

GA



GLASS AUSTRALIA Official publication of the Australian Glass & Glazing Association

July 2017 – ISSUE 88



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President's Update

Peter Moeller – President

It is an exciting time ahead for the AGGA in coming weeks, with the countdown to our National Conference to convene at the Adelaide Hilton, 17–19 August. AGGA will host the one event in 2017 that you can't afford to miss. This year we have a great lineup of speakers, all industry specialists in their chosen fields, and all carefully chosen to provide updates on current developments and industry trends, and – most importantly – having the ability to shape our future.

Attendance at GA17 is a great way to reconnect with old friends and make many new ones. Our national conference is widely recognised as the best networking opportunity of the year, attended by the most welcoming and friendly group of glass and glazing professionals. Register now – all AGGA members will benefit from the experience.

A big thanks to Will Walker, who has stepped in as CEO of the AGGA. Will has hit the ground running, and all our important projects including the Accredited Company Program are continuing to make excellent progress.

In closing, continued growth in AGGA membership is fundamental to the success of our ongoing activities and strength of voice. The AGGA represents your best interests, to ensure the ongoing viability and success of our industry. Our members are our strength. If you are not yet actively involved in our association, we invite you to approach your state office to learn more.

See you in Adelaide.



CEO Update

Will Walker – CEO

Having been appointed to fill the role of AGGA CEO following the departure of Warren Overton, I'm very happy to be writing my first update for GA.

The next 12 months is a critical period in bedding down the major strategic initiative for our industry, the Accredited Company Program (ACP). A review of the program was held recently, and is covered later in this issue.

Of great note is the recent confirmation of our first fully Accredited Company, Federation Glass in South Australia. Shane Sweet and his team represent a typical business profile in our industry – a hardworking small team that are proud of the work they do, and have recognised the benefits in taking the steps to define themselves as a quality brand. Congratulations to Federation Glass for their efforts and achievement!

At our upcoming national conference, Shane will be talking about Federation Glass' perspectives and experiences, having achieved all four pillars and becoming an Accredited Company. We keenly look forward to hearing from Shane.

Hot on the heels of Federation Glass, a number of other businesses are also fast approaching their goal of full accreditation well ahead of the June 2018 deadline. By that date, ACP participants must have satisfied all pillars – Skills, Compliance, Technical, and Safety – in order to retain Accreditation. Now is the time to make sure your own programs are on track. If you need assistance with progressing any part of your ACP pillars, the AGGA staff are here to help.

For SKILLS and TECHNICAL,
contact Patrick Gavaghan – 03 8669 0772
patrick@agga.asn.au

For SAFETY and COMPLIANCE,
contact Will Walker – 03 8669 0778
will@agga.asn.au

See you at GA17 in Adelaide!

Glass & Glazing

Industry Events Calendar 2017

AUGUST 2017 – GA17 SAVE THE DATE
17–19 AGGA NATIONAL CONFERENCE
Adelaide

SEPTEMBER 2017
06–07 GLASSMAN EUROPE
Lyon, France

SEPTEMBER 2017
12–14 GLASSBUILD
Atlanta, Georgia

SEPTEMBER 2017
17–19 FENESTRATION AUSTRALIA (AWA)
Fiji

SEPTEMBER 2017
25–27 GULF GLASS
Dubai, UAE

OCTOBER 2017
03–06 VITRUM
Milan

NOVEMBER 2017
22–24 GLASSTECH ASIA
Singapore

Contributors

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Will Walker.

Photography: Fotogroup, Kevin Austin,
Elana Halvorsen.

This month's cover

This month's cover features Adelaide city, the venue for AGGA's national conference, GA17. A past AGGA SA award winning project sits in the foreground, the Adelaide Riverbank Bridge. Installed by the team at Reliable Glass, this well established city landmark features 2500 glazed cassettes.



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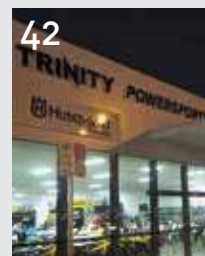
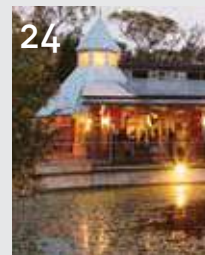
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Editor's Notes

Welcome to another edition of GA.

We lead with our profile on Gerard McCluskey from Landson Glass, widely recognised as our pillar of wisdom. We hope you enjoy his personal insights.

More developments to read about on the Accredited Company Program, AGGA Training, AGGA Safety, developments within IGMA, new industry appointments and new products.

For the very first time, we have included a feature on men's health. In this edition we have spoken with beyondblue. Taking care of your health – is good business practice.

The excitement is growing with AGGA's National Conference GA17 nearing. Register now!

We have featured two exceptional case studies and 2016 Award winners: Corpus Christi Gymnasium – West Perth Glass in WA on page 38 and the Trinity Powersports project – JH Glass Innovations in Cairns page 42.

A farewell is imminent for a friend to many across the country – Dave Ablett will be retiring from OGA after 52 years in the glass industry and Don Blanksby, Secretary AGGA Victoria. Retiring after 32 years. All at the AGGA wish them both the very best, and a long and enjoyable retirement.

Enjoy the read.

Jill Johnson

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A Pillar of Industry Wisdom

Gerard McCluskey, Managing Director of Landson Glass Australia, has been entrenched in Australia's glass and glazing industry for over four decades. In his words, 'I entered the glass industry on 1 April 1974 – a memorable April Fool's Day for me! I've now worked in the industry for 43 years, and forged many lasting friendships.'

> Text by Tim Roberts, Photography by Fotogroup

So, how did this 'Warrnambool boy, born and bred' choose glazing as a career? 'After starting my final year of HSC, I decided school wasn't the path for me,' Gerard remembers. 'I left that year, applying for a general store hand role at Yencken Sandy Glass, Warrnambool.'

And with that decision, Gerard was on his way. 'My family has always had a strong work ethic, so I gave it my best shot,' he says. 'I steadily worked my way from store hand to shower screen fabricator, and subsequently administration and sales. This was back in the mid-70s, working on Teledex and other antiquated equipment. Most documents were handwritten in those days.'

Two years went by, and the ambitious boy sought greater challenges. 'I applied for a transfer to Melbourne in 1976, seeking a position in Yencken Sandy's National Head Office in Ferntree Gully Road, Notting Hill,' he remembers. 'I received the role, moved to Melbourne, and rented a Murrumbidgee flat with some ex-Warrnambool mates.'

One commitment, however, kept Gerard tied to home. 'I had recently met the love of my life, Anne, a Warrnambool girl,' he says. 'As she was in the middle of studying Primary Teaching, I headed back to see her every weekend.'

Back in Melbourne, Gerard rapidly rose through the ranks. 'I worked in various aspects of the business, from sales to estimation to branch management,' he

remembers. 'I looked after branches in Albury and Coburg over two years, until being appointed Grovedale (Geelong) Branch Manager at age 21.'

As Anne completed her Primary Teaching degree in Warrnambool, Gerard looked after Grovedale. 'My three years there taught me a lot about managing people at a very young age, as my superiors placed a lot of faith in my 21-year-old self,' he says. 'I was very lucky to have several valued mentors – Malcolm McMinn, Bill Johnson and Don Matheson. Phil Menzel, now owner of Menzel Glass, Geelong was then an apprentice in the same business.'

Gerard subsequently transferred back to Melbourne, as Victorian Contracts Manager, working on major commercial construction sites in Victoria. 'Don Matheson was the Glazing Manager, and we worked closely together on many major projects in the early 1980s,' he says. 'At age 28, I was appointed Victorian State Manager of Yencken Sandy Glass ... a huge responsibility, with 300+ employees.'

Anne had completed her teaching degree in the meantime, and moved down to Melbourne to live with Gerard. The couple married in 1982, and Anne began as a Primary School Teacher in Endeavour Hills the same year.

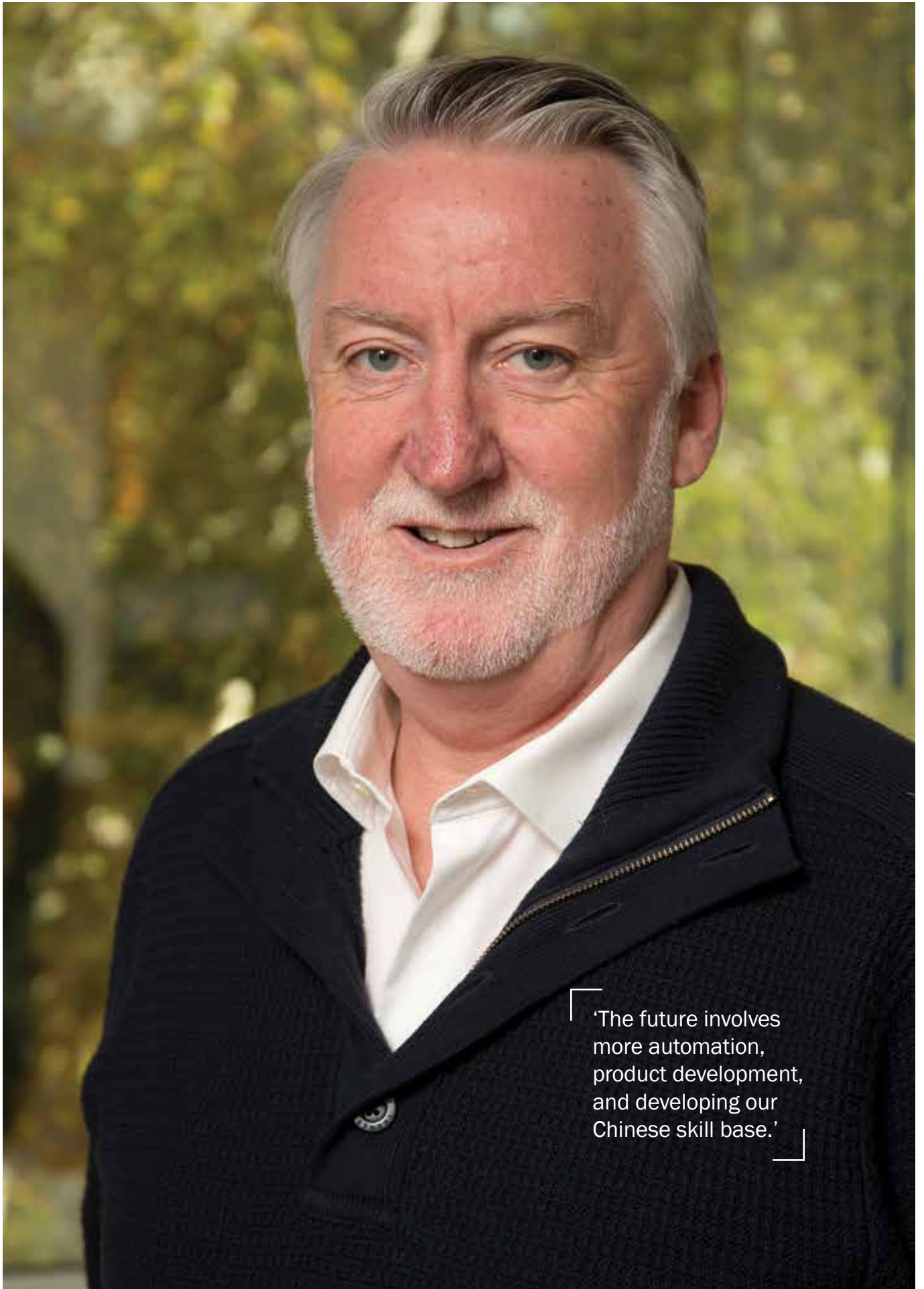
The mid-80s were a time of great change. 'Yencken Sandy was owned by Burns Philp (a Trading Business incorporating BBC

Hardware where the glass division resided),' Gerard explains. 'They divested of their glass business in late 1985, selling it to T&K glass. Although I'd been invited to stay on at T&K, I departed in March 1986 to take my wholesaling and merchandising expertise to an exciting new venture – DMS Glass in Whiteside Road, Clayton South,' he says.

'DMS was a "start-up" created by 23 former Yencken Sandy employees, who contributed whatever they could afford to get the business off the ground,' Gerard continues. 'Don Matheson was at the helm, Bill Johnson was Operations Manager, and I oversaw Sales and Marketing.'

'It was an interesting ride over the next 22 years, as DMS Glass rose to become one of the most dynamic glass and glazing companies of its time,' Gerard reflects. 'Our management team travelled extensively, striving to interpret market trends for glass products and processes and make the necessary capital investments to bring those products to Australia.'

DMS Glass flourished, and was soon exporting product from Victoria to every other Australian state, as well as New Zealand and South-East Asia. 'I travelled extensively with Don and Bill, who looked at plant while I looked at product,' Gerard says. 'We resolved to bring innovative product and processing equipment into the Australian market, including jumbo laminating, toughening and screen printing.'



‘The future involves more automation, product development, and developing our Chinese skill base.’



> L-R Landson Glass Victorian Team: Daniel McCluskey, Gerard McCluskey and Roslyn Tilley

(Gerard McCluskey – continued)

Our first toughening line was installed in 1988 – one of only six in Australia at that stage. Today there are over 150, which shows how much capital investment the glazing industry has attracted since.

'At DMS Glass, we prided ourselves on producing a culture centred around customer service, quality, safety, and a can-do attitude,' Gerard continues. 'We possessed an extensive glass processing knowledge base from our time at Yencken Sandy. We were extremely fortunate to have this extensive glass processing background, coupled with our shared passion for glass.'

DMS Glass ran until October 2007 before being acquired in 2007 by CSR, who purchased Pilkington in June the same year. 'It was difficult adjusting to the CSR-Pilkington corporate culture after having worked in an entrepreneurial business like DMS Glass,' Gerard reflects. 'So, after completing my contractual obligations with Viridian in 2010, I decided to move on.'

The next phase of Gerard's life was marked by a tragic event. 'William Feng, a close friend of mine who owned the Sydney-based Camden Glass, passed away in a car accident in China on New Year's Day 2011,' he says. 'I received a call from his wife, Flora, advising me that he had passed away and she was seeking my assistance.'

Gerard offered to help however he could. 'As fate had it, I wasn't working when I received that phone call, as CSR Viridian had placed me on gardening duties for six months,' he remembers. 'On 1 July, I joined Landson Glass with my son, Daniel, who moved to

Sydney for three years. I regularly travelled between Sydney and Melbourne, while Flora (an Australian citizen) remained in China with her two girls. She looked after the processing facility William had established in Qingdao, China, while I took over the Australian division of Landson Glass.'

It's been full steam ahead since then. 'We've completely restructured the business over the last six years, positioning ourselves as a direct importer from the Qingdao factory to the customer,' Gerard explains. 'I'm very fortunate to have had a great team here – including Vic Moen, who was General Manager of the Sydney side for four years. His glass processing and operations expertise freed me to focus on product development and assist the Chinese facility, which I visit around four times a year.'

'We've seen some exceptional growth from our Chinese facility,' says Gerard. 'Approximately 98% of what we produce in Qingdao finds its way to Australia and New Zealand. It's effectively an Australian glass processing business in China, employing 260 people with a 20,000m² production area, regularly visited by Australian customers.'

With his wealth of hard-won knowledge, Gerard has some interesting ideas about where the company is headed. 'The future involves more automation, product development, and developing our Chinese skill base,' he says. 'We're making the right investments to take us into the next five years of glass processing while protecting our existing customers.'

Gerard is astonished at how far the technology has come. 'I've observed several exciting

'Back in the early days, I used to get excited about seeing a bit of bronze and grey glass! It's amazing how much everything's evolved.'

trends emerging across Australia, including insulated and high-performance glass,' he says. 'Back in the early days, I used to get excited about seeing a bit of bronze and grey glass! It's amazing how much everything's evolved.'

In this area, Australia is now catching up with the rest of the world. 'New Zealand's glass and framing market has long been more mature than ours – but we're catching on, which is becoming evident in government regulation,' Gerard says. 'While glass has always been a price-sensitive product during my time in the industry, we're entering an exciting phase where builders, homeowners and developers are recognising glass and framing as cost-effective solutions to control energy costs.'

When he's not keeping track of industry developments, Gerard loves spending time with his family. 'Our son, Daniel, now works with me at Landson Glass, as I mentioned earlier; our daughter Christie is in the industry as well. She joined me at DMS Glass after finishing secondary school, and is now Branch Manager of CSR-Viridian. I've also got a lovely grandson, who I can't spend enough time with.'

When asked to distil over four decades' wisdom into a single piece of advice, Gerard doesn't hesitate. 'I always tell my children: Everything boils down to integrity, so protect that more than anything ... and find time to have fun, of course!'

It's great life advice from a true pillar of the Australian glazing industry. **GA**

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Tech for Tomorrow

In an industry that welcomes new technologies every day, Peter Moeller says smart businesses are choosing technology to get ahead, not to keep pace

While new glass technologies are developed everyday, knowing which type of technology your company should invest in to gain a competitive edge can make all the difference in your organisation's growth – or even its survival.

To this end, every business should have a robust technology strategy to ensure that each tech investment delivers outcomes to benefit customers, employees and stakeholders, bringing true ROI to the business. Every technology investment must not only contribute to the bottom line, but also to the organisation's broader operations and future business goals.

A technology strategy should focus on the key areas that have the greatest impact on your organisation's growth potential. These can include:

Legacy technology

Every business should have a blueprint in their operational plans outlining when and how new technologies will replace a company's legacy technology. As most manufacturers have some form of legacy technology, a comprehensive plan that embraces both the old and new is essential.

At Viridian, we conduct regular assessments and modernisation of all equipment and systems, in particular our toughening furnace fleet. We've recently introduced two new state-of-the-art furnaces into our business and already have plans in place to undertake a significant furnace upgrade at another site. These steps form part of a bigger picture strategy that ensures we are making the most of both our older and newer manufacturing resources.

Specialise

To better position your business for success, it's often more effective to focus on select market segments that your organisation can thrive in and invest in the technologies that will help deliver in these areas.

At Viridian, for example, one of the segments we are advancing is the development of our decorative glass range. With the increasing market demand for beautiful, bespoke and statement glass pieces, Viridian is working hard to develop our interior and decorative glass products and has introduced the latest printing machinery at one of our Melbourne sites to support this expansion. We are really excited about the extensive growth we envision in this area.

Customer service

While many companies focus solely on the workflow and product development benefits that new machineries deliver, organisations should never underestimate the impact new technologies can have on improving their customers' experience.

Getting the customer experience right is a critical part of every brand's development, and there are a variety of tools available to help glass manufacturers improve their customers' journey.

For example, the latest software production systems ensure orders can be tracked at all times and that customer data is always accessible. The glass scanning techniques now available ensure products are barcoded accurately to reduce potential delivery mistakes. In addition, the automation of many quality control systems has led to significant improvements in the standard of product we deliver to end users.

There is no doubt that technology plays an increasingly critical role in every organisation's growth, but companies should not lose sight of the fact that their best assets will always be their people. There is no secret recipe to operational success in this industry. It's about using your company's expertise and knowledge to make smart decisions about the technologies you choose to use in your business.



*> Peter Moeller - AGGA President,
Executive General Manager Viridian*

Viridian works closely with AGGA to ensure we are making the most of newly emerging technologies to help us achieve our future objectives. We have seen the role they play in supporting organisations to create smarter, safer workplaces, and we encourage all members of the glazing community to join AGGA.

If your company wants to learn more about the Australian Glass and Glazing Association's support and resources, contact Will Walker, AGGA CEO, via will@agga.asn.au

Accredited Company Program (ACP): Industry Date



Having been in place for a year and a half, it was identified that contents of the ACP were due to be reviewed. This review was carried out in early May, and was performed considering what members have learned. All states were represented.

To recap on the intent of the ACP, the program was implemented to change the focus and perception of the glazing industry – from purely cost, to quality and legal compliance. This provides a real point of difference between AGGA Accredited Companies and competitors.

The program consists of four pillars: Safety, Technical, Compliance and Skills, renamed from the old 'Master Glazier'.

Skills

Master Glazier status remains the pinnacle of a glazier's career path, but naming the pillar itself 'Master Glazier' caused some confusion regarding the requirements for an Accredited Company. The pillar has been renamed 'Skills' to better represent the intent of the program – it's about ensuring that a glazier's knowledge and skills continue to develop throughout their career.

Continuing Professional Development (CPD) points and the different levels of skill recognition are critical in achieving this.

After a review of formal training, it was determined that the "exemption from qualification period" should be aligned to a available national glazing qualifications. The national training package was identified as a suitable benchmark. This has resulted in a "15 year exemption period" rather than the 25 years that previously applied.

Also, Glaziers can now apply to be recognised as a 'Certified Glazier' as soon as they believe they are ready – previously a two year waiting period post-apprenticeship was applied.

The Skills requirement for Accredited Companies has not changed – at least 10% of glaziers employed by an Accredited Company must be enrolled in either the Certified or Master Glazier programs.

Technical

AS/NZ 1288 training has been reviewed regarding the outcomes required, as well as the content, delivery and assessment.

Concerning content, it was seen that the 'Advanced' training contained some modules that were specifically aligned to specialist skills, rather than the ability to expertly apply and interpret the Standard that was the intent of the requirement. A new 'AS/NZ 1288 Accredited' course is being developed which will better reflect national requirements, and provide a high level of knowledge of the Standard's structure, contents, and application.

The course will be delivered in a way that develops a working familiarity with the Standard – there will be more emphasis on in-class exercises and the use of workbooks. Likewise, the assessment will clearly display that the trainees can apply their knowledge in a practical way.

The technical requirement for Accredited Companies is for at least one employee of the company to be trained to 'AS/NZ 1288 Accredited' standard.

Compliance

Compliance certificates are legal documents that guarantee products comply with minimum technical standards. In some instances, compliance certificates are mandatory. Regardless of their legal necessity, issuing a Glazing Certificate gives the consumer reassurance, and identifies the business as a quality operation.

What gives a Compliance Certificate value is the fact that it is backed by a 'competent authority', in this case the industry association, AGGA.

Issuing of Glazing Certificates is to be encouraged by AGGA and the states, beginning immediately, and usage will be mandatory after 30 June 2018.

Duplicate books of Glazing Compliance Certificates will be made available from AGGA, from 1 July 2017. There was broad demand for duplicate books, in addition to the certificates that are currently available to download from the AGGA website. The pricing for duplicate books will be approximately \$1 per certificate, available in 100-page books.

Companies may issue their own certificates, with the AGGA logo and approved Accredited Company statement affixed, or download the certificates from the AGGA website. There will be a cost, but it's not yet established how this will be structured – levied individually, or rolled into membership costs.

Safety

No change to the program.

Timeframe

These pillars must be satisfied by 30 June 2018 for companies to retain Accredited status. Originally there was an aspirational target for the Skills and Technical pillars to be in place by June 2017, but the different cut-off dates were seen to confuse the message, hence the change to align them.

For further information email
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Thank you to all of our sponsors

Several sponsorship opportunities are still available at GA17. AGGA take every step to ensure every sponsorship dollar invested provides a good return. For further information, contact Jane Docherty at the AGGA on **03 8669 0174** or email jane@agga.asn.au

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GA17 Social Events

As with every AGGA conference, the social events provide a taste and an entrée to the local destination, and many enjoyable and invaluable networking opportunities.

The Annual Golf Tournament will be held at Glenelg Golf Club. Ranked inside Australia's top 25 golf courses, Glenelg Golf Club offers a true world class challenge and is recognised as one of Australia's premier golfing facilities. If golf isn't your thing, then there is the opportunity to experience the wonders of the McLaren Vale, home to sustainable winegrowing, world-class wines and culinary experiences. Best known for Shiraz, McLaren Vale also excels in Grenache and Cabernet. The region truly

offers a unique and welcoming experience.

Our Casual Dinner will take place at the historic Glen Ewin Estate. Hidden in a private valley and surrounded by magnificent gardens, our casual dinner will start with local wine and artisan food tastings where guests will be able to experience local boutique produce. Once your tastebuds have been tempted, meander down to the pulp shed, roast a few marshmallows at the fire pits on your way there, then settle in for a seasonal banquet to table of platters of meat, seafood and vegetarian dishes, followed by local cheese and fruit platters as dessert.

Comedian, radio and tv host, stunt man, actor, musician, Dave O'Neil will MC and entertain guests at the GA17 Gala Dinner, sponsored by Viridian.

Trade Exhibition on Show

AGGA's exhibition and trade show continues to grow with every conference and is a major component of GA17, attracting glass manufacturers, glass processors, glass and window installers/repairer as well as software suppliers from Australia. The industry's desire to learn more about new technologies and improve operating efficiencies will be on offer as well as offering prime networking opportunities for both delegates and exhibitors outside of the main conference plenary sessions.

AGGA Awards & Gala Dinner

The GA17 Gala Dinner, sponsored by Viridian, is the social highlight of the conference. A night we come together as a community in glass to recognise our industry and celebrate the great work we do. The evening's proceedings will include presentation of the National Awards where we celebrate the achievements of our glass industry, and announcement of the National Apprentice of The Year as well as the National Safety Award. You're in for a great night of food, fellowship and fun. Comedian, radio and tv host, stunt man, actor, and musician, Dave O'Neil, will MC and entertain guests at the Dinner – this truly will be an event for us to capture some memory making moments.



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Conference Program

Day 1	Time	THURSDAY 17 AUGUST 2017
	8.00am – 3.00pm	Golf Day – Glenelg Golf Course Winery Tour – McLaren Vale
	15.00pm – 17.00pm	Early Registration
	17.30pm – 19.00pm	WELCOME RECEPTION & OPENING OF TRADE SHOW
	19.30pm – 23.00pm	TRIVIA NIGHT
Day 2	Time	FRIDAY 18 AUGUST 2017
	07.30am – 08.30am	Registration & Delegates Arrive
	PLENARY	
	08.30am – 08.50am	Welcome, overview of program Will Walker, CEO AGGA
	08.50am – 09.10am	Welcome Address Peter Moeller, President AGGA
	09.10am – 09.45am	AGGA's Year Ahead - ACP Greg Hunt, Vice-President AGGA
	09.45am – 10.30am	Keynote - Government Policies & the Importance of Compliance Senator Nick Xenophon
	10.30am – 11.00am	MORNING TEA & TRADE SHOW
	11.00am – 11.30am	Economic Outlook for the Industry John Bygrave, Strategy & Development Manager CSR
	11.30am – 12.00pm	Glass Industry Update Peter Moeller, Executive General Manager, Viridian
	12.00pm – 12.30pm	Acoustic Glass Trends Geoff Rankin, Eastman
	12.30pm – 14.00pm	LUNCH & TRADE SHOW
	14.00pm – 14.30pm	Safety in the workplace is paramount. It can take just one wrong move and there's no second chance. Shane Webcke
	14.30pm – 15.00pm	The Importance of the Accredited Company Program – Shane Sweet Federation Glass
	15.00pm – 15.30pm	AFTERNOON TEA & TRADE SHOW
	15.30pm – 16.15pm	The International Glass World – Panel Session Int'l Speakers from Singapore, Malaysia, New Zealand, Germany, USA. Chair Phil Mauviel
	16.15pm – 16.30pm	Wrap up – Day 1
	16.30pm	END DAY 1
	18.30pm	CASUAL DINNER – Glen Ewin Estate
Day 3	Time	SATURDAY 19 AUGUST 2017
	07.30am – 08.30am	AGGA Apprentice Breakfast
	09.00am – 09.30am	AGGA Annual General Meeting
	PLENARY	
	09.30am – 09.35am	Welcome and Intro
	09.35am – 10.00am	AGGA Panel Discussion
	10.00am – 10.30am	The Fundamentals of Passive House Construction in Australia Darren O'Dea, Chairman Australian Passive House Association
	10.30am – 11.00am	MORNING TEA & TRADE SHOW
	11.00am – 11.30am	Innovations In Glass Design - Adelaide Riverbank Glass Bridge Damian Peake, Managing Director Reliable Glass
	11.30am – 12.00pm	Business Innovation: Latest Trends: What Does It All Mean? Frank Rizzo – MD & Principal Consultant Business Innovations Group
	12.00pm – 12.30pm	From Nice to Have to Necessity Sam Frankland, Smart Builder
	12.30pm – 13.30pm	LUNCH & TRADE SHOW
	13.30pm – 14.15pm	Tradies Health – Everyone's Priority David Hall, National Chair APA Occupational Health Physiotherapy Australia Group
	14.15pm – 15.00pm	The Coopers Brewery Story Glenn Cooper, Chairman Coopers Brewery
	15.00pm – 15.15pm	Conference wrap up and thanks
	15.15pm	END PROGRAM
	15.30pm – 16.30pm	IGMA General Meeting Chaired by Jamie Rice
	18.00pm – late	PRE DINNER COCKTAILS – Hilton Gallery
	AGGA AWARDS & GALA DINNER – Adelaide Hilton Ballroom	

Please note dress code

Golf Day – golf attire

Winery – smart casual – comfortable shoes

Welcome Reception – smart casual

Trivia Night – smart casual

Conference Plenary – smart casual

Casual Dinner – smart casual

Gala Dinner/AGGA Awards –

Ladies, cocktail dress; Gentlemen, suit.



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GA17 Speakers

Jamie Rice

IGMA General Meeting

Greg Hunt

Vice-President AGGA
AGGA's Year Ahead - ACP



Will Walker

AGGA CEO

The Importance of the Accredited Company Program



Peter Moeller

Executive General Manager
@ Viridian & President of AGGA
Glass Industry Update



Nick Xenophon

Senator

Keynote - Government Policies & the Importance of Compliance



John Bygrave

Strategy & Development
Manager CSR

Economic Outlook for the Industry



Shane Webcke

Ex football player, businessman,
author and Safety Ambassador

Safety in the workplace

Our conference program and line up of speakers has been carefully considered. Each have been chosen for their specialist knowledge and depth of experience on subject matter that directly influences the future and shapes our industry - they will inform and we hope inspire our audience.



Darren O'Dea

Chairman Australian Passive House Association

The Fundamentals of Passive House Construction



Shane Sweet

Federation Glass

South Australian ACP



Damian Peake

Managing Director Reliable Glass

Innovations In Glass Design



Glenn Cooper

Chairman Coopers Brewery

The Coopers Brewery Story



Sam Frankland

Smart Builder

From Nice To Have to Necessity



David Hall

National Chair APA Occupational Health Physiotherapy Australia

Tradies Health



Geoff Rankin

Eastman

Acoustic Glass Trends



Frank Rizzo

MD & Principal Consultant
Business Innovations Group

Business Innovation

Phil Mauviel

President AGGA SA
Chair International Glass World Panel Session

G.James Reveal their Greatest Asset



> Lewis Saragossi

'At G.James we have always valued our staff - they are by far our greatest asset.'

G.James believes its greatest asset is its people. In order to develop new staff, the next generation of tradespeople or existing staff changing roles or stepping up, we rely heavily on our experienced, industry-leading members. Therefore, it was a no-brainer for G.James to eagerly jump on board when AGGA introduced their formal mentoring program.

Mentoring within an organisation as large as G.James occurs on many different levels and in a variety of formats. We began using the AGGA Mentoring software, accessible to all suitably qualified Mentors Australia-wide via the internet primarily to formally track the mentoring of our Glass and Glazing Apprentices. Easily identifying the benefits of the system for our Mentors, Mentees and Head Office through easy access, prompt emails, review reminders etc, the decision was made to widen our target audience. G.James currently utilises the system for all Apprentices Australia-wide as well as our Cadets, and is investigating the benefits of potentially implementing the system as part of our onboarding process.

The way G.James has structured the system differs from a 'traditional' model in that a 'Master Mentor' was assigned, allowing them to set up new mentoring arrangements and oversee all mentoring activity within the company, regardless of the Mentor or Mentee's location. Mentors then form a branch beneath that, and their access allows them to see only the information relevant to their allocated Mentees.

The AGGA Mentoring System plays a vital role in allowing us to support apprentices in their day-to-day professional and personal lives. It allows us to keep close track of them and reminds us of upcoming appointments, reviews or scheduled check-ins while recording all relevant and important information in relation to each of those respective meetings. It is an efficient and effective tool greatly appreciated by our company.

Anyone interested in setting up a Mentor program in their workplace or wishing to become a trained Mentor, contact Patrick Gavaghan, AGGA National Training Manager, on 0401 555 656 or email patrick@agga.asn.au

Online Jobs Board for AGGA Members

Searching for the right team or the right job is now easy with MEGT's free online jobs board - Gateway Services, which brings the right employers and apprentices/trainees together.

How does it work?

Employers can use Gateway Services to post free job vacancies online and screen candidates.

There are three easy steps:

1. Register - Build your online profile
2. Post job ads - Post your apprentice and trainee job vacancies to the online jobs board

3. Review - Screen candidates for suitability based on their resume and optional aptitude test results.

Once the vacancy is filled, MEGT can help with the next steps. Your local MEGT consultant will be available to assist you through every stage of the apprenticeship or traineeship, from sign-up to completion.

For more information, go to:

www.megt.com.au/sign-up-to-gateway/



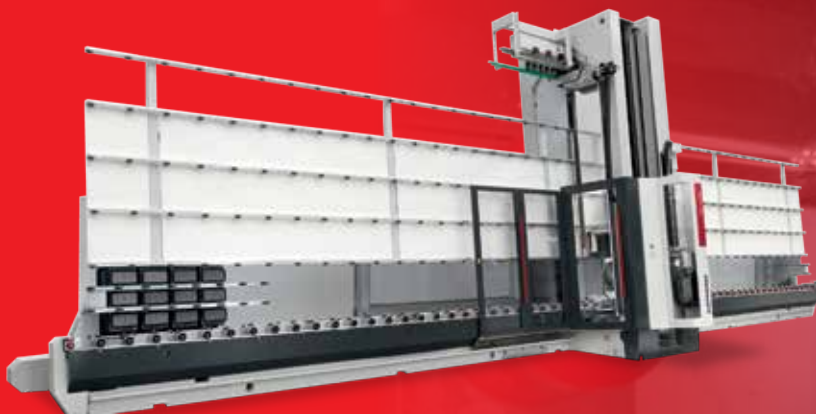
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Skills Pillar: Master Glazier Update

As a part of the continued development process of the Accredited Company Program (ACP), a review was held recently in order to identify any potential improvements.

During the review, it was recognised that naming the pillar 'Master Glazier' caused some confusion regarding the requirements for an Accredited Company. The pillar has been renamed 'Skills'. This name change will also enable the ACP to be expanded to include other areas of the glass industry if and when the need is identified. The concepts and structure of the Master Glazier remains the same as it sits in the Skills pillar.

The Skills requirement for Accredited Companies has not changed – at least 10% of glaziers employed by an Accredited Company must be enrolled in either the Certified or Master Glazier programs.

We now have 100 glaziers on the program (77 Master and 23 Certified) a 3:1 ratio in favour of Master Glaziers. Application rates are expected to continue to improve but at a slower rate, due to the extension from June 2017 to June 2018 for companies to meet their compliance requirements under the Accredited Company Program.

We have a new target of 500 glaziers to be on the Master Glazier program by June 2018, with most states performing well in achieving targets to date.

Continuous Professional Development (CPD) points. How do I get them?

This is a question often asked by people within the industry. Firstly, let's remind ourselves of why we need CPD points.

CPD points ensure continued learning throughout someone's career path, and are utilised in licensed trades and professions. They are critical in lifting the profile of a trade, and ensuring that the workforce keeps up to date with changes in the industry.

In the AGGA Master Glazier program you need to achieve 20 CPD points every two years. So, how can you get them? Well there are many ways. CPD options include:

- Formal external training – 'Certificate' training delivered via member RTOs
- Other external training – 'Non-certificate' training delivered by other bodies
- In-house training – Company-specific training that has been approved for CPD status

- Trade presentations – Technical or product demonstrations/workshops run by product suppliers
- Trade journals – Relevant publications as approved
- Mentoring – Recognition of effort in mentoring an apprentice
- Award submission – Recognition of effort to compile and submit an award nomination
- Events – Attendance at conferences and workshops with educational content (AGGA events as well as other associations)
- Other activities as identified and agreed to by AGGA.

The main driver is:

'If you do anything that adds value to you as a Glazier, you can request CPD points for it'

Call AGGA for more information. Email; patrick@agga.asn.au for an application, form, or call him on 0401 555 656.

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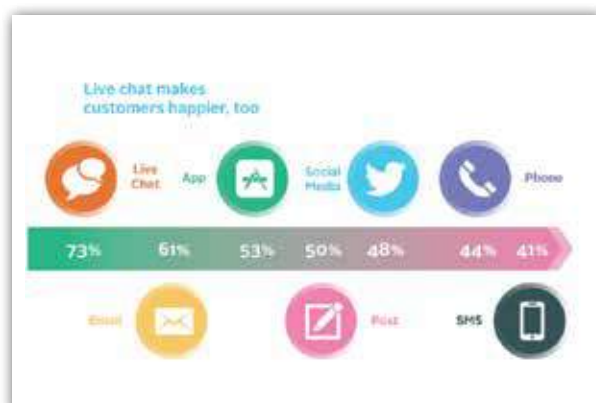
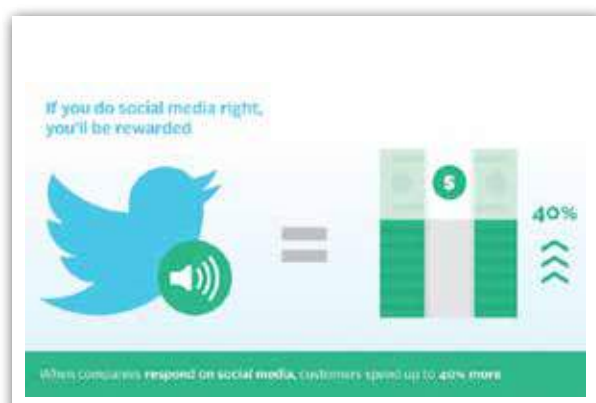


Viridian is proud sponsor of the GA17 Gala Dinner.

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The infographics below illustrates our customers' value and emotional connection to our brand and image.



Successful Glass Businesses Take the Lead Through Customer Service Excellence

Are your customers contacting you as often as you'd like?

Smart and resourceful businesses across Australia are always looking for new and innovative ways to make contact with their customers more often, especially to gain that competitive advantage. Customers, as we know, are what makes every big or small business successful. First and foremost, we need to recognise who our customers are and understand why they are not repeatedly reaching out to us. Once we are able to do this, we can then actively attend and address each and every one of our customer's expectations and (future) needs. With this tenet clearly in mind, all businesses are giving more and more priority to their service expertise and are firmly embedding it in their culture.

How do we get our customers to reach us more often?

Our customers readily have instant access to a variety of communication channels to interact with us. Among the most useful and fastest of these today are live chats, apps, social media, and phone. The good news is that regular customer conversations can be consistently achieved as long as we are equipped, are familiar with, and can use these handy communication tools quickly and efficiently. Your competitive edge is often linked to the commitment and ways you treat, engage and connect with your customers. Our business and our customers are always winners through timely customer service excellence.

AGGA, with our partner TCSE, believe people learn and grow most when they can build on what they already know and understand and have space to experiment, collaborate and reflect.

TCSE are working closely with the AGGA, providing recognised training programs to enhance customer engagement and improve the overall standard of services provided by our members. Programs have been developed especially for the Australian glass industry.

For more information, call Patrick Gavaghan AGGA Training Manager on 0401 555 656, or Erdem at TCSE on 0405 182 180.



> Joe Erb, Commercial Sales Specialist - Quanex

The Automation Imperative

> Joe Erb, Commercial Sales Specialist, Quanex Building Products

Automated lines for insulating glass manufacture are increasingly commonplace, and in some cases, a necessity to remain competitive

Manufacturers in any industry, no matter where they operate, tend to value a few things above all else when it comes to production. Efficiency, quality, and that the end product performs as intended.

In recent years, some in the commercial glass space have taken advantage of new technologies that make efficiency, quality and performance more consistently attainable. Automated production lines, including high-speed technology and flexible spacer systems, can enable forward-thinking glass fabricators to sharpen their edge, boosting quality, consistency and efficiency in their operations.

None of this is brand-new – automation in the glass fabrication industry has become standard business for some of us, and it's my sense that we're headed toward a tipping point. As automated lines have continued to proliferate across the fenestration space, the industry landscape is shifting in ways that we may not have foreseen just a few years ago. As we continue to move forward, it's worth taking a look at how we got here and where we're headed.

Labour Savings: More Necessary than Ever

The benefits that automation can bring to a commercial glass operation have been well-established around the world. Space-constrained European manufacturers have been using the technology for years, and it has become comparatively commonplace in the North American market. Consistency in quality can be enhanced, due to the robotic precision with which insulated glass units (IGUs) are sealed – human error is all but eliminated. Sightlines and aesthetics are improved. Warranty claims can be reduced. Production volumes can be significantly increased to better seize new opportunities for our businesses.

Perhaps most critically, it all can be done with fewer people manning the production line. The Australian glass community, while a smaller market that has not made as heavy an investment in automation yet, likewise faces a skills shortage. The more that can be done with less, in terms of labour, the better. The Department of Employment specifically notes a national shortage among

glazing professionals, particularly acute in the eastern mainland states. Those in the fabricating space have felt the effects as well-skilled workers are aging out of the labour pool, and finding suitable replacements for those workers has proven difficult in recent years.

All the while, the outlook for building and construction in 2017 and beyond appears strong. A recent Construction Outlook Report from the Ai Group forecasts an uptick in major project work this year and next, including a 'gradual rise in commercial construction over the next two years and solid levels of apartment construction.'

It points to a need for glass fabricators to be prepared for a situation in which we have more work to do, with fewer people to do it. How can we maximise our labour force? How to put the best people in the right places in order to push our businesses forward? Hitting high production targets has traditionally been very labour-intensive. Automation can be part of the answer to these questions – but not all by itself.

Increasing Competition

It's no secret that the Australian glass space has seen an influx of overseas products in recent years, and it can have the unfortunate effect of driving down price and value throughout the glass market.

Taking advantage of automation is one way that Australian glass manufacturers can fight against a rising competitive tide without sacrificing quality and performance. By strengthening quality consistency through new manufacturing technologies, we can continue to deliver the value unmatched by overseas competition.

It also requires thinking more deeply about the benefits of IG over traditional single pane. As an industry, we need to continue to market the benefits of double glazing, including better acoustic properties, greater thermal performance, and heightened overall environmental comfort. With automation, we can deliver all of these things efficiently and consistently.

Not to mention that ROI figures on automated IG manufacturing speak for themselves. It's easier than ever to demonstrate positive returns as the equipment itself becomes more cost-competitive. In short, it's a smart business move. It allows for a continued commitment to high-quality products without cutting the same corners as some foreign products.

Making the Most of It

This all raises the question: What does an industry look like in which an increasing number are taking advantage of automated technologies?

When it comes to driving your business forward, installing an automated line isn't the end of the story. Consider for a moment an insulating glass production plant that has made the investment in automated lines. Flexible spacer systems are inherently compatible with automated lines, and around the world they have gained increasing acceptance not only for their efficiency in

automation but also for their heightened performance benefits. In many cases here, it only makes sense to make the switch from traditional metal bar technology.

Consider also that heightened capacity enabled by automation can open potential new areas of business for the forward thinkers. There are, of course, other considerations to be made when such a fundamental shift in your operations takes place. Is your plant floor laid out optimally for a higher volume of units coming in and out every day? Is your business ready to handle that volume? Are you placing a high enough focus on the highest-value parts of your business?

For those who have taken advantage of automation, and for those considering making the investment, these are some of the questions that must be asked. The answers will be fundamental to the future of our industry.

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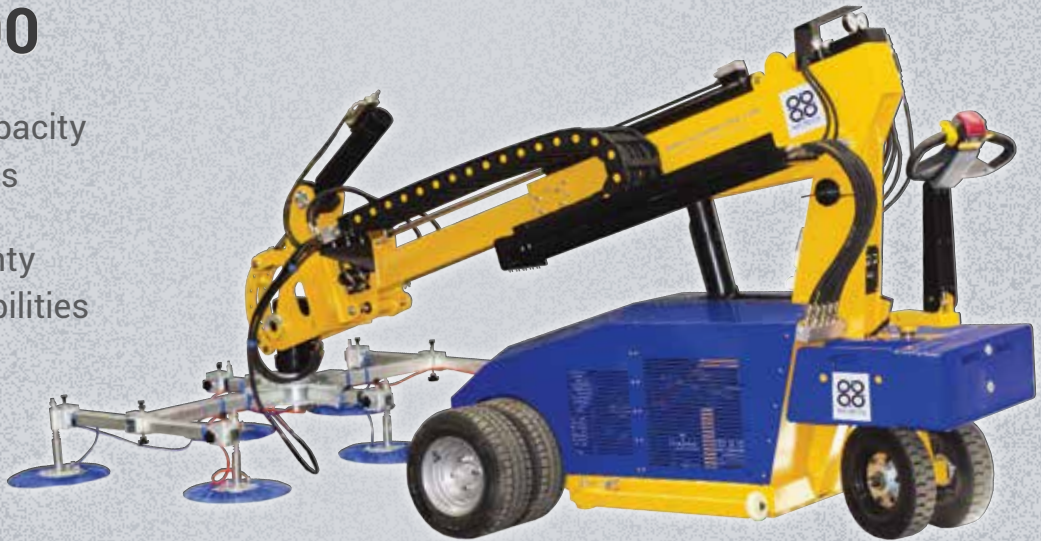
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Cooling Brothers Glass Acquire DigiGlass

Cooling Brothers have confirmed their acquisition of Victorian-based decorative glass manufacturer DigiGlass. The addition of Digital In-Glass printing complements the company's firm repertoire of decorative glass products and joins ImagInk Digital Ceramic Printing under the Coolings Create range.

It is an exciting move for Cooling Brothers, who also celebrate their 25th birthday this year. Servicing, a wide product mix and high-level processing remains the keys to Cooling Brothers' long-term success in a competitive market.

DigiGlass decorative safety glass is renowned as being exceptionally versatile, highly durable, and with a proven record over many years, having been installed in many thousands of residential and commercial buildings and facades Australia-wide and internationally.



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The Cooling Brothers WA office now has a base in Melbourne, and welcomes Stuart Cotton and Jacky Sargood to the team.

Together they have delivered many DigiGlass projects and will continue to service clients Australia-wide.

Cooling Brothers Glass Company has the resources necessary to supply any printed decorative glass project, including an in-house graphic design team that takes projects from file creation to scale and resolution, colour through to sample creation, no matter how big or small the project.

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Bavelloni Launch New Working Centre

Bavelloni are pleased to announce the recent launch of their new four-axis working centre, the NRG 420 Power Jet. Engineered to expertly carry out edging, milling, drilling, bevelling, engraving, cutting by disc and polishing by cup wheels, the new Bavelloni technology can process oversized sheets glass up to 4200 x 2300mm.

Equipped with the new electro-spindle, the innovative design of the NRG 420, unique to Bavelloni, features a user-friendly fully automated front door access (patent pending), ensuring ease and speed in loading and unloading for the operator. The automatic positioning of the suction cups and centring devices on the work table deliver a very fast format changeover, decreasing setup times by up to 40% when compared to standard systems. Fitted with the Power Jet system (rotating at 360 degrees), the water jets have precise contact with the glass profile, delivering extended life for the tools, faster operating speed and minimum setup times.

'For over 25 years, European manufacturer Bavelloni has built a sound reputation as a world-leading manufacturer of CNC



technology,' says Garry Kilkenney, Managing Director of GMI. 'Continually producing high-end machinery renowned for its solid structure, quality of design and reliability, Bavelloni CNC machinery is now operating in glass processing facilities around the world. The new NRG 420 is another winner,' concludes Garry.

For further information, email
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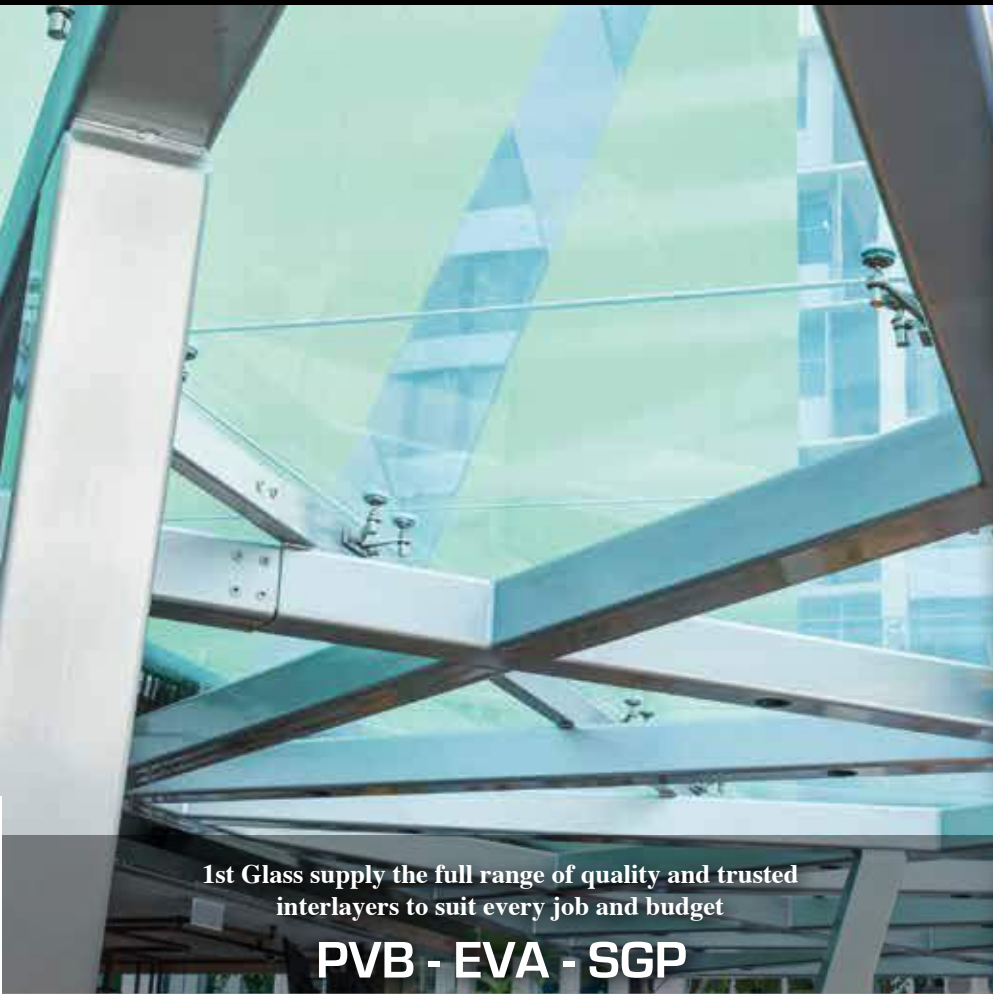
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Vitrum

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In a First for AGGA, Federation Glass Achieves Accredited Company Status

AGGA wish to formally congratulate Shane and his skilled team at Federation Glass on being the first member to achieve AGGA Accredited Company status.

Having completed every requirement of the four pillars, including staff being recognised as Certified or Master Glaziers, demonstrating compliance, implementing the AGGA safety management system, and having staff trained on AS/NZ 1288, Federation Glass can take great pride in achieving this important milestone.



> Shane Sweet

Federation Glass's achievement was recognised and celebrated at the AGGA SA Gala Dinner on 7 July.



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Safety Matters

> Will Walker AGGA CEO

By June 2018, all Accredited Company Program participants must have their Safety Management Systems (SMS) approved. Now is the ideal time to review what you have in place, and develop any areas needed to achieve compliance. Remember, your safety system isn't just there to achieve the Accredited Company status - it's a legal requirement and necessary business practice.

To help with your review, download the WHS Self-Assessment audit from the AGGA website and apply it to your operation. This will give

you a good picture of where your efforts are needed to develop a well-rounded system.

Safety Focus

Side load grabs and glass storage systems continue to be a focus of regulators in different states. Ensure your safety practices and training programs are thorough, and that plant and equipment is well-maintained. It is strongly recommended that sensor interlock devices are fitted to side load grabs to ensure locking bars are engaged before loads are shifted.

Smaller vehicles used to transport glass are also under scrutiny by regulators in different states, and AGGA has been asked to contribute to developing specifications by the National Transport Commission.

As always, for assistance with particular safety issues, or with developing your overall SMS, contact, Will Walker, on will@agga.asn.au

Tradies National Health Month

August is Tradies National Health Month, and the Australian Physiotherapy Association (APA) is urging all tradies, their families and employers to make health the most valuable part of their toolkit. Australia's trade industry continues to have high health and safety issues compared to other occupations, with tradies accounting for 58% of serious claims for workers' compensation, yet making up less than one-third of our workforce.*

Time off work due to poor health, injury or illness has a significant impact on families, businesses and communities, and this impact will grow if we don't take steps to change behaviour. Physiotherapists can help with a range of tradie health problems beyond common musculoskeletal conditions such as muscle/tendon injuries and back pain. They can also assist with chronic health conditions including heart disease and diabetes, as well as the less talked about pelvic floor

issues that many men face, as well as offer advice on safe workplace lifting and carrying techniques and correct posture.

APA occupational health group chair Dave Hall will be speaking at the upcoming conference about health and wellbeing in the trade environment, and will provide advice on manual handling techniques, managing stress, work/life balance, and being fit for your work role.

*Safe Work Australia stats 2014/15

For further information log on to tradieshealth.com.au

David Hall will be a guest speaker at GA17 Adelaide

17-19 August



> David Hall

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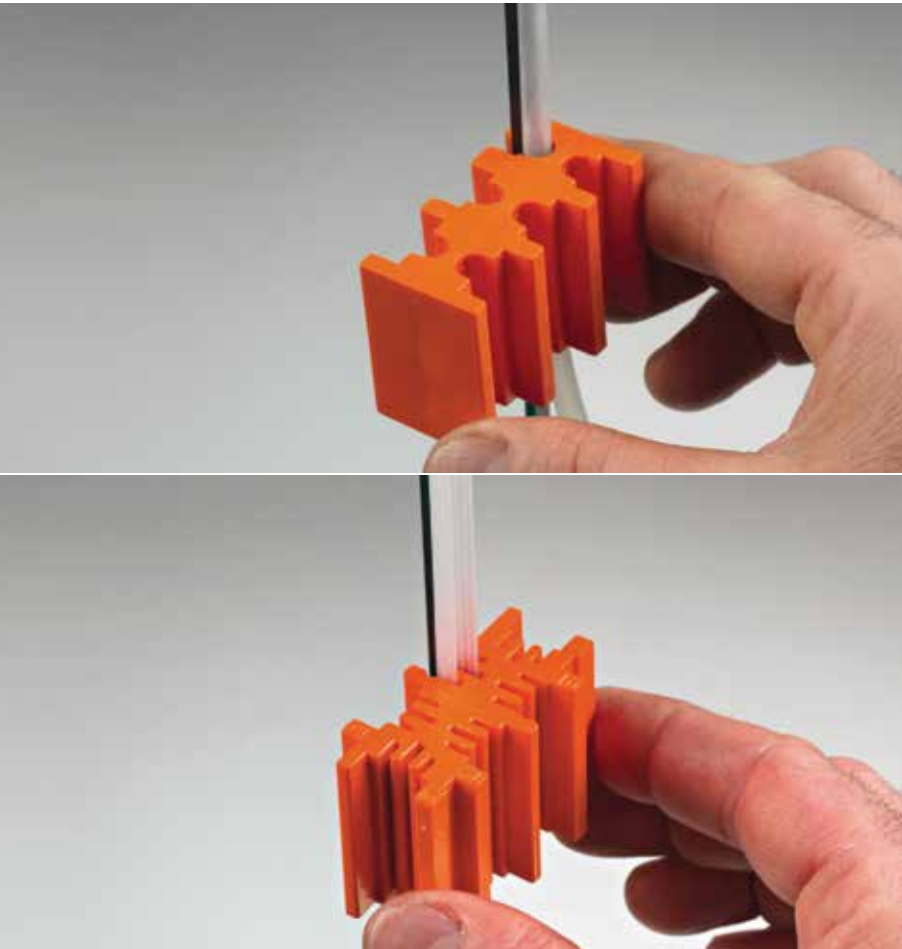
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Logli Massimo Glass System Technology

Lincoln Sentry is proud to introduce this exclusive and unique range of glass edge seals supplied by Logli Massimo to the Australian glazing market.

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George Fethers & Co Launch HERO-E 80



George Fethers & Co have just released their new clear monolithic Low-E glass, HERO-E 80, suitable for all IGU manufacturers looking to stock a high-quality product and process to order. It is an extremely versatile product.

'HERO-E 80 is perfect for those who want a premium product at an affordable price,' said Tom Perkins, George Fethers & Co National Sales Manager (Glass Division). 'It's ideally suited for small to mid-size residential projects. No edge deletion is required with HERO-E 80, and the same stock can be used annealed or tempered.'

HERO-E high-performance glass is exceptionally clear and neutral in appearance, and unlike most hard coat products, it doesn't have a problem with haze. HERO-E is perfectly suited for all encapsulated residential and commercial double glazed window, door and skylight applications, especially where passive solar gains are desirable; these rate very well under WERS.

'HERO-E is #2 and #3 surface compatible. It has a 24-month shelf life without needing a film or bag, and can be packed as loose jumbos or LEW loose/cases and laminated annealed or heat strengthened,' Tom says. 'HERO-E 80 comes in sizes up to 4mm 3660*3000; 5mm 3300*4880, 6mm 3200*6000, and 8mm 3200*6000. There's also a short delivery time of five weeks, which is a real bonus, removing the need to hold large quantities of stock. Our new range of quality HERO-E 80 ticks quite a few boxes for Australian IGU manufacturers, so it's an exciting development for our market.'

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Good Business Practice Includes Taking Care of Yourself



Most working environments can be stressful at times, but running your own business or working as a sole trader can present some additional challenges. That's why it's so important to take a proactive approach to your own health and wellbeing and confront any issues you might be facing head on. Understanding the warning signs and recognising when someone might be in trouble will also help you keep an eye out for colleagues and mates who might be struggling.

If you own your own business, some of the additional workplace pressures you might experience include:

- Long hours and an intense working environment
- Blurred boundaries between work and home – perhaps due to responding to business calls and emails out of hours.
- Isolation – you may not have someone to share business worries with or someone

who understands the demands of running a small business

- Pressure to manage ongoing cashflow and financial issues – chasing invoices and feeling concerned over where the next job will come from
- Holding multiple roles within the business
- Responsibility for the overall business and its success, and also to employees and family who depend on its success.

Some of the common signs to look out for, that might indicate that you or a colleague are experiencing unhealthy levels of work stress, include:

- Difficulty concentrating on tasks
- Fatigue and exhaustion at work and at home
- Being unusually tearful or emotional
- Getting angry easily or frustrated with tasks or people

- Drinking alcohol to cope
- Finding it hard to make decisions
- Avoiding social situations.

If you recognise some of these signs in yourself, you aren't alone. There are many things you can do and steps you can take to help ease the pressures that come with being a business owner.

These include:

- Maintaining a healthy lifestyle – eating healthily, exercising, getting enough sleep, and avoiding harmful levels of alcohol and other drugs.
- Where possible, avoid checking your email or answering work calls out of hours, especially late at night.
- Make sure you set aside time for the things you enjoy, such as listening to music or playing sport.

- Spend time with family and close friends, and accept social invitations, even though it might be the last thing you feel like doing.
- Stay connected with people, as it helps boost your wellbeing and confidence.
- Acknowledge your achievements and what you are doing well.

If you are struggling with work demands, or another area of your life such as relationships or parenting, and it is affecting your work or business, speaking to a friend, GP or a health professional is the best way to help yourself get back on track.

If you're worried about a mate or colleague, don't worry about saying the wrong thing. Having a meaningful conversation and openly asking them how they're feeling is the best way to help.

For more information on understanding and managing workplace stress and taking care of yourself at work, visit the Heads Up website at www.headsup.org.au

For practical advice on how to support a colleague, co-worker or friend, visit

beyondblue Support Service

☎ 1300 22 4636

✉ Email or chat online

www.beyondblue.org.au/getsupport



Other useful resources:

Taking care of your mental health at work: www.headsup.org.au/taking-care-of-myself-at-work/managing-stress-workplace

<https://healthyfamilies.beyondblue.org.au/pregnancy-and-new-parents/dadvice-for-new-dads/take-our-stress-test>

Mental health professional are available 24/7 at the beyondblue Support Service – 1300 22 4636 or via beyondblue.org.au/get-support for online chat (3pm–12am ADST) or email responses (within 24 hours).

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Corpus Christi Gymnasium, West Perth Glass

> Text by Tim Roberts, Photography by Elana Halvorson



The award-winning new Corpus Christi College Gymnasium is a strikingly innovative building, constructed to an incredibly high finish. The facility floored the judges of the WA 2016 Design Awards, who were particularly impressed with the diverse combination of glazing elements working in synergy. Tony Ansell, Director of West Perth Glass, discusses the project's standout features.

The gymnasium is packed with innovative solutions, including segmented windows, frameless pivoting doors, powered louvred walls and raking windows. 'The building is central to the school community, with the gym extensively used and widely appreciated by students,' says Tony. 'The modular upstairs classrooms feature bi-folding doors and Lotus operable walls, creating a flexible multi-purpose floorspace.'

Precise engineering and considered colour design provide Corpus Christi Gymnasium with its memorable appearance, featuring fittings and finishes of the highest quality. 'The detailing extends all the way

through to the school-themed colour scheme, with burgundy cladding forming a striking contrast with the silver frames,' Tony says. 'This distinctive palette is complemented by the segmented windows, with precise curvature artfully complementing the gymnasium's internal staircase.'

The frameless pivoting doors in the modular classrooms are engineering marvels, with all the attendant logistical challenges. 'We had to install self-mating mullions to ensure the framing was correctly rated to the wind loads and deflection,' Tony notes. 'These doors are also sandblasted with the logo of Corpus Christi College, which we had only one chance to get right.'

The interlocking componentry posed its own difficulties including 'getting the segmented windows to work in conjunction with the large spans of flexing structural steel work,' Tony recalls. 'Several of these had to be installed in conjunction with self-mating mullions to meet



WA 2016 Design Award Winner
– Commercial Over \$50K





(Corpus Christi, continued)

the projected wind loads and spans; we also worked very hard to get the intricate sill detailing exactly right.'

Powered aluminium louvres are another inventive highlight. 'A lot of thought went into getting these perfectly straight, as their different frame thicknesses made them difficult to precisely align,' says Tony. 'The framing on the louvres was originally 100x44mm – but as the architect wanted these in 150mm Breezway Easy Screen, the adjacent frames initially didn't line up correctly.'

Ensuring a snug fit was thus a challenge. 'Sizing was a major issue we encountered with the louvers, as the frames turned out to be slightly too big when they arrived,' notes Tony. 'Fortunately, with some persuasion, we managed to make them all fit.'

This was just one of the many challenges encountered and solved by West Perth Glass during construction. 'We engaged with a range of design and technical issues while working on the Corpus Christi Gymnasium, to ensure we achieved the result we were seeking,' Tony reflects. 'Extensive measuring needed to be done throughout before the concrete was poured, due to the building's angular design. We had to ensure that all the mullions and transoms lined up with the different concrete levels, both vertically and horizontally.'

'Everything required a high degree of precision – if the concrete dimensions came in fractionally too high or too low, the project wouldn't have worked as planned. Many of the corners also feature mitred edge frames, which had to be screwed together before the glazing was siliconed into place.'

As expected, safety and compliance were made top priorities in this school facility. 'The building was constructed to BCA, AS 14.28, AS/NZ 1288, and AS 1170.2.2011 standards, as well as human impact codes (including disability compliance),' says Tony.

The light-filled interior space offers major benefits for students. 'The huge expanses of glazing introduce extensive natural light into the main gymnasium area, providing an ideal visual environment for sporting activities and competitions,' Tony says. 'It was gratifying to work with the builder EMCO Constructions on such a high-specification facility, which provides a dynamic learning environment for students and staff.'

The educational amenities of Corpus Christi Gymnasium are perfectly integrated with the building's structure. 'The upstairs area includes a

weight training session area with a massive mirrored wall, which we were responsible for installing in addition to the showers and mirrors for the bathrooms,' Tony says.

Glazing was selected by West Perth Glass for its high efficiency. 'We installed Low-E glass throughout, to filter out UV and minimise solar heat gain,' Tony notes. 'This worked productively in concert with the powered louvres, which can be manipulated to purge heat and allow fresh air to enter, providing a healthier environment for the students.'

The glazing specified initially was subject to some discussion. 'The architect initially specified that a lot of the glazing should be 6.38mm and 10.38mm ComfortPlus Grey,' says Tony. 'Based on our experience with materials, however, we suggested changing to EnergyTech Grey to prevent thermal cracking. They understood the benefit of our professional input, and were very accommodating.'

The tight schedule left little room for delays. 'Everything happened inside a fairly rapid six-month timeframe, which was difficult but ultimately achievable,' Tony says. 'Key to the project's success was our productive collaboration with EMCO Construction and EIW Architects, both of whom offered invaluable assistance and accommodated our requests. The running of the project was left to us; we also received valuable feedback during weekly meetings, where we discussed how our plans were unfolding.'

The level of thought that has gone into the project's design and construction led to the Corpus Christi Gymnasium being honoured twice at the 2016 WA Design Awards. 'We nominated the gymnasium for Best Commercial Project Over \$50K, which it won; the independent board also awarded it Best Project Overall, which was an amazing additional honour,' Tony remembers.

West Perth Glass is headed for further recognition. 'We've been nominated for five awards this year, including a major school (for which we contributed six buildings), a residential house, and a smaller façade, to a tilt up panel airport hangar,' says Tony.

The accolades received for Corpus Christi Gymnasium may be the first of many for this intensely future-focused company. **GA**

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Fitout of the Future – Powersports Building

> Text by Tim Roberts, Photography Kevin Austin Visual Expression

The Powersports building, for which JH Glass Innovation Pty Ltd. won the AGGA Queensland, 2016 Commercial Under \$50K Award, impressively showcases modern framing and glazing technology. CEO John Hyde outlines the genesis of this gleaming renovation.

The new glazing system installed gives the business an instant identity boost. Featuring full-height frameless glazing with stainless steel spider clamps, these sensitive modern additions complement this renovated building's contemporary style. The company's branding is highlighted against the elegant minimalist backdrop.

Incorporating advanced technology into an antique shell was an irresistible challenge for JH Glass Innovation. 'This was a refurbishment of a 50-year-old building, which had fallen into a state of dilapidation,' John says. 'As the main foundations were solid, the owners asked us to bring it into the modern age.'

The team at JH Glass Innovation provided the client with several ideas about the project's possibilities. 'The client's original idea was to go with a standard shopfront,' John says. 'However, we quickly realised that the project had significantly greater potential.'

'We soon convinced the clients to go with something more elaborate – a curtain wall frame with spider fittings and frameless wall panels, aiming to present the building's interior in a far more striking light,' he continues. 'Due to the extent of the renovation, the showroom as you see it today is barely recognisable from the original building.'

The immense size of the glazing sheets used in the front entrance made for a highly demanding construction process. 'We used 4.5 metre glazed panels for the large frameless automatic door entry,' says John. 'The expanses of glazing really lift the entrance and interior, giving them a luminous look.'

During construction, the team had to overcome a taxing challenge with the entrance area. 'The way in which we had constructed the steel support beams initially obstructed the front door portal,' says John. 'To solve this issue, we created a glass portal to be fitted internally to the steel frame, a solution which involved securing the front glazing sections to the frames with stainless steel pins.'

The glazing used on the front wall is highly specialised. 'We used custom 17.52mm single-glazed clear laminate, with all materials supplied by Polytron,' John notes. 'The glazed sheets are fastened with 250mm 4-way stainless spider fittings, and the doors are constructed of 19mm clear toughened frameless glass.'

JH Glass Innovation pulled out all the stops to ensure that the streamlined appearance of the entrance continued throughout the interior. 'We painted the portal panels in the same colours as the

→



QLD 2016 Design Award Winner
– Commercial Under \$50K





(Trinity Powersports, continued)

steel framing, so that people could see right through to the rear of the building,' John explains. 'We've replicated that successful aesthetic decision in our latest collaborations with the builders – a Lexus showroom and a Hyundai dealership, the latter featuring 9-metre curtain walls on spider fittings.'

The JH Glass Innovation team went to great lengths to ensure a uniformly sleek appearance, to the extent of hiding all componentry that threatened to break the clean lines. 'Because we incorporated a frameless overpanel, we initially had nowhere to conceal the wires from the external doors,' says John. 'To solve this problem, we drilled the centre out of the spider point fixings and threaded the wiring through that cavity, a technique which worked beautifully.'

One existing feature of the building made the company's task easier. 'The building's entrance has a large awning shading the interior, which was installed relatively recently,' John says. 'While the interior originally received a high degree of light and sun, the awning's effective elimination of direct sunlight prevented us from having to use tinted glass in the entrance.'

Ensuring the window system gelled with the building's rustic shell was difficult. 'Much of the challenge when working on old buildings like this one is coordinating the desired result with the builders,' says John. 'We had to be very clear regarding how we wanted to use the structural steel framing, because everything works best when it's level, plumb and square ... but that was hard to achieve in a 50-year-old building that originally looked like the Ettamogha Pub!'

JH Innovation Pty Ltd. was responsible for many other notable elements of the new fitout, including all aluminium composite cladding. 'Because the external walls and cladding levels had sunk substantially over time, there was substantial variation over the course of the length of the batons,' John points out. 'To address this, we had to bash all the batons out from 80mm to nothing over a 30-metre run. By precisely evening these out, we ensured they would marry perfectly with our glazing channels to achieve that nice sharp line of vision we were seeking.'

The project had to be completed to a tight timeframe. 'We worked on the Powersports building for about five weeks, from the time we began stripping everything back to when we signed off on it,' says John. 'It took us a little bit longer than usual – although there wasn't a huge volume of glazing in comparison to a couple of our other projects, making the entire building look sharp and straight was a lot of work!'

The feedback has been amazing. 'The clients couldn't believe the difference,' John recalls. 'They told us that they wanted to have



Before



After

everything done before Christmas, and were rapt that we were able to get everything over the line in the allotted time to such a high standard. Of course, this was aided by the fact that we were able to work so closely with the builders.'

This job will remain in John's mind as a unique challenge. 'While it wasn't one of the most intricate projects we've ever done, the sheer extent of the transformation makes our achievement quite special in my view,' John reflects. 'Incorporating the glass and the portal gives everything a really sharp, clean line. We've used that as an effective selling point on several projects since, as more and more people seek this futuristic finish.'

With such spectacular results, it's not hard to see why the company's sleek aesthetic is setting the standard for others to follow. **GA**



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Guardian Glass Welcomes New Territory Sales Manager



> Lachlan Stanton

Guardian Glass welcomes newly appointed Territory Sales Manager Lachlan Stanton, who joins Gilbert Chamoun, Michael Ward and James Kercher as the newest member of the Australian & New Zealand Guardian team.

Lachlan's career began with a Bachelor's Degree in Architecture from the University of New South Wales, and continued to develop over six years in the industry working for multiple Sydney-based architecture studios. Experienced in everything from small-scale residential projects to large multi-million

dollar commercial developments, Lachlan is bringing his knowledge of design and specification to Guardian Glass.

Lachlan's major role will focus on educating architects through formally accredited presentations, aiming to be the first port of call for all designers in Australia when it comes to the specification of Guardian's high-performance glass.

Lachlan can be contacted via email on lstanton@guardian.com

Glaston Appoints New Regional Service Manager



> Konstantine Petrov

The Glaston Australian team are delighted to announce the appointment of Konstantine Petrov as Regional Service Manager for Glaston Finland Branch Office, to be based in Sydney.

Konstantine Petrov commenced employment with Glaston in early 2000, in a role as Service Manager for TAMGLASS Russia, based at the TAMGLASS office in Moscow. He was responsible for overseeing TAMGLASS service operations in Russia and throughout the former Soviet Union states. Konstantine brings a depth of experience to the Glaston team in Australia, with in excess of 16 years' experience working with leading glass processing machinery, including several years operating tempering lines. Many of Glaston's Australian customers will have met with Konstantine when he was based at the

Glaston Singapore office from 2006 – 2009, also servicing our region.

'I'm very happy to land Down Under, and am looking forward to sharing my knowledge and expertise with all our Glaston regional customers. I'm passionate about dedicated scheduled equipment services and technical support, to ensure our customers maximise their production efficiencies, and further build on their reputation for high-end quality glass production. In all we do at Glaston, our aim is to ensure our customers are favoured with the very best experience possible. I hope my new role will further enhance this experience,' says Konstantine.

For further information, email Konstantine.Petrov@glaston.net

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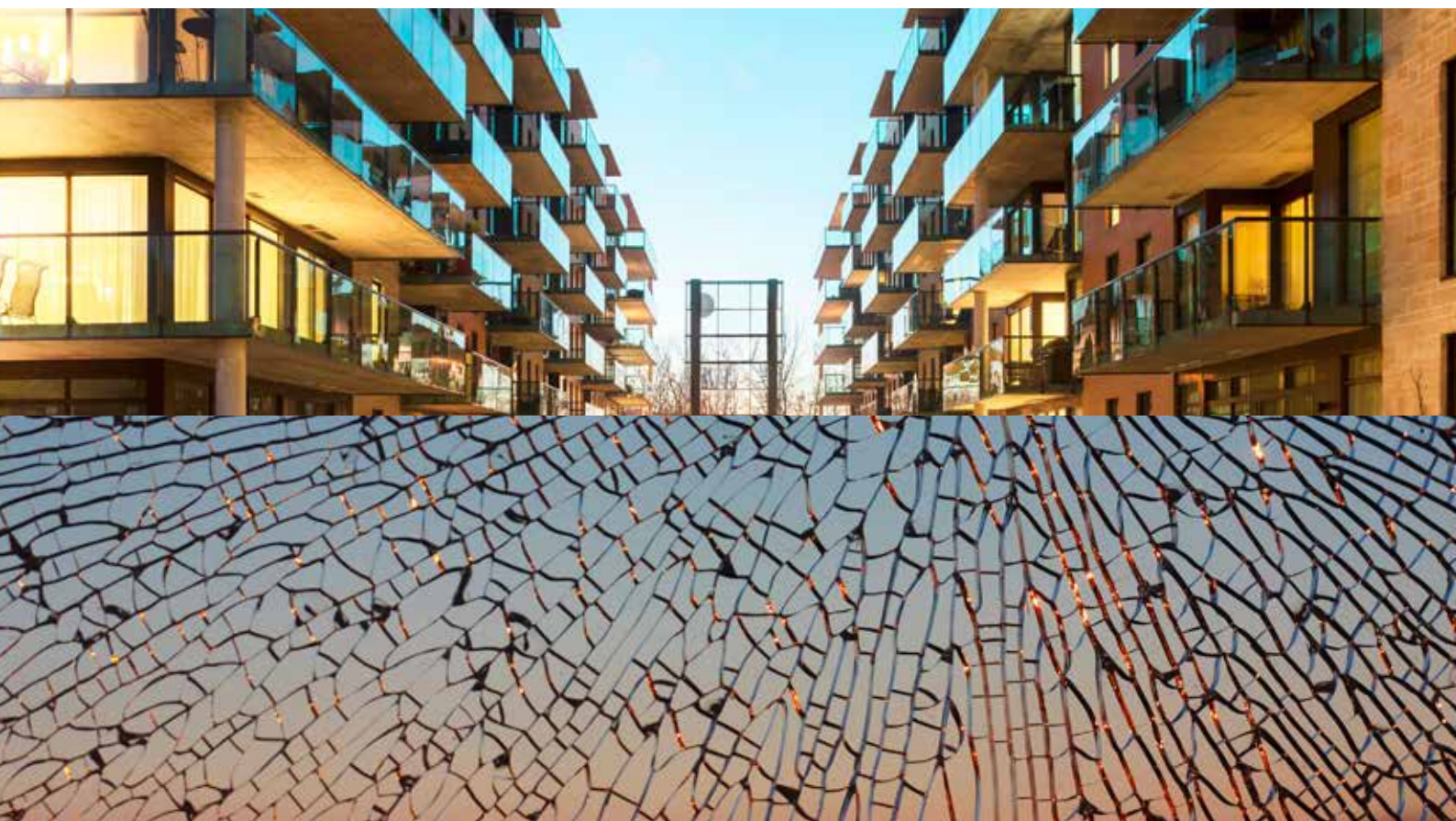
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AGGA NSW Awards Night

Friday 2 June saw AGGA NSW take its Annual Awards Night into the city centre of Sydney for the first time. The evening coincided with the spectacular VIVID Sydney and enticed many attendees to spend the weekend in the city and enjoy a relaxed mini break.

As part of G.James's 100 Year – One Family celebrations, we were fortunate to have G.James become our Naming Sponsor for the event.

We were also fortunate to have both Express Glass & SafeWork NSW as Gold Sponsors, with the Australian Glass Group and Viridian supporting the event as Silver Sponsors.

Bent & Curved Glass, DecoGlaze, Flat Glass Industries, Gleco Enterprises, OGA, Sydney Glass and Watson Glass all supported as Bronze Sponsors.

Peter Rowsthorn was our MC for the night, and presented all of the Awards as well as a comedic spot during the evening.

The G.James 100 Years – One Family theme was carried through most of the night, with many of our award recipients coming from family companies and accompanied by family members on the night to assist in celebrating their achievements.

The 276 guests in attendance represented a new high for the Association's major event, with some companies attending for the first time and regulars bringing along more staff, family and customers.

Definite highlights, apart from the Glazing, Apprentice and Safety Awards, were the Individual Awards: both our Glass Person of the Year, Sandro Ianni, and our Service Award recipient, Vince Certoma, were very popular winners with both having emotional supporters in attendance.



Michael Pascoe - General Manager NSW Glass Operations G.James

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AGGA NSW Award recipients were

The Best Use of Glass in

A Domestic Project valued at less than \$20,000

– Palmers Glass Pty Ltd – Luddenham Wine Cellar

A Domestic Project valued at over \$20,000

– Bent & Curved Glass – Waverley House

A Commercial Project valued at less then \$50,000

– Wellfix Glass & Aluminium – Heineken Bar, International Airport

A Commercial Project valued at over \$50,000

– Gerry's Glass Pty Ltd – UTS

Glass Person of The Year – Sandro Ianni

Service Award – Vince Certoma

Apprentice of the Year – Ryan Almond – Lindsay Almond Glass & Aluminium

Runner-up – Blake Willingham – Protec Glass & Aluminium

A fabulous evening was had by all. Congratulations again to all our award winners, and sincere thanks to our generous sponsors.

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AGGA Exhibit at DesignBUILD Sydney –



>Tony Pearsall – AGGA NSW Secretary, David Burley – Glass24/7

DesignBUILD is acknowledged as the trade event to attend for the architectural and design industry Australia-wide. Hosted at the International Convention Centre in Sydney in early May, DesignBUILD attracted a large audience of many thousands over the three-day event.

DesignBUILD was a great success for the AGGA, and it certainly gave us good exposure to a diverse and wide audience.

From a statistics perspective, we managed to talk to over 400 people who came to visit the stand.

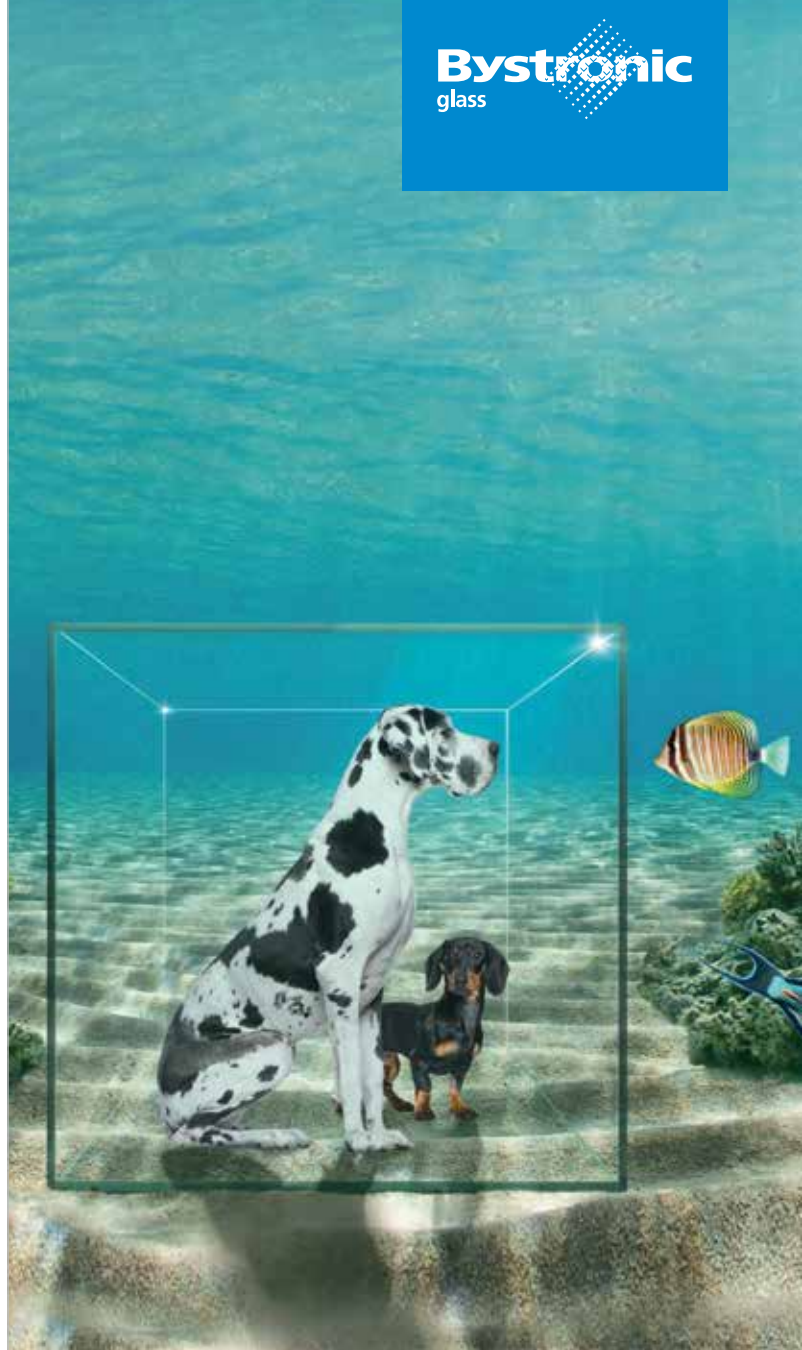
The audience included interior designers, design students, architects, specifiers, assessors, auditors, builders, contractors, the construction industry, Government agencies, TAFEs, key decision-makers and the general public.

Enquiries ranged from what type of glass to use for certain environments to understanding the difference between Low E, double glazing, thermal and acoustic glazing solutions, as well as many enquiries on balustrading, training for glaziers, safety issues, how to know if a company is compliant, Australian standards to look for, insurance, and the issuing of certificates.

The Accredited Company Program was definitely of interest to the audience, especially in an overcrowded (and not necessarily fully compliant) marketplace.

DesignBUILD is definitely on our radar for 2018, and with industry support we hope to again participate in the event to be hosted in Melbourne.

Thanks to the following who helped out at DesignBUILD:
Tony Pearsall, Greg Storie, David Burley, and David's wife, Jackie.



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IGMAP on the Move

> Jamie Rice – Chair

To further support Australian IGU manufacturers, IGMA in collaboration with LISEC are jointly funding a new IGMAP administrator role to underpin IGMAP, IGMA's quality approval program that encompasses product, process and auditing. Lee Thurbon has been appointed to the part-time role (taking up the position in July), assisting IGMAP members to achieve world-

class manufacturing processes, ensuring their end product is fully compliant. Lee will also conduct site audits, visiting members to ensure compliance to the IGMAP program.

**For further information, email
IGMAP_Admin@agga.asn.au**

IGMA Update

After a significant delay while the Australian Standards committee, (BD-007) was reconstituted, IGMA is please to advise members that a project kick-off meeting has been scheduled in July. BD-007 will meet to consider the amendments to AS/NZ 4666 proposed by IGMA. Changes proposed include the introduction of testing for integrated (foam) spacer units in Australia and gas retention.

AGGA Technical Sub-Committee Update

> Jamie Rice – Chair

The TSC continue to work on a number of projects, all of which are driven by requests directly from members. The TSC has been recently joined by Russell Harris from the AWA. Russell brings an enormous amount of industry experience and knowledge to the TSC. His participation shows how both associations can benefit by working more closely together.

The TSC has provided feedback to both the AGGA NSW on the 'Explanation of AS/NZ 1288 Handbook' and the AWA 'Glass Industry Handbook'. The TSC has also been providing the AGGA Training Department with technical support for a number of the training packages currently under development by AGGA.

By the time you read this, the AGGA Technical Note on Tropical Cyclones and Glass should

be available to download from the website. The release of the TN has been delayed by changes to the building requirements in cyclonic regions.

Also scheduled for release is a Technical Fact Sheet on the confusing issue of 'Glass Requirements in Family Day Care'.

Contact AGGA on 03 8669 0170.

AGGA Marketing Sub-Committee Update

> Justin Jays – Chair

Accredited Company Program (ACP)

It was reiterated at the recent Marketing and Communications Committee meeting that the Accredited Company Program is the number one single focus. Members of the Committee will channel their attention on how best to get members fully accredited within the extended timeframe of June 2018.

There are several items that need immediate attention, and these are:

- Current Collateral – all existing collateral is being reviewed and updated to reflect the changes to the Master Glazier component as well as simplifying the ACP message, especially around the areas of funding and what deliverables need to be put in place to get companies fully accredited.
- ACP Flipbooks – although they have received positive feedback, it was agreed to create something more manageable and palatable for the target market with the focus on 'What's In It For Me?' Therefore, the M&CC are seeking testimonials and actual case studies as the key message.
- Website and Social Media – the information on both sites will reflect the updated changes to ACP messaging.

- Find A Glazier – this is proving to be a very useful asset, and the search by kilometres will now be extended to capture those glaziers in more remote areas.

GA17

AGGA National Conference Planning is well underway for GA17, and we have secured some very interesting high-level speakers. The program is shaping up to be very topical and informative, and delegates will also hear what's happening in the international arena through our glass equivalent associations. Registrations are now open – so be sure to register now and not leave it to the last moment.

Trade Shows

We can report that attending both the HIA Melbourne Home Show and DesignBUILD was a great success. Being able to reach out to such a diverse audience, and create awareness of AGGA's existence of what we actually do, was well worth the effort. The Accredited Company Program was definitely of interest to all, especially now in an overcrowded, highly competitive and not always compliant marketplace.

Thanks to the following who helped out both in Victoria and New South Wales: Justin Jays,

Nicole Siccaro, Jason Whittingham, Tania White, Geoff Rankin, Kevin Taranto, Tony Pearsall, Greg Storie, David Burley, 'and David's wife, Jackie!' We will definitely do it again.

Consumer Collateral

Based on the feedback we received from the Trade Shows, it's clear that we need to produce more consumer-focused materials as well as easy-to-digest technical fact sheets such as what type of glass to use for certain environments, understanding the difference between Low E, double glazing, thermal and acoustic glass, as well as a lot of enquiries on balustrading, training for glaziers, safety issues, how to know if a company is compliant, what are the Australian standards to look for, through to insurance and the issuing of certificates.

Case Studies

A reminder that all the case studies that have been published in GA Magazine over the last year are now available to view on the AGGA website at www.agga.org.au

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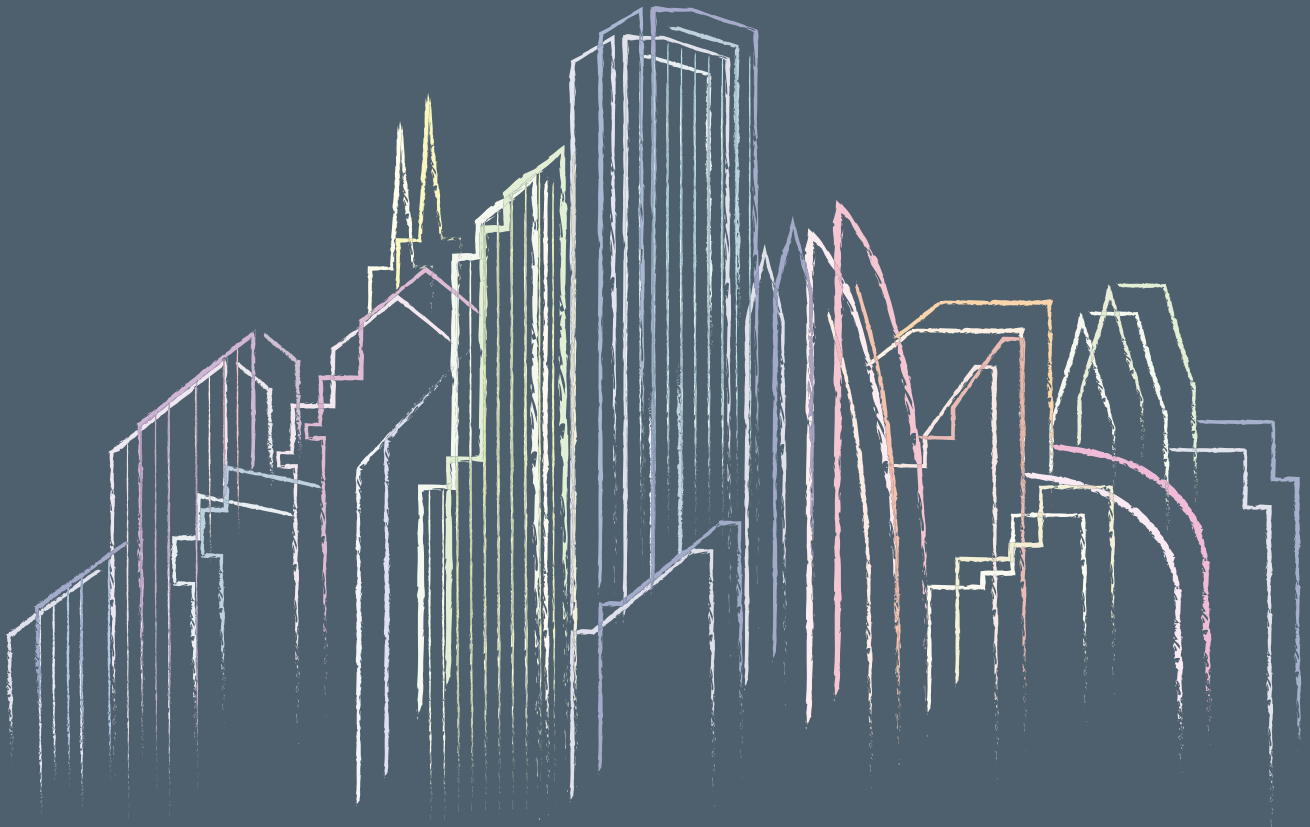


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Time to Sign Up for AGGA Membership

The Australian Glass and Glazing Association (AGGA), the peak body in the national glass industry, is a member-based organisation representing the interests of glass manufacturers, suppliers, processors, wholesalers and importers throughout Australia. As a national body, AGGA's strength and advocacy relies on the support of its state members.

Why?

If you're not a member of AGGA or our state affiliates, you should be. The AGGA offers a wide range of member benefits designed to make compliance with government obligations easier and to maximise the competitiveness of your business.

The benefits include industry specific training and trade seminars, as well as access to the Accredited Company Program. Accredited member companies are able to strengthen their reputation by purchasing glass labels from the AGGA that bear the AGGA logo with your company's accreditation number.

Other benefits:

- Access to the members-only section of the AGGA website, with useful information on technical, safety and training issues
- Opportunity to participate in setting industry directions
- AGGA can advocate on behalf of your business to government and other regulatory bodies on matters relating to the specification, regulation and installation of glass.
- You'll have the opportunity to attend and participate in industry and networking events, including annual state and national conferences and educational seminars.
- As members, your business will be better informed and abreast with industry trends.

How?

If you're a registered business in the glass industry, joining AGGA is easy. If you are keen to take an industry lead and join the AGGA as a national member, first you must become a member of your state association (the state where your business is registered). State membership also provides valuable opportunities for every glass and glazing business. To do so, check out the state pages on the AGGA website at www.agga.org.au/states, where you'll find contact details, relevant information and links to individual state websites where you can download membership details.

AGGA and State membership covers glass manufacturers, processors, merchants, glaziers and suppliers of supporting machinery, services and materials. Its charter is to support the long-term viability of the Australian glass and glazing industry and establish the sector as a provider of safe, high-quality and sustainable glass & glazing products and services. As a member, AGGA can provide you with national leadership, coordination and representation on a range of industry issues.

You can expect AGGA to define and uphold robust industry quality, safety and customer service standards and promote products and services that meet these standards. AGGA is also committed to supporting companies in implementing good business practices and providing highly valued member services that address priority issues

Leadership, safety issues, quality control and sustainability of the glass and glazing industry are key platforms for AGGA and its member base.

For more information on joining AGGA, visit agga.org.au, call 03 8669 0170 or email your AGGA state office.

New South Wales: office@nswgga.org.au **Queensland:** gaaq@agga.asn.au
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industry is now available in Australia,' says Simon Ianni, General Manager Elegant I.G.

This innovative machine can complete an entire print cycle with unrivalled speed: eight seconds per square metre, including positioning and unloading. Tecglass offers

the ideal solution for mass printing of frames, logos, patterns and graphic motifs on all types of glass. The Vitro-Jet F Type prints at 1440dpi, the highest resolution currently available, it can load up to 10 colours, switching effortlessly from one ink to another without the need to stop production. The print carriage does not need to be reconfigured, nor the print heads reset for new jobs.

'The completely automated glass handling system ensures the utmost efficiency and precision throughout the entire process,' says Simon. 'This results in even more effective and exact application of ink, elevating the quality of the final product.'

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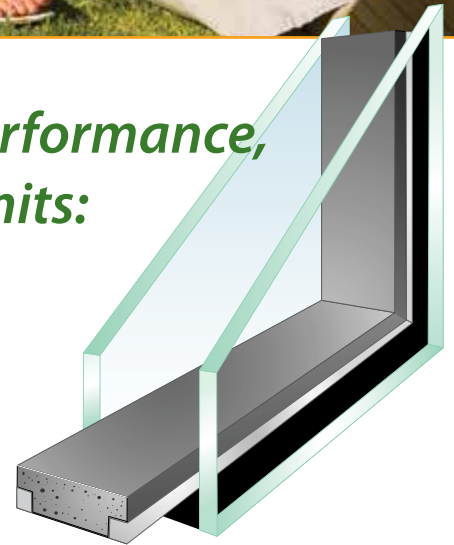


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Dave Ablett Retires After 52 Years in the Glass Industry

One of the most experienced and knowledgeable members of the Australian glass industry is retiring – Dave Ablett has decided to 'pull the pin' at the end of this year, having worked solely in the glass industry for 52 years. Dave will be missed by his customers, workmates and contemporaries alike, as he is a well-liked and highly respected member of the industry. His friendships and contacts number in the thousands around the country, and around the world.

Dave commenced his career as an apprentice at the age of 15, with E. L. Yencken & Sons in the trade of 'flat glass working'. He completed his apprenticeship with honours and had the distinction of being Apprentice of the Year in 1968. It was all go from there. In his early career at Yencken Glass, he worked his way up from an onsite glazier, leading hand,

supervisor, and factory manager, to finally be appointed as the National Production Manager.

When Dave started work, it was nothing like our highly automated glass processing factories of today. Dave's career has seen many changes in the industry and technology and innovation have always fascinated him. In 1986, after the sale of Yencken, Dave joined Neil Searle and the team at Overseas Glass Agencies as Sales Manager. Neil commented that 'Dave was a natural machinery salesman with a friendly, knowledgeable attitude that was a key factor in OGA's success over the years. He is a close friend, confidant and an outstanding asset to OGA. My staff and I will miss him greatly.'

Unrelenting in his desire to continue learning and fuelled by his enthusiasm for the industry,

Dave has travelled extensively, representing OGA at all the major glass industry events in Europe, China and Australia.

Dave is considered by his colleagues as one of the most trusted, reliable, and honest gentlemen in the industry. Today's apprentices joining the industry could do well to take a leaf out of his book – maintain a desire to keep learning, build relationships, deploy a strong work ethic, and most of all – love your job.

Having been happily married for over 45 years, Dave and his wife Sheila are both looking forward to many enjoyable years ahead, caravanning, boating and spending valuable time with family, which includes their ten grandchildren.

We wish Dave all the best for a long and happy retirement.



> Dave Ablett

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HIA Home Show – Melbourne a Great Success

> Jane Docherty - AGGA Membership and Communications Manager

HIA Home Show – Melbourne

The HIA Home Show is a much-anticipated annual event for the building industry, and was hosted at the Melbourne Exhibition Centre, Southbank in April.

In response to member feedback, AGGA exhibited for the first time at this consumer event, fully utilising the opportunity to increase awareness of our Accredited Company and Master Glazier programs, providing valuable information to consumers on the importance in selecting the right glass and also heightening the role of the AGGA.

We certainly came away from the event feeling the huge effort was justified and definitely worthwhile participating in. Foot traffic was constant, and our AGGA team on the stand collected valuable feedback to share.

On a positive note, the majority of people who are building new homes or renovating are planning to install double glazing. On the negative side, they generally believe IGUs will resolve all acoustic problems. They have little knowledge on different glass types and how they can be used for different applications and orientations, including improving comfort and energy efficiency.

From our observations, many designers, architects, window fabricators and energy assessors are not well-informed enough on the variety of glass options to inform their clients accurately.

Consumers are searching for good independent advice on glass types, and do not want to rely on or have confidence in suppliers providing this information.

We also invited visitors to our stand to participate in a survey to establish what key considerations were important to them when buying glass and undertaking glazing



> Tanya White – Melbourne Safety Glass, Warren Overton – AGGA, Justin Jays – Viridian

services. We asked them to rank the key factors by importance 1 to 5. Interestingly, price was far from the top.

Technical Knowledge	4.69
Warranty	4.68
Compliance Certification	4.63
Safe Work Practices	4.60
Experience	4.59
Customer Service	4.54
Qualifications	4.51
Price	3.99

- 97% indicated a preference to use a company that had met the requirements of the Accredited Company Program
- 89% indicated they would be willing to pay more for the services of an Accredited Company member. The average additional amount they were willing to pay was 13%.

AGGA is now looking forward to attending HIA in 2018.

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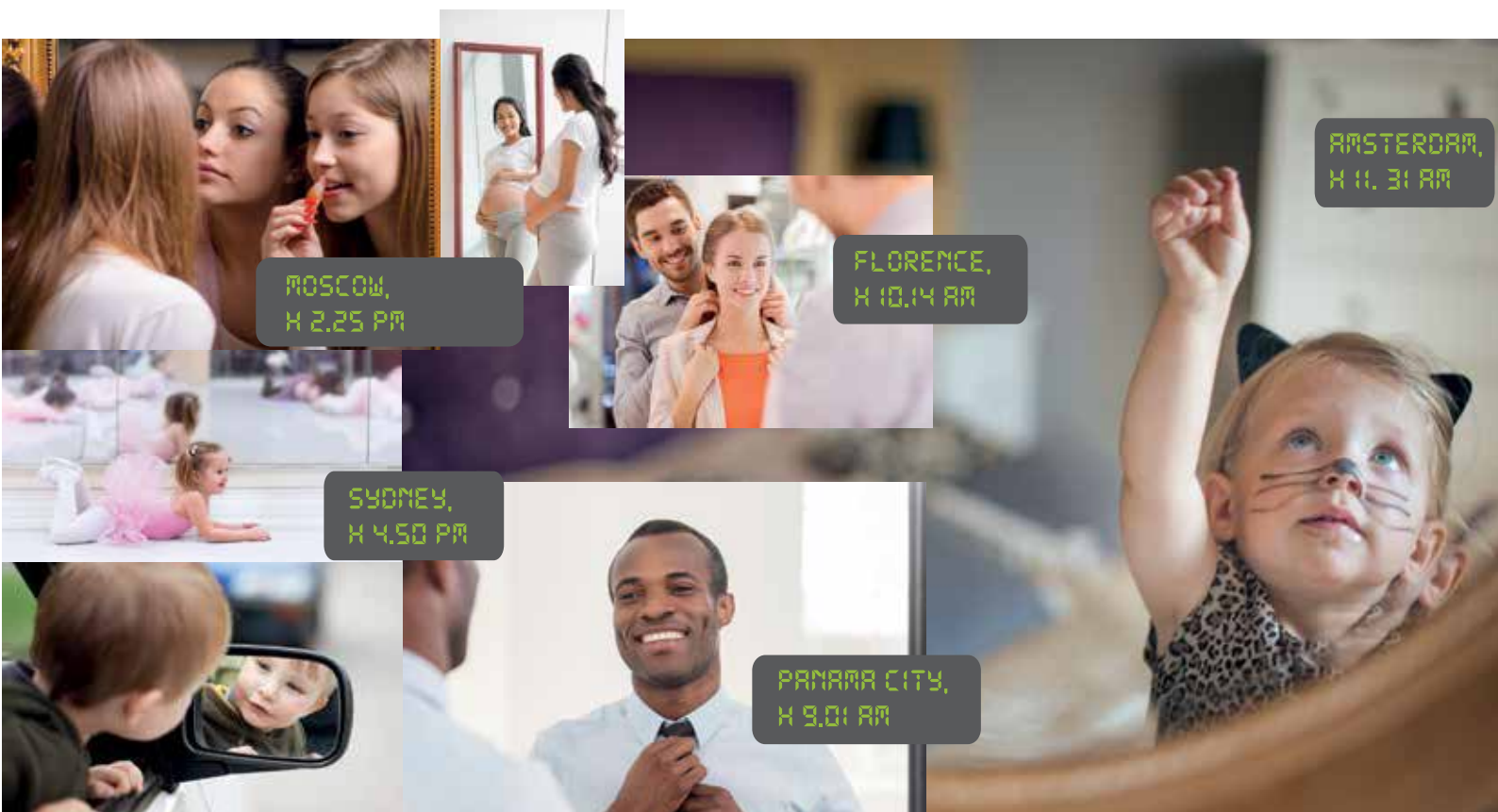
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State Event Calendar 2017

QLD

- **AGM** – 13 September
G.James Glass & Aluminium
- **Golf** – 6 October Gainsborough Greens
Resort Golf Club

WA

- **GWAWA Industry Dinner** – 5 September
- **GWAWA Golf Day** – 20 October
- **GWAWA Christmas Function** –
24 November

SA

- **GGASA General Meeting** – 21 September

TAS

- **AGM/General Meeting** – 25 August
Hobart Venue TBA
- **General Meeting and Golf Morning** –
20 October Riverside Golf Club

VIC

- **GGAV Awards Night** – 4 August
Zest Restaurant Holmesglen Tafe
- **Adv AS/NZ 1288 Training** – 4 August
- **GGAV Meeting** – 9 August Holmesglen
- **GGAV Meeting** – 13 September Holmesglen
- **GGAV Meeting** – 11 October Holmesglen
- **Golf Day** – 20 October Churchill Park
- **GGAV Meeting** – 15 November Holmesglen

NSW

- **Full Committee Meetings** – Held
bi-monthly on the first Tuesday
- **AGM & Golf Day** – 27 October
Bankstown Golf Club
- **Regional AS/NZ 1288 Training &
Members' Information Sessions**
Log onto the NSW AGGA website for
training dates
- **Greater Sydney AS/NZ 1288 Training**
as above

Don Blanksby Retires from AGGA Victoria

Don Blanksby's tenure in the glass industry has spanned multiple generations, and he has seen a myriad of changes throughout this time. Past heavyweights such as T&K Glass, DMS and Pilkington have come and gone from the Victorian landscape and are now replaced with the companies of today.

Now, after 32 years of service to what is now known as AGGA Victoria, Don is retiring as Secretary/Executive Officer of the Association.

Back in the 80's, when 3mm float glass was the norm, Don was a strong advocate for improved safety, training and greater technical standards. This is evidenced through the many firsts that he was involved in such, as the early AS/NZ 1288 training courses, online exams and setting clear ethical standards for members of the Association.

However, it is as an HR and Business advice sounding board where Don has really left his mark on the Industry. For businesses both large and small, Don is a familiar voice that has helped many people navigate the uncharted waters of employee relations and provide clear direction.

Stepping back into Don's history prior to glazing, he served with distinction in the Army, including Vietnam in 1967, and has had a diverse background from a general store owner through to the CEO of the Automotive Industry Training Council of Australia.



In terms of formal training, Don is a Fellow of the Institute of Company Directors and has completed a Postgraduate Diploma at Monash University in HR and Industrial relations. He has gathered many skills along the way, which have supported him well in his role as Secretary.

It is in sailing that Don's real passion lies, and he has had an even longer association with the Royal Brighton Yacht Club, since 1964. After his retirement from the Association, he is setting himself up for the World Sailing Championships in Perth in 2019!

None of Don's contributions to the Industry would have been possible without the support of his family – son Donald, daughter-in-law Mayumi, and his two delightful grandchildren.

We wish Don all the very best for his retirement, and thank him for a long-standing contribution to the Victorian Glass and Glazing Industry.



AGGA NSW State Report

> Greg Storie, President

Awards Night

The above event was held on Friday 2 June at Doltone House in Pyrmont within the Darling Harbour precinct. This was our 5th anniversary of Awards Nights, with the first four events being held in Parramatta. We decided to move this year's function into the city region, and this assisted the night in being the biggest and possible the best Awards Night we have held.

In 2016 we had 170 attendees, and our target for this year was 200. The room we were allocated at Doltone House had a capacity of 250, and so we believed our 200 would be suitably catered for.

Four weeks out from the event and we had reached our target number of 200 and enquiries were still coming in.

We managed to break all records when our numbers were finalised at 276 paid-for and actual attendances on the night.

The quality of projects that were submitted for all four categories was of the highest level. We also recognised our leading two apprentices, along with our Safety Award.

Finally, our two major individual Award winners were announced and the recipients were:

Service to Industry Award:

Vince Certamo, Gerry's Glass

Glass Person of the Year Award

Sandro Ianni, Elegant IG

I would like to congratulate all the Award Winners, and now challenge our Events Sub-Committee to bring a bigger and bolder event in 2018.

Please refer to the full list of Award winners elsewhere in this edition.

Annual Golf Day

This annual event will again be held at Bankstown Golf Club on Friday 27 October 2017.

Annual General Meeting

This event will be held at Bankstown Golf Club on Friday 27 October 2017.

Master Glazier Training

Our Master Glazier program has continued to grow, and our goal for the end of June is to ensure we have more people signed up. Marketing information has been introduced to various Executive Members, which will allow them to target a group of Members they have been allocated. We trust we will reach an acceptable level.

We recognised our latest two Master Glaziers at the Awards night and they are: Roland Rode – O'Brien Glass and Arte Arnesan – Viridian. I would like to congratulate both of these worthy recipients.



AGGA Tasmania State Report

> John Gofton, President

April and May have been relatively quiet months for the AGGA Tasmania association. This has been a good thing, as strong demand for glazing work across the state has kept member companies more than fully occupied.

At the General Meeting in early June, the Association hosted Mr Will Walker who spoke about the Accredited Company Program and changes to the Program that are being implemented as a result of feedback from the State Associations and other stakeholders. AGGA Tasmania welcomes the refinements and commend AGGA for continuing to review and improve this important initiative, that will, by accrediting skills, experience and industry knowledge, differentiate accredited members from others in the marketplace and position the industry to be recognised as a nationally licensed trade.

Members also reconfirmed their support of and commitment to the AGGA Tasmania Conference, agreeing that the next conference should again be hosted in Hobart on 2 March 2018. The Committee starts work on this shortly to ensure that the Christmas break does not interfere with the organisation and advertising. If you are interested in sponsoring or presenting at the next conference, please contact Katharine Overton on (03) 8669 0177 or AGGA aggatasmania@agga.asn.au

This month AGGA Tasmania says farewell to Tony McNally from Ultimate Showers and Robes, who is closing his business in Tasmania so that he can join his family in Melbourne. Tony has been a long-time member and supporter of the Association, and we wish him well for the future.

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Automatic height sensor, Collision Sensor, STM Edge laser

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GWAWA State Report

> Peter den Boer, President

The market remains soft; competition is assertive in an endeavour to try and obtain a share of a depleted flat market where we are seeing pricing bargained. The outcome is discounting of our established market prices where our products become a commodity. We see the continued emergence of unqualified smaller players and a growing trend towards completed imported product, some not compliant.

We note a major glass processor, Viridian, will exit our WA market space in July, which will impact the cut-to-size glass landscape.

Meetings

The Management Committee continue to work on the States Strategic Initiatives, most aligned with AGGA.

A key priority for the State Committee is the promotion of the Accredited Company Program and working with all our provisional Accredited Companies, supporting them to attain accreditation on each of the four pillars.

Events

Our Industry Day on 23 June focused on a range of topics, with 11 speakers supporting the event, from overseas, interstate and local. There were 85 participants.

A challenge for the Association is obtaining engagement from the smaller members. Disappointingly, our members with one to five employees are not attending these events, despite the content being specifically developed to assist them in their business decisions and growth. We can only encourage greater engagement with these members.

As the association is being responsible for membership value and participation, it is of concern that we are unable to get traction with this member group. We would encourage each to consider what it might be that they would see as having more value to them as members.

Will Walker, our AGGA Safety Support, remains available to any members who wish to seek assistance in safety issues and support in their Safety Management Systems. Patrick Gavaghan, the AGGA Training Manager, is also available to assist any members to support them in registering for either Certified or Master Glazier.

Social

Our Gala Awards night on Saturday 24 June, attracted approximately 200 attendees, and over 30 nominations for project awards.

The next social event will be our Golf Day and AGM, planned for Friday 20 October, at the Wembley Golf course.

Training – Save These Dates

- AWA – Advanced AS/NZ 1288 training – 1 Sept 2017

Accredited Company Program

There has been interesting member response to the take-up of glaziers registering in the Master Glaziers program with several registered and more in the process of doing so. We encourage you to take the opportunity to tap into the GWA sponsoring your registration fee.

We encourage all provisional accredited members to work toward completion of their four pillars by 30 June 2018.

We remain proud of our success in the Master Glaziers program

The 1st Certified Glazier in Australia – Campbell Pudney

The 1st Indigenous Certified Glazier – Adam Roberts

The 50th participant to complete the program in Australia – Gareth Henderson as a Master Glazier.

Membership – New members

- North Shore Glass
- Complete Window Systems Australia



GWAWA CONGRATULATE OUR 2017 AWARD WINNERS

Apprentice of the year 2017

- Brody Brickley from Mandurah Glass

PROJECTS

Winner Bespoke Glass Project

over \$10,000 Modern Glass
- Sisters of Mercy Frameless Doors

Winner Bespoke Glass Project

under \$10,000 Cooling Bros
- Catalina 'Wild by Nature' Sculpture

Winner Domestic Project under

\$20,000 WA Custom Glass - West Leederville Residence

Winner Domestic Project over

\$20,000 West Perth Glass - Cottesloe Residence

Winner Commercial Project

under \$50,000 Glasspower
- Mediterranean Shipping Company

Winner Commercial Project

over \$50,000 Modern Glass - Barbagallo Showrooms Facade

Winner Commercial Project

over \$500,000 Supreme Windows - Sarich Neuroscience Research Institute

Domestic or Commercial Internal Fitout over \$50,000

Modern Glass - Barbagallo Showrooms

PERSON AWARDS

Glass Person of the Year -

Alistair Black, Glasspower

Tradesperson of the Year -

Adam Roberts from West Perth Glass

Service Awards

There were 3 recipients:
Chris Fortune from Viridian,
Bob McGath from Jason Windows, Scott Rigney - Ikon Glass, Life Member - Vic Dale.

AGGA SA State Report

> Phillip Mauviel, President

Accredited Company Program – A First for SA

We are very proud to announce that SA Member Federation Glass has satisfied the requirements of all pillars, making them the first fully AGGA Accredited Company in Australia. Shane Sweet, Federation Glass's owner is presenting at GA17. Congratulations Shane!

Industry Awards Gala Dinner 2017

Another successful GGASA Gala Dinner and Industry Awards Evening was held on 7 July at the Adelaide Pavilion. Once again, our local industry was well-supported by generous sponsorship. A big thank you goes to this year's sponsors – Viridian, Chevron, Overseas Glass Agencies, Australian Independent Glass, DormaKaba, SafeWork SA, C.R. Laurence, Pivottech, MEGT and Guardian Industries.

Congratulations to Veronica Johns from The Glass Emporium, who was the deserving winner of the SA Glass Person of the Year Award for 2017, and also to our 2017 SA Glazing Industry Apprentice of the Year.

Well done to this year's nominees – Barossa Glass, Construction Glazing, Federation Glass, Gotcha Glass, Jim's Glazing (SA) and Mount Barker Glass for entering some truly outstanding and inspiring projects.

We wish our 2017 Industry Award Category Winners – Chevron Glass Group (Over 50K Commercial), Federation Glass (Over 20K & Under 20K Domestic) and Gotcha Glass (Under 50K Commercial) the best of luck with their winning State nominations for the National Awards to be presented at the Awards Dinner at the GA17 Conference in August.

GA17

Following on from this, I would like to encourage all of our SA Members' to attend the AGGA National Conference held in Adelaide this year on 17–19 August 2017. A special SA Members rate to attend the Friday and Saturday Plenary Sessions has been agreed to. This means our GGASA members can attend the information-filled two days for only \$300. This registration is only available to glazing companies who are GGASA members with five or fewer staff. This covers a two-day Registration (does not include the social functions, however these can be purchased separately). This arrangement has been negotiated to make it possible and affordable for GGASA members to be able to attend a conference like this, which they otherwise may be unable to justify.

AGGA SA extend a warm welcome to their new state member Brad Shillabeer from Peninsula Glass & Aluminium in Maitland SA.



> Veronica Johns - SA Glass Person of the Year 2017

AGGA QLD State Report

> Bill Leavey, President

We are still recovering in Queensland from the effects of cyclone Debbie. The cyclone caused extensive damage throughout the state, but as usual with these dreadful weather events there was and still is a lot of repair work for our Queensland glaziers.

We recently elected Peter Condon of Euroglass and 1st Glass to the committee. Peter's extensive experience and knowledge of the glass and glazing industry will prove invaluable.

We are now well into organising our major event of the year, our Glass & Glazing Industry Awards night on Friday 14 July. The committee has been very active in securing sponsors, and I am extremely pleased to report that we

now have the following sponsors on board:

Platinum Sponsor: G.James Glass.

11 Gold Sponsors: OGA, National Glass, 1st Glass, AGC, Viridian and Glass Machinery Imports, True Blue Glass, Thermal Insulated Glass, INGRAPHICS/Glass 360, NFK and TAFE Qld SkillsTech.

7 Silver Sponsors: Landson Glass, AWA, Glass Now, Trade Glass, Guardian, QMI Solutions and Alspec.

Safety Sponsor: Queensland Government Workplace Health & Safety Dept. This is the second year that the Queensland Government has sponsored the event, and we are very fortunate to have such a close relationship with this Government Department. A Senior

Inspector from WH&S will present the Glazing Safety Award.

This year's theme is a nautical one, and we are hoping to surpass last year's attendance of 272 to enjoy fine food, fine wine and great company. We have invited all state Presidents and their partners to join us for some fantastic Queensland hospitality.

We are once again planning for our Safety Spectacular to celebrate the Queensland Government Safety month in October. The Queensland Government WH&S Department gave great support in the form of a grant to help last year, and we hope the same will happen this year.





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AGGA VIC State Report

> Harry Pitaro, President

This will be a brief report, as there hasn't been much activity while we are transitioning between administrations.

The Committee is hard at work organising our Annual Conference and Annual Industry Awards Night which are both scheduled for Friday 4 August 2017.

The Annual Conference will consist of two sessions which will be running concurrently with limited places.

One session will be the highly sought-after AS/NZ 1288 advanced course. If you are looking to gain a good understanding of what's in the Australian Standard and how to interpret its contents, then this course is for you.

The second session will be an AS/NZ 1288 question and answer and discussion session covering those areas of the Standard that are open to interpretation and not obvious at first glance. This session is designed for those people who have already completed the AS/NZ 1288 advanced course, or who have a superior working knowledge and understanding of its contents.

Our annual industry awards dinner will be at Zest Restaurant on the night of Friday 4 August, and we intend recognising and rewarding those individuals who have made a contribution to our industry as well as those companies that have completed outstanding glass installations. Places for the dinner are very limited, and given the success of last year's Award Night, we recommend that you

book your tickets as soon as possible to avoid disappointment.

More information, as well as application forms for both the conference and Awards Night, will be distributed via email to those members and non-members on our database. (Members receive discounted pricing.)

If you haven't received any information, please send a request to info@ggav.org.au



Apprenticeship & Industry Awards

Friday 4th August 2017
Doors open 7pm, 7.30pm start
Zest Restaurant

Holmesglen TAFE Warrigal Rd Chadstone

Black and white theme

Tables of 10 = \$1,000 or \$110 per single ticket

Includes a gourmet 3 course meal with drinks

Entertainment - Duncan's Disorderly Experience

David White Solo Guitarist

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Peter Best and Brendan Antrobus

Joint Managing Directors
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