAs used in aerospace are generally required to be resistant to high temperature, have excellent strength or a combination of both. In addition to these characteristics, grades are also selected for their ability to resist corrosion, oxidation, high pressure and thermal shock. Many are heat treatable and this offers further improvements in certain mechanical properties when compared to material that has been annealed or in cold worked condition. Some of the common application areas where High Performance Alloys are used within the aerospace industry include afterburner parts, valves, bolts and heat exchangers. Commonly used HPAs might come from the following ranges:

- Nimonic®
- Inconel®
- Waspaloy
- Rene 41

Aerospace customers tend to look for a wire manufacturer that has achieved the AS9100 quality standard for the industry.



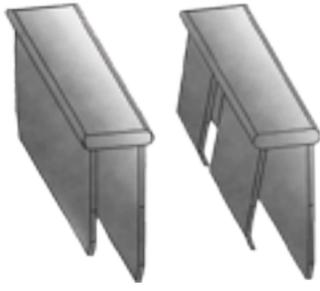
Petrochemical

In the harsh petrochemical environment, alloys with good resistance to corrosion are an absolute must. To work at optimum levels, wire needs to be made from materials that are resistant to chemical attack in acidic, alkaline or other complex environments whilst maintaining reasonable strength. For example, in solutions of hydrochloric acid and sulfuric acid, alloys containing the nickel-molybdenum or nickel-chromium-molybdenum system often offer some of the best resistance to corrosion. These alloys may be used for springs in valves in chemical processing plants, but, as mentioned previously, other alloys can fill the void if the chemicals

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are different. Other functions where these alloys could be used are in filters or meshes that are used to remove impurities from liquids, as well as applications that are prone to high wear. Commonly used HPAs within petrochemical applications are:

- Hastelloy C-276 • Hastelloy C-4 • C-2000
- Hastelloy C-22 • Phynox • Alloy 400

Space Exploration

With the pressure and unique conditions of space, the temperature range for alloys is vast and goes from cryogenic to high. The ideal HPA must be able to function in extreme conditions. Popular HPAs are:

- X-750 • Phynox • Rene 41 • 718 • C-902

Marine

It is important that HPAs are resistant to damage by sea water and being exposed to extreme environments and weather. This means that materials need to be resistant to both chemical and mechanical attack and the associated challenges that come with it. Alloys are often used for springs in valves, pumps and for fasteners and locking wire. These components may be found in offshore oil rigs, desalination plants or even in submersibles for deep sea exploration. The marine sector will often choose to use the following alloys:

- Monel® 400 • Duplex • Hastelloy C-276 • MP35N
- Inconel® 625 • Super Duplex • Phynox†

Automotive

To work in the automotive industry, HPAs must be versatile enough to operate in various temperatures whilst simultaneously being resistant to chemical attack and withstanding severe mechanical strain. They can be found in several different components, ranging from sealing rings and fasteners in engine parts, to spark plugs and even in safety devices, such as airbags. Many of the alloys selected for use within the sector are age-hardenable to improve their mechanical properties. This process also maintains its chemical resistance and can offer critical weight savings compared to some lower alloy steels. HPAs regularly used in automotive include:

- Alloy X-750 • Alloy 718 • Alloy 90
- Alloy A286 • Alloy 600/601 • Alloy 75

Nuclear

Alloys used in the nuclear industry must be anti-corrosive and able to work in high temperatures. Some are used in the reactors themselves and will therefore encounter harmful substances that would damage regular wire. Specific requirements for alloy

compositions should be carefully considered as there is little room for error. High Performance Alloys used in nuclear feature:

- Alloy 80A • Alloy Xv-750 • 316L
- Alloy 718 • Alloy 90

Medical

HPA materials selected for use in medical applications are generally chosen for one overriding factor, which is bio-compatibility. However, there will also be the need for other alloys that are not in direct contact with the human body and are used as part of the wider support infrastructure. HPAs that are biocompatible can work safely in direct contact with living tissue and this might be for items, such as implants, surgical tools and syringe needles. The key properties mean that the material will not break down when in contact with the corrosive fluids found within the body and leach any potential harmful toxins into the human body. Non-biocompatible applications may include wire for springs in ventilators and other medical support equipment. Common alloys used in medical applications include:

- Phynox • 316 LVM • Nickel 200/201
- MP35N • Haynes 25 • 316L





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MEMBER UPDATES

NEW OWNERS FOR PERTH TEMPORARY FENCING

Hollie and Ash Henham are proud to become first time business owners having recently purchased Perth Temporary Fencing from Shaun Miller.

Hollie has been working in the mining industry for the last 14 years and was primarily employed as a Senior Geotechnical Engineer. Ash has 13 years underground mining experience but has spent the last year and half working in Perth building nature playgrounds.

Hollie and Ash are looking forward to valuing and maintaining the relationships that Shaun has developed, and continuing to provide the same quality of service that Shaun has over the past years while building and growing their business as a legacy for their young children.

FACTORY EXPANSION FOR ALLOY WIRE INTERNATIONAL

Work has begun on a new warehouse in the Black Country for Alloy Wire International (AWI). The UK's leading manufacturer of round, flat and profile wire is spending over £500,000 into the construction of a dedicated 2,880 square foot space alongside its existing Narrowboat Way factory.

Designed to help AWI meet increasing global customer demand for its material, the investment includes the doubling of electrical capacity with an application submitted to increase input to allow for the installation of more machines and a new furnace.

It will also mean AWI can hold up to 400 tonnes of stock and this safeguards security of supply to its clients for the foreseeable future.

Alloy Wire International manufactures round, flat and profile wire in over 60 exotic alloys, such as Inconel, Monel, Hastelloy, Nimonic and Rene 41.

Founded in 1946 by John Stockdale in an old ambulance station in Old Hill in the Black Country, the company's founding principles of 'manufacturing quality, delivering reliability' has stood the test of time and remains a crucial part of how it deals with its 5000-strong global client base. Today, the firm is employee-owned with most of the staff owning shares in the business.

For further information, please visit www.alloywire.com or follow @alloywire on Twitter.

BADGER WIRE TO CLOSE AFTER 85 YEARS IN BUSINESS

It's a sad day when we lose another Australian manufacturer. For over 85 years Badger Wire has been supplying aluminium, copper and brass engineering wire to a variety of industries. They had become notable for being the last remaining Australian Made aluminium wire (non-cable) manufacturer.

However, due to a continued decline in sales volume and a periodic downsizing of staff and capacity, Badger Wire will be closing its operations permanently during the latter half of this year. Production will progressively wind down from June, with expected closure at end of August.

They have a number of boutique production lines and products of which they are now seeking interested parties who may wish to take on some of the process lines to continue with local supply – this includes their customer lists and name for sale. Failing this, they will also be offering the wire industry their final equipment list closer to the time.

For anyone interested to reach out to Badger Wire, please contact Andrew Cornish, Managing Director at andrewc@badgerwire.com.au

ROTA GROUP: VARO AND OMCG

The Rota family, at the helm of VARO for over forty years, founded the ROTA Group company and recently finalised the acquisition of OMCG Italia, a company specialising in the design and production of CNC bending machines for wire, tube and metal strip parts.

The acquisition of OMCG brings new competencies and skills to the group. With VARO's proficiency in automatic welding and OMCG's CNC bending expertise, ROTA Group is now able to satisfy almost any request of wire processing.

After four decades of continuous growth, both technological and commercial, the Rota family decided to establish a new common "home" called ROTA group, to support all the controlled brands VARO/GU/OMCG.

VARO and OMCG maintain their corporate identities and characteristics unaltered, but sharing know-how and technologies to improve each other and provide the market with increasingly high-performance automated solutions for wire processing.

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THE FEMININE LINK

An interview with **ELISE KELSEY**

MANAGING DIRECTOR - AIM HIRE, Bayswater North, Victoria, Australia.

Brainchild of AWIA platinum sponsor Vater Hardware Australia, The Feminine Link is a new feature of The Link newsletter showcasing the talented and diverse skills of the female members of our industry, as well as a way to get to know the personal sides of our colleagues and friends.

In this edition we get to know Aim Hire's Elise Kelsey.

Elise's father, Ray Kelsey, bought Aim Hire in 2005, together with business partners Jack and David Bowen. Elise joined in 2009 following a career in pharmaceutical marketing and trade publishing. Elise has an Honours Degree in Economics and a Post Graduate Degree in Editing and Publishing. She started at Aim Hire in operations and then moved into a marketing role. In 2013 she joined the Board of Directors. When her Dad sadly passed in 2016 she took on the role of Managing Director with the support of the Board and an amazing team around her.

Today Aim Hire is a leading supplier of temporary site services in Victoria. They have over 300 kilometres of temporary fence, 8000 portable toilets and a few hundred site offices. They also sell a galvanised steel flat pack container which they call the "Aim Quick Build Container". It's been a tricky couple of years but they have handled it well and continue to grow as a company.

"Being part of the Wire Association has been great from both an industry support and information perspective as well as for the networking opportunities provided by the association", Elise told AWIA recently.

To get to know Elise better we've asked her to answer a few questions:

STARSIGN: Taurus (the Bull)

NICKNAME: My friends call me Kels

SPORT: I'm a footy mum if that counts

PETS: Nala my ragdoll cat

FAVOURITE COLOUR: Depends on my mood. Red and blue are both favourites

FAVOURITE FOOD: Medium rare eye fillet

FAVOURITE DRINK: A good coffee, a good red or a buttery chardonnay

FAVOURITE MOVIE: "School of Rock"

FAVOURITE SONG:

"Stand Back" by Stevie Nicks (just like the teacher in School of Rock)

FAVOURITE TV SERIES: How I met your Mother

DAY OR NIGHT: Day and night

WISHLIST: Seeing more women in senior roles

MANTRA TO LIVE BY: Be a warrior, not a worrier

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THE FEMININE LINK

Elise Kelsey (Centre) & the Team at Aim Hire, Bayswater North, Victoria.

1300TempFence FACTORY FIRE

The following has been provided to AWIA from 1300TempFence regarding a fire that occurred at their factory in May 2022:

May 13th 2022, will be forever etched in our memories here at 1300TempFence. What started as an ordinary Friday, quickly turned on its head after we experienced a catastrophic fire, originating in our warehouse at our Head Office in Derrimut, Melbourne. We are forever grateful to say everyone was evacuated successfully and no one was hurt or injured. The blaze fortunately never spread beyond our warehouse to our yard or offices.

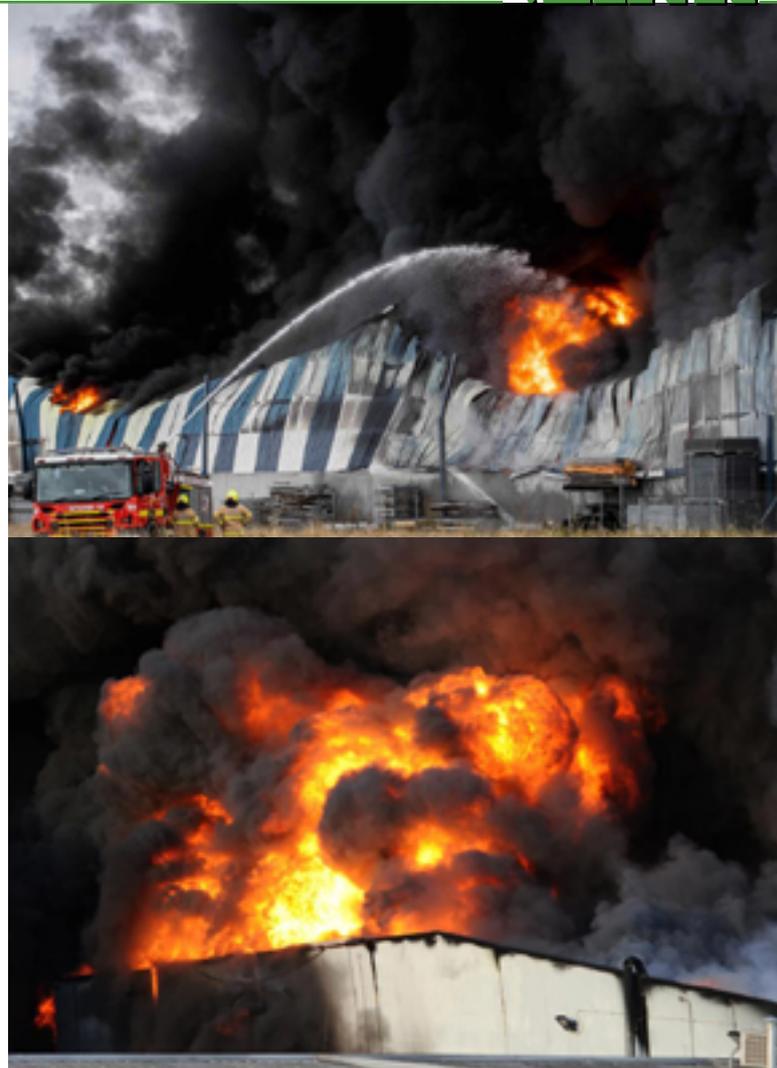
As a consequence, our hire business quickly and successfully pivoted to utilising our satellite yards across Melbourne and proudly we continued to service our customers 'business as usual'.

Our resilient and resourceful employees across our branch network quickly mobilised to help keep our Melbourne sales operations functioning.

Throughout this experience we have been extremely grateful and humbled by the outpouring of support we have received from customers, colleagues, friends and competitors. We are so thankful no one was hurt, and we give thanks to the brave work done by Fire Rescue Victoria, Worksafe Victoria and the VIC State Emergency Service for the amazing jobs they did in fighting the fire and keeping everyone safe.

We have sourced a new premise for our temporary Head Office while we look to rebuild and we look forward to opening this soon to our customers and friends.

From this disaster, we hope to come back bigger and stronger. We have strong foundations in place and are backed by a great team of smart, resilient employees and we are confident that we will continue to grow and prosper. Once again, we thank you for your support during this time.



CHANGE OF ADDRESS AND A DEPARTURE FOR TITAN HOARDINGS

TITAN Hoardings has moved to a bigger location to accommodate their continued growth. Located at Unit 2, 151 Robinson Road, Geebung in Queensland, TITAN will continue to provide engineer certified hoardings to their loyal client base.

Following the bedding down of the move Christie McCormack, National Manager of TITAN, has decided to move on to new

horizons, and has resigned her position with TITAN. Christie played a critical role as a committee member on the Standards Australia technical committee revising AS 4687 Temporary Fencing and Hoardings representing the Hire and Rental Association of Australia (HRAA) especially in upgrading the sections dealing with temporary hoardings. Her enthusiasm and determination to ensure the production of a document promoting safe outcomes was significant.



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AUSTRALIAN ECONOMIC UPDATE

The Australian economy has so far been resilient with both household and business balance sheets generally in good shape. However, inflation has been increasing higher than expected due to COVID-19 disruptions to supply chains, Russia's invasion on Ukraine, wet and cold weather and flooding. Interest rate increases are being implemented to ensure inflation returns to target over time.

- National GDP rose by a solid 0.8% q/q in seasonally adjusted terms with strong growth in household consumption, government spending, inventories and business investment.
- Unemployment rate in April was 3.9% which is a near 50-year low with hours worked increasing as part-time roles transitioned to full-time and more full-time positions were created.
- Consumer sentiment in May fell for the sixth consecutive month with the index at its lowest level since August 2020. The main concerns were rising inflation and an expectation of a steep rise in interest rates.
- Business conditions and confidence eased in May due to weaker profitability and trading conditions. Both conditions and confidence levels are still above average. Outlook is still positive with record high-capacity utilisation seen pre-Delta and elevated forward orders.
- Housing construction activity has been weak in the March 2022 quarter due to heavy rain, flooding, high costs and labour and material shortages.
- Non-residential construction activity dropped by 2.6% q/q in the March 2022 quarter.
- Engineering projects have also been impacted by capacity constraints with labour and material shortages and high material costs caused by disrupted supply chains. Rural exports have continued to increase over recent months due to ongoing favourable weather conditions which have supported record grain harvests. Furthermore, the Russian invasion on Ukraine have caused prices to increase sharply.
- The RBA forecasts GDP to increase by 3.0% for FY23 (previous forecast was 2.5%).

Future expectations for Australia would include:

- Household savings rate is still above the 5% levels seen in the pre-pandemic period due to large household bank deposits built up over the past couple of years. Hence, consumers are in a very good position to continue to grow spending strongly through 2022.
- Labour market is expected to remain strong with growing momentum for wages.
- Positive near-term outlook for housing construction due to the large amount of work in the pipeline whereby construction activity has been brought forward by the HomeBuilder program. However, housing construction activity will begin to dry up later this year.
- Capex plans and the large pipeline of work suggest non-residential construction remains positive, albeit coming off a low base.
- Some infrastructure projects which are currently in planning are expected to be re-sequenced to avoid delivery risks caused by complexity and a shortage of skilled labour as the market reaches its capacity. There is also an anticipation that governments will focus on budget repair and hence would downgrade their funding on public infrastructure.

AWIA TRAINING AWARD

The Association is pleased to announce that Mei Hu of Marsh Alliance in Brisbane is the recipient of the 2022 Training Award.

After joining Marsh as a QA Coordinator one year ago, Mei's main tasks are to look after the QA lab, deal with quality issues raised from clients, make Product Part Approval Processes (PPAPs) for automotive clients and control process quality.

Mei has taken the initiative in coordinating quality issues between Marsh Alliance and its clients. She provides statistical data for both parties to make reasonable decisions and, importantly, has shown her passion in leading QA to a more professional level by improving measurement capability and applying her knowledge in a range of the company's projects.

The enthusiasm Mei shows for her work in the spring industry is borne of the fact that no two jobs in her work are the same. She can see that even longstanding employees still find a challenge. The interesting nature of the work is one aspect, but the ability to satisfy clients' needs and making Marsh more competitive in product quality also gives a sense of contribution and meaning to her job.

Marsh Alliance plans to use the award to send Mei for some training in Lean manufacturing and specifically some training on achieving her Green Belt qualification and mentoring to achieve some results on several projects. This knowledge would see Marsh reduce scrap levels and increase yields, making the business more efficient and more competitive against offshore manufacturing.

eINVOICING – THE FUTURE IS OPEN

Electronic invoicing (or eInvoicing) is the automated digital exchange of invoice information between suppliers' and buyers' software through a secure network.

With eInvoicing:

- Suppliers won't need to print, post or email paper-based or PDF invoices
- Buyers won't need to manually enter or scan invoices into their software
- Businesses can connect once and immediately transact with everyone on the same network.

Australia has adopted the Peppol (Pan-European Public Procurement Online) framework as the common standard for eInvoicing. Peppol eInvoicing is a new channel that is a more efficient, accurate and secure way to transact with your suppliers and buyers than PDF and email.

The ATO recently approximated the cost of processing an invoice in three ways, comparing the cost of processing a paper, PDF and invoice. The differences are clear:

- Paper invoices - approximately \$A30 per invoice
- PDF Invoices - approximately \$A27 per invoice
- eInvoice - less than \$A10 per invoice

Multiplying these figures by the number of invoices you send and receive on a daily, weekly, or monthly basis (i.e. your invoice volume over a given period) gives you an idea of the total cost for each type of system and the savings you could be making by adopting Peppol invoicing.

A product register has been established to help business and government identify eInvoicing-ready software products, which can be found at

<https://softwaredevelopers.ato.gov.au/eInvoicing-Ready-product-register>

Several of these suppliers offer low or no-cost options for businesses of all sizes to send and receive invoices.



Join the best: 20 - 24 June 2022

Düsseldorf, Germany

wire & Tube 2022, Dusseldorf, Germany

Following a number of COVID-19 deferrals, Messe's wire & Tube trade show in Dusseldorf made a welcome return to the industrial fairs calendar, and it could certainly be counted as a successful return.



Brad Taylor and Barry Hodge from InfraBuild enjoying the hospitality at the Wafios Meeting Area with Martin, Stefan and Juergen from member company Bliss & Reels

With 1,057 exhibitors from 51 countries, wire 2022 presented machines for wire production and wire processing, wire, cable, wire products and production technology, fastening technology and spring production technology including end products and mesh welding machines on an area of around 53,000 square meters. In addition, innovations from the measurement, control, regulation and testing technology were shown.

Exhibitors from Italy, Turkey, Spain, Belgium, France, Austria,

the Netherlands, Switzerland, Great Britain, Sweden, Poland, the Czech Republic and Germany were strongly represented at wire and Tube. Companies from the USA, Canada, South Korea, Taiwan, India and Japan travelled to Düsseldorf to exhibit.

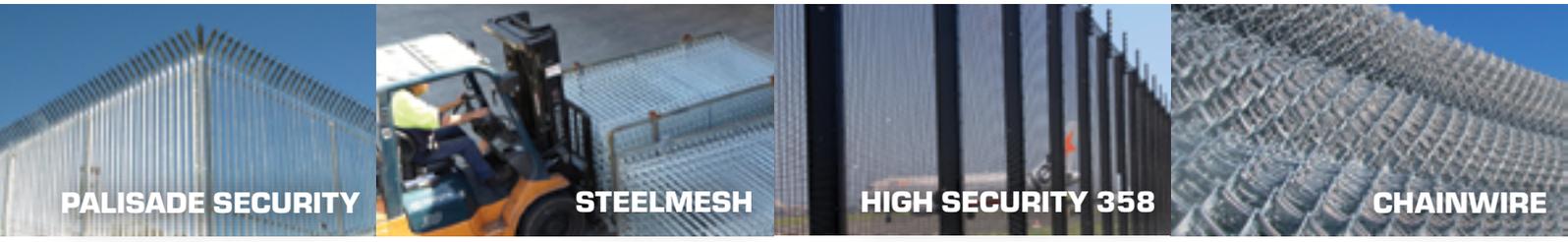
To achieve as high as possible attendance, the show was moved from its normal early April slot to late June as the world showed signs of moving out of COVID-19 lockdowns. While it's hard to know whether this timing change achieved the desired result, it certainly did have the effect of heating up the exhibition halls considerably, and many exhibitors and visitors alike found the heat to be more tiring than they were accustomed to. In fact, the journey along the main travelator on occasions felt like being on a pizza production line. Fortunately, there was an Alt beer always close at hand at the end of the day, one of Düsseldorf's many specialties.

The heat was a small price to pay for what was a good trade show for exhibitors and visitors alike. Although numbers were down on both fronts, most of the expected European and North American companies were on hand with their normal high-quality exhibits, and it was really only from China and India that the number of attendees was significantly down. Exhibitors in general appreciated the quality of the enquiries coming from the show with one principal commenting 'in spite of the cancellation of the 2020 event, anyone who set aside time and planned to visit this year would have been serious with their intent to source and purchase equipment'.

The AWIA was well represented at wire 2022. In addition to adding to the list of visitors, several member companies were either



Tari and Ben Mallia with Luigi Vago and his team from Pan Chemicals on their stand at wire 2022



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exhibitors themselves, or represented exhibitor companies in Australia and elsewhere. COVID-19 concerns continued to deter some Association members from attending the show this year, but it is hoped that the pandemic will have no effect on the next event which is already scheduled for 15 to 19 April, 2024, and that visitor numbers from Australia and New Zealand will be even stronger.

The AWIA arranged a dinner for members who attended this year. The Uerige Brewery in the Altstadt (Old Town region) of Dusseldorf was the preferred venue following advice from Dusseldorf diehards. This whole area is jam packed with people on a summer's evening so our diners appreciated the private room that was booked overlooking the streetscape outside and with windows that opened to allow some welcome breeze in to the room.



Karen & Scott Schieb (Larsen Wire), Greg Childs (Castle International) and Liam & Helmut Hartenthaler (Specific Springs) at Uerige Brewery

An appropriate quantity of Alt beer was consumed, along with large quantities of the very best pork knuckle that Germany can produce. One of our diners however did commit the cardinal sin of ordering a Heineken in a brewery which nearly caused der kellner to throw down his tray in disgust.

The AWIA is already in discussions with Messe Dusseldorf about ways we might further improve the experience for members attending the event in 2024, and it is hoped that any members who are interested, and who have not yet experienced Dusseldorf hospitality will be encouraged to add it to their travel itineraries.

NEWCASTLE CONFERENCE

A feeling of déjà vu greeted delegates to our May 2022 conference. It was just three years ago when our 2019 conference also coincided with a Federal election. Rather more remarkably, our 2019 conference centrepiece was a tour of InfraBuild's Geelong wire mill, and three years later we were fronting up to their Newcastle mill. Being our first 'live' event since the start of covid, there was considerable interest from members and non-members to attend this event.

A few last minute cancellations due to illness, caused organiser, Richard Newbigin, some anxious moments that we may have jumped the gun, and that the conference may, yet again, face cancellation. In the end there were 36 delegates who enjoyed all or part of the conference, and we wish those who were unable to attend due to illness a speedy recovery.

After a few pre-dinner libations at the Novotel Newcastle Beach, delegates made their way to Rustica restaurant for a sensational feast of slow cooked Greek lamb. The general consensus was that a revisit to Rustica the following night would not have been unwelcome. The open bar at Rustica was also well received and it was fortunate for most that their accommodation was so close to the restaurant. Others, whose names need not be mentioned, decided that other establishments in Newcastle were worth seeking out after dinner, and they paid the appropriate price the following morning.



Delegates enjoying Mei Leong's presentation on world economies at Olympic Fencing

Our coach awaited next morning, under teeming rain, to ferry us out to the InfraBuild wire mill, and after being kitted out in appropriate PPE, we were given a history of the mill by InfraBuild's Director of Wire Sales and AWIA committee member, Mark Schmakeit. The mill is now over 100 years old, and a printed history was made available to delegates. Any members who were unable to attend but would like a copy of this book should contact Richard Newbigin

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Smiles all around after an excellent Greek meal at Rustica in Newcastle (richard@wireassociation.org.au).

Delegates were given a comprehensive tour of the mill including the stiff stay and fixed knot fence mesh machines manufactured by New Zealand AWIA member, South Fence Machinery. The sophisticated output from these machines, and the apparent ease of operation are quite extraordinary.

From InfraBuild, we made our way out to Rutherford for lunch followed by a tour of AWIA member, Olympic Fencing's new factory.



Matt Curry (Vater Group) stealing the limelight at Rustica in Newcastle

Graham Braithwaite, the owner of Olympic, and his daughter, Kirsty, have done a first-rate job of building this facility which is well laid out and expansive. All the staff are clearly enjoying the new premises as well with a really positive vibe apparent as we wandered about (in the rain).

Back in the new offices, Graham had set up a conference area for us, and delegates were given the benefit of Mei Leong's (head of Market Analytics at InfraBuild) expert analysis of Australia's, the USA's and China's economies and their impact on the steel and wire industries both locally and overseas. Delegates were also addressed by Geoff de Looze, Senior Engineer, Manufacturing Division of the CSIRO about the interface between the CSIRO and industry, and also about a relatively new project that he and his compatriot, Robert Wilson, are involved with using a conform extrusion machine to produce wire from scrap and particulates. While their initial testing of the process is extruding copper rod into wire, the plan is to eventually produce wire from scrap forms of titanium, a high value output from low cost inputs.



Gala dinner to honour John Guest's elevation to Life Membership at the Queens Wharf Hotel

Following these excellent presentations, delegates were ferried back to Newcastle for our main dinner of the conference, and the elevation of John Guest to Life Membership of the AWIA.

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Director IDs coming soon

DIRECTOR IDENTIFICATION NUMBERS

All company directors will now be required to have a Director Identification Number (DIN), a unique identifier company directors will keep forever.

To be allocated a DIN, company directors or prospective company directors are required first to download the myGovID app on to a smart device. The myGovID app is different to the myGov app so the two should not be confused. A security strength of Standard or Strong is required to apply for the DIN online.

After you set up in myGovID it is necessary to go to the ABRS browser page (see link details below) and use their myGovID email to login and continue. A four-digit code is provided on the ABRS browser page which is entered into the myGovID app on the smart device to confirm the identity of the applicant.

Completion of the registration takes place that way through the website as outlined above and not through the app, despite the published instructions suggesting otherwise.

Timetable for individual registration

All directors will need their own unique DIN. The transition timetable is as follows.

- Existing directors have until 30 November 2022 to apply.
- New directors appointed between 1 November 2021 and 4 April 2022 must apply within 28 days of their appointment.
- From 5 April 2022, intending directors must apply before being appointed. This will be a particularly notable change and something that could easily be overlooked whilst everyone is getting used to the requirement – for example if there is an appointment to fill a casual vacancy.

It will be appropriate for the company to do its best to make sure directors and in future, candidates for appointment, are aware.

Need for individual applications. Individual directors will need to make their own applications initially through the myGovID app (and then through the link below – ultimately, go to the bottom of the webpage and use the “Apply now” tab) after gathering up the necessary identification documents that are listed on the web page.

Individual responsibility. This is a responsibility of individual directors and individually they will face potential civil and criminal penalties and may be issued with an infringement notice if they do

not comply. That will become almost automatically self-enforcing once ASIC starts crosschecking its records.

Extensions of time. There is potential for an individual to apply for an extension of the applicable registration date although it seems likely that only an extraordinary case would create any need or justification for that in the first place.

It is notable that the new requirements do not replace the existing requirements to keep company records updated. Directors will still have to notify the company of changes in their address or other details and the company will still need to notify ASIC of any changes for the public record.

Company records. Whilst the registration obligation appears to be primarily a personal obligation for the individual it is recommended going forward that the company should capture the director ID for each current director and for each candidate for appointment or election. Best to leave no suggestion that the company has been a party to a situation where an individual is in breach.

To learn more visit www.abrs.gov.au/director-identification-number/apply-director-identification-number

LIFE MEMBERSHIP AWARD

JOHN ANDREW GUEST

At the Association’s May conference, John Guest was at last presented with Life Membership of the AWIA.

This recognition of John’s involvement and contribution to the wire industry, but more especially the spring industry, had been agreed by the National Committee prior to the onset of the pandemic, and the opportunity to formally elevate him as a Life Member has long been in the planning.

Prior to his retirement, John ran Jubilee Springs in NSW, a company started by John Guest Senior back in 1938. Since then, the Guest family have been continuously involved with the spring industry and John was for many years a very enthusiastic driver for change and improvement not only within Jubilee but also within the broader spring industry. In 2015, John was acknowledged for this work winning the Endeavour Awards Lifetime Achievement category from Manufacturer’s Monthly magazine.

John has been a part of the Association in its various iterations for almost 50 years and has served as its president on multiple occasions. His enthusiasm for life generally, but especially for the Association, is well known to all who know him, and his Life Membership is well deserved. John’s wife, Wendy, another very active supporter of the AWIA, was a welcome ‘guest’ (pardon the pun) at this important occasion.

Anyone fortunate enough to have met John will know that his enthusiasm is infectious, and the AWIA wishes he and Wendy well for their future in retirement, knowing full well that there is always a new project on the horizon for them both.



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2022

September 20 - 21 Workplace Health & Safety Show

Sydney Showground, Sydney Park, Sydney NSW
www.whsshow.com.au/2022-sydney

September 20 - 22 Asia Fence Expo 2022

Cancelled, Kuala Lumpur, Malaysia
www.fenceexpo.com/asia/en/

September 26 - 29 wire China 2022

Shanghai New International Expo Centre, Shanghai, China
www.wirechina.net

September 27 AWIA Annual General Meeting

Zoom/hybrid event, Melbourne Victoria
www.wireassociation.org.au

October 5 - 7 wire Southeast Asia 2022

Bangkok International Trade & Exhibition Centre BITEC, Bangkok, Thailand
www.wire-southeastasia.com

October 9 - 11 ASI Annual Steel Convention

Four Seasons Hotel, Sydney NSW
www.steel.org.au/asi-awards-portal/past-winners/

October 12 - 14 SpringWorld

Donald E. Stephens Convention Center, Rosemount IL USA
www.casmi-springworld.org/page/SWHome

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 some of these events may be cancelled or deferred to later dates.

October 25 - 27 wire South America 2022

Hall 1, Sao Paulo Expo, Sao Paulo, Brazil
www.wire-south-america.com

November 23 - 25 wire India

Bombay Exhibition Centre, Mumbai, India
www.wire-india.com

November 25 AWIA Christmas Function

TBA, Melbourne VIC
www.wireassociation.org.au

2023

September 12 - 14 SMI Metal Engineering eXpo 2023

South Point Hotel & Casino, Las Vegas NV USA
www.metalengineeringexpo.org



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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.org.au

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