



# THE LINK

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



### PRESIDENT'S REPORT

#### The Imperative of Local Manufacturing in Australia

As we reflect on the past year, it's become increasingly clear that local manufacturing in Australia is not just beneficial but essential. The ongoing conflicts in Ukraine and Gaza have significantly disrupted global supply chains, leading to increased shipping costs and reduced availability of essential goods. This situation has underscored the vulnerabilities in our reliance on imports, particularly from

Europe and North America, where demand often takes precedence over our needs.

The Australasian Wire Industry Association has long advocated for the strengthening of local manufacturing capabilities, and recent events have only reinforced the importance of this stance. By bolstering our domestic production, we can mitigate the risks associated with global supply chain disruptions and ensure a steady supply of essential materials.



Local manufacturing offers several key advantages:

1. **Reduced Dependence on Imports:** By producing more goods locally, we reduce our reliance on imports. This not only secures our supply chains but also reduces the impact of international crises on our economy.

2. **Economic Benefits:** Investing in local manufacturing creates jobs and stimulates economic growth. This is particularly important as we recover from the economic impacts of the pandemic.

3. **Environmental Impact:** Local production reduces the carbon footprint associated with shipping goods over long distances, contributing to our efforts to combat climate change.

4. **Quality and Innovation:** Australian manufacturers have a reputation for quality and innovation. By supporting local industries, we ensure that these high standards are maintained and that our industry continues to evolve.

5. **National Security:** In an increasingly uncertain world, having robust local manufacturing capabilities enhances our national security by ensuring we have the capacity to produce essential goods independently.

The Australian government must recognize the strategic importance of local manufacturing and provide the necessary support to ensure its growth and sustainability. This includes investing in infrastructure, providing incentives for local businesses, and implementing policies that encourage innovation and development within the sector.

As we move forward, the Australasian Wire Industry Association will continue to advocate for policies that support local manufacturing. We are committed to working with government and industry partners to build a resilient, self-sufficient, and prosperous manufacturing sector in Australia.

Together, we can create a future where Australian manufacturing not only meets domestic needs but also competes on the global stage, ensuring our industry's longevity and success.

Graham Braithwaite



### DIRECTOR'S REPORT

The AWIA has been fortunate to have a relatively stable membership list, further supported by a committed group of sponsor companies.

On occasion, the benefit arising from the sponsor cohort exceeds expectations from an individual member perspective. Committed readers will remember that our original Platinum sponsor, Vater Hardware, offered member companies an unforgettable experience in the July 2020 edition of this

publication. COVID intervened of course, and delays in awarding the experience ensued until 27th September when Michael Knight of Otter Fencing was told he and nine friends would be enjoying a cavalcade of South Australian experiences. Earlier this month, Michael and his nine mates finally were able to get to SA for some scuba diving and winery adventures unavailable to most. A pictorial montage of Michael and his friends is included in this edition, and, for those of you who know Michael, I'm told that putting a scuba regulator in his mouth does actually quieten him down!

It's a lengthy montage but appropriate in the circumstances I think, and our content will revert back to normal in the next edition. Thanks to Vater for providing such a great experience.

And speaking of sponsors, Titan Hoardings, which was a Silver sponsor for a number of years has also decided to come back on board. Greg Bloom, who heads up Titan, has always been a great supporter of the AWIA and especially the TFAA, and his decision to become a sponsor is much appreciated.

One of the primary goals of the AWIA in its Articles of Association is to ensure products provided by Association members are compliant with Australian and New Zealand Standards. Part of this activity includes your Association secretariat, along with its members, taking an active role in sitting on appropriate Standards Australia technical committees. In addition, however, for the past year or so your secretariat has been working with Standards Australia to develop ways Association members might gain cheaper access to Australian and New Zealand Standards. The AWIA has not been alone in this role obviously and Standards Australia have recognised that access to their Standards is critical to their ongoing success. There are now a few different subscription models available to members, one of which is discussed on page 2 of this publication. Members are encouraged to consider their requirements for up to date Standards and to contact me to see which option may be best suited to their needs.

Our May conference in Melbourne was a great success with around 45 delegates for the daytime sessions, and around 30 attending the dinner at Southbank. Details of the conference, including the celebration of Ray Otter's 60th work anniversary with Otter Fencing, can be found on page 9 of The Link. Next year's conference is slotted for Adelaide in May 2025. Further details to follow.

I have been banging on about bad debts recently and the devastating affect it can have on a business even causing business failure. An email I sent out this month has been reproduced elsewhere in The Link of a case study where a potential new account for one of our member companies was looking reasonably sound on a Monday, but went into administration on the following Wednesday. The credit report we provided to our member company provided just enough warning for it to wait before extending credit. Please read the article and protect your income.

Richard Newbigin

(Tel: +61 411 725 795 Email: richard@wireassociation.org.au)

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**Platinum:** Vater  
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 Victorian Temporary Fencing

## STANDARDS AUSTRALIA

### ALTERNATIVE WAYS TO PURCHASE STANDARDS

As a nominating organisation to Standards Australia, the AWIA has been pressing for alternative ways for Association members to be able to purchase Standards relevant to their workplaces and businesses. This work has eventually yielded some results which should enable **member companies to maintain appropriate and up-to-date Standards libraries**. As an organisation with one of its primary objectives being to lift the quality standards of the wire industry, this development is an important one.

It should be noted that these new options are part of a pilot program and will possibly be refined over time as circumstances dictate.

Standards Australia, in addition to offering access to individual Standards now also offers three different subscription models. The last edition of *The Link* highlighted the Curated Subscription Service tailored towards companies with up to 20 employees.

An alternative option is the **Custom Subscription Service** which allows users to tailor a standards subscription to meet their needs.

#### Key benefits

- ✓ Flexible subscriptions based on the number of standards and users.
- ✓ Automatic updates to the latest standards.
- ✓ Multi-user access with account management support.
- ✓ Protected PDF download and printing available.



#### Indicative annual pricing

- ✓ Small subscriptions: From \$AUD300 ex. GST (5 standards and 2 users).
- ✓ Medium subscriptions: \$AUD2,050 - \$AUD3,900 ex. GST (50 standards and 2-5 users).
- ✓ Large subscriptions: Custom pricing available on request.

**If this service, or the curated subscription service, looks to fit your needs, please contact me to discuss special pricing for AWIA members.** Further information is also available by scanning the QR code.

### AS 5394 High Security Anti-Intruder Fences in Welded Wire Mesh and Open Steel Panels

Several working group meetings and a technical committee meeting were held during the June quarter to further progress completion of this new Standard and the technical committee is scheduled to meet again in September.

The AWIA will submit a project proposal for a new sliding gate Standard to follow on the completion of AS 5394 to quickly build on the work done for the gates section of AS 5394. Standards Australia have been pre-informed of this submission, and the AWIA's preference to have the gate Standard eventually incorporated into the National Construction Code (NCC).

Strong support from industry is expected for a sliding gate Standard, and any members wishing to be involved in this project should contact AWIA Director/Secretary Richard Newbiggin email: richard@wireassociation.org.au to register their interest.

#### BD-092 Temporary Edge Protection – Construction Practices

Standards NZ has been in contact with the AWIA asking for support to bolster New Zealand representation on BD-092, the Standards Australia technical committee covering temporary edge protection measures and roof safety mesh. The committee currently has two matters on its agenda:

- AS/NZS 4994.2:2023 Amd 1 Temporary edge protection, Part 2: Roof edge protection - Installation and dismantling; and
- AS/NZS 4994.3:2023 Amd 1 Temporary edge protection, Part 3: Installation and dismantling for edges other than roof edges.

**AS/NZS 4389 Roof Safety Mesh** was last revised in 2015 and is due for revision next year. Any members who have changes to propose to this Standard, or who wish to be represented on the BD-092 technical committee should contact AWIA Director/Secretary Richard Newbiggin email: richard@wireassociation.org.au. Obviously, New Zealand members are especially welcome to register their interest following the request for assistance from Standards New Zealand.

Involvement on a Standards technical committee is an important way for members to impact the future direction of their industry. It is also a very good way to meet, and exchange ideas with, other industry professionals who may have a variety of additional technical skills.





# Work Hard Play Hard Vater Hardware

Michael Knight from Otter Fencing  
Winner of the weekend of a lifetime!

With 10 of his workmates.

Competition was open to all AWIA members.

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Masks on



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Very quiet Michael Knight blowing bubbles



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Meanwhile on the back deck



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Dive certified



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Heading out - Gulf St Vincent



POLAROID

Beers on the boat



DAY 1



POLAROID

Job done





Barossa here we come



Beers for the long ride



Wine Tour 2024  
Day 2



Hunter time



These boots were made for walkin'



Old vines



Straight from the barrel



Centennial Collar



Last in line



Circa 1878



100yo Tawny tasting



The winner is...



Sepeltsfield private tour



Tasting notes with SA's best  
wine maker



Meet the wine maker Jason



James Halliday 5 Star



Home of the Brave



Mothers Milk?



Nice cheese



Guess who?



# TECHNICAL NEWS

## AND THE MEDAL GOES TO - ZINC

While the Olympics in Paris have come and gone, lets highlight the foresight used when zinc sheet was chosen to cover the roofs of the city during the rebuilding efforts in the 19th century. Zinc is exceptionally durable, visually attractive, long-lasting, and fully recyclable at the end of its service life. These unique attributes make zinc a sustainable material of choice for roofs and many other architectural applications.

Did you know that zinc is also on the podium at every Olympic and Paralympic games? Bronze medals are an alloy of copper and zinc and although soft on their own, combined, they make a much harder metal making the bronze the hardest and lightest prize at the big games. This year, every medal also included a piece of iron from the iconic Eiffel Tower meaning each medal recipient will be making history and receiving a piece of it.

International Beer Day was 2 August, so let's raise a mug to zinc (it's never too late!) That's right - zinc plays an essential role in the yeast growth and fermentation required to brew a delicious beer. Too little zinc slows the brewing time and can negatively impact flavour. So cheers, zinc – let the hop-py hour begin!

Happy #WorldChocolateDay (7 July), though truth be told, many of us find a way to celebrate this sweet treat much more frequently. Did you know that chocolate is a good source of zinc? Dark chocolate offers the greatest benefit, with a 100-gram bar containing approximately 3.3 milligrams of zinc - that's a third of recommended daily allowance. (use a picture of dark chocolate)

*Courtesy of the International Zinc Association*  
<https://www.zinc.org/>



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## MEMBER UPDATES

### RETIREMENTS – TARI MALLIA, APAC WIRE TECHNOLOGIES

In July, Apac Wire Technologies announced the retirement of director and founder, Tari Mallia. After a 50-year international career in the wire industry starting in 1974, predominantly working with lubricants for wire drawing, he became known as the go-to person when it comes to anything wire related. Since going out on his own in 2006 to begin Apac Wire Technologies, the last 18 years have seen the company go from strength to strength under his direction, but the time has come for him to relax and spend more time fishing.

His son, Ben Mallia, has since taken over as director of Apac Wire Technologies with the aim to continue to grow the business into the future with the same dedication and enthusiasm for the industry that Tari has shown for so many years.

Tari would like to thank the many customers for their support and hopes to stay in touch with the many friends and colleagues he's had the pleasure of working with over the years. Even in his retirement, we expect that Tari will continue to have an influence on the industry.



### EDGESMITH EXPANDS OPERATIONS TO AUSTRALIA: A NEW ERA IN PREMIUM GATE HARDWARE AND AUTOMATION

Since August 2023, Edgesmith has been establishing its presence in the Australian market, backed by over 20 years of expertise in New Zealand. The company is focusing on premium gate hardware and automation, aiming to deliver top-quality products and services to the Australian market.

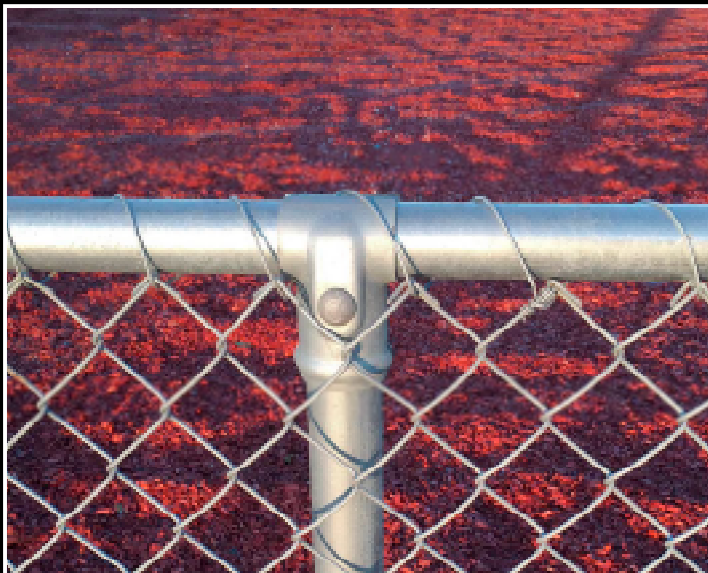
With branches now open in Brisbane and Melbourne, Edgesmith has set up a robust national distribution network. This network is designed to collaborate seamlessly with professional gate automation installers and gate fabricators across the country.

Edgesmith's product range in Australia includes several prestigious brands. One of the highlights is the 100% duty cycle digital brushless motors from Roger Technology, known for their all-Italian manufacturing excellence. Locinox, another key brand, specialises in gate locks, motorised pedestrian gate openers, and hydraulic gate closers. Additionally, Edgesmith offers Stagnoli gate racking, the aluminum cantilever range from Tonka Trak, and a comprehensive selection of BOSS hardware suitable for both residential and commercial applications.

"We look forward to continuing to grow in Australia with professional partners in the same way we have in New Zealand over the years," Gareth Knight commented. "This is a new challenge for Edgesmith, but one we are very much looking forward to."

To mark this new chapter, Edgesmith plans to host an official opening event for their Australian branches in the near future. Customers and partners are encouraged to keep an eye out for the save-the-date announcement, as it promises to be an exciting event.

Edgesmith's entry into the Australian market signals a significant expansion for the company, promising innovative solutions and high-quality products tailored to meet the demands of professional gate automation installers and fabricators. With a strong foundation and a commitment to excellence, Edgesmith is poised to make a substantial impact in Australia.



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# THE FEMININE LINK

## Meet Donna Turner Downee, QLD

*The brainchild of AWIA platinum sponsor Vater Hardware Australia, The Feminine Link is a regular feature of The Link newsletter showcasing the talented and diverse skills of the female members of our industry, as well as a way to get to know the personal sides of our colleagues and friends. In this edition we get to know Donna from Downee.*

Since 1928, Downee has been at the forefront of gate & fence hardware, supplying the trade with top-quality products that are built to last. They are a proud, independent, and responsible Australian manufacturer and one of the leading distributors of premium closure components in the market of Australia and New Zealand. Key to their business is the Melbourne manufacturing plant and a driven team of over 80 employees with offices and distribution centres across Australia and NZ.

**Donna - 6 months and still smiling.** Joined the Downee Sales Team in the role of QLD Territory Manager with the aim of supporting all accounts, customers and consultants. She has a broad range of experience in Sales and Business development having previously worked for manufacturing and construction companies. With her experiences in dealing with architects, government consultants and specifiers, this is an asset for all stakeholders involved. She prides herself on her professionalism and draws from her previous skills of Project management and Operational roles within the commercial industry, even at points, on the tools. (Go- tradie ladies).

**NICKNAME:** D.T.

**SPORT:** Motorcross and ultra hiking.

**PETS:** Luna (a foster fail) she is a mad 6 year old, energetic staffy.

**FAVOURITE COLOUR:** Green (as long as I don't wear it).

**FAVOURITE FOOD:** Thai food, coffee and Twisites.

**FAVOURITE DRINK:** Champs or single malt whiskey.

**FAVOURITE TV SERIES:** Below Deck (ps I lose my brain cells every time I watch it - I like a train wreck type of show).

**MANTRA TO LIVE BY:** Leave the world a better place than when you found it.

**SOMETHING NOT MANY PEOPLE KNOW ABOUT YOU:**

I'm a volunteer at a Historical heritage site in Brisbane. I am the Burial Cemetery Warden.

[www.pctingalpa.com.au](http://www.pctingalpa.com.au)

### Donna Turner

Territory Manager, Downee QLD

[dturner@downee.com.au](mailto:dturner@downee.com.au)

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# INTERNATIONAL NEWS

## AWIA - MAY CONFERENCE

The AWIA mid-year conference was originally planned to be held in Adelaide, following on from the conference in Melbourne last year. Circumstances conspired against this plan and in several ways, the change proved fortuitous.

For one thing, attending members were able to celebrate with Ray Otter, who had earlier in the year celebrated his 60th work anniversary with Otter Fencing. Ray spoke of his milestone in the last edition of The Link, but it was great to see so many members celebrate this significant achievement with him. Brian Mullarvey, who had worked alongside Ray on Standards Australia committees and the

Olivia's presentation heralded the end of the conference proceedings, and many of the delegates then made their way into Southbank for a fantastic dinner at Bear Brass Restaurant and to catch up with each other, and trade stories in a more relaxed and convivial frame of mind.

A big thanks to D & D Technologies and Assa Abloy for their strong support of this conference. Their comprehensive assistance allowed the day to go perfectly to plan and to stay within budget. Thanks also to our sponsors who continue to make these conferences a success, but especially to InfraBuild Wire and Vater. Last, but certainly, not least, a big thanks to the Citation Group which has long supported the AWIA with conference speakers, and Weld Australia which has always been an important source of advice for the AWIA, and the MBA for enabling Shaun to come and address our delegates on this divisive piece of legislation. It's hoped that the MBA will become regular presenters at our mid-year conferences as well.



development of the Australasian Fence Industry Association, was on hand to talk about Ray and his significant contribution to the fencing industry over so many years. Even now, Ray maintains a work ethic that would put most to shame, and he has always been a hugely valued technical source for many inside and outside the Association.

Secondly, member company, D & D Technologies, were quick to offer the first-class conference facilities of their parent company, Assa Abloy, in the Melbourne suburb of Oakleigh. It's certainly now firmly on the Association's radar to make use of these facilities when possible. Manny and Bill from D & D, and Kathy from Assa, made sure that the whole day went without a hitch, and they have our sincere thanks for their support.

Our day started with a tour of the Assa Abloy factory. It is an extensive facility to say the least and shows the commitment Assa Abloy has made to manufacturing within Australia. As the global leader in access solutions, their product range is diverse from door and window hardware to mechanical and smart locks, and incorporates major brands like Lockwood, Whitco and Yale. Many of the parts made there are zinc plated, and the automation within the electroplating and polishing sections was extensive. This automation is counterbalanced with much of the detailed work on pins within high security padlocks necessarily being done manually. The vast number of products and variants within those products being manufactured on site was quite remarkable.

Following the tour, delegates got back to business with a presentation by Bruce Cannon, senior weld engineer with Weld Australia. Bruce's experience in welding is immense, and he spoke about the significant changes to weld fume exposure limits and how to comply with these limits. Bruce's detailed presentation provoked a big response from delegates, many of whom had their own stories to tell about their experiences with the new regulations.

After an excellent in-house catered lunch, tribute was heaped on AFIA Life Member Ray Otter, for his 60 years at his eponymous company, by Brian Mullarvey, and Ray's son, Glenn, with a cake to celebrate the milestone.

The afternoon was rounded out with presentations from Shaun Schmitke, deputy CEO of the Master Builders Association, who flew down from Canberra to talk about the Labor Government's Closing the Loopholes legislation; Mei Leong, Head of Market Analytics at InfraBuild Wire, who provided her customarily thorough analysis of local and international economies and their affect on the steel and wire industries in Australia and globally; and, finally, Olivia Perry, Senior Workplace Relations Consultant at Citations Group, who presented on a topic with the daunting name of 'Psychosocial Hazards'. It was not just the title that was daunting, and delegates were troubled by the extension of their duties from trusty employer to in-house counsellor.

Keep your diaries free for late May 2025 for the next mid-year conference. Adelaide is planned to be the host city for another special celebration. But more about that later.





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# AUSTRALIAN ECONOMIC UPDATE

Growth in the Australian economy is forecast to pick up with growth in household consumption and public demand supporting activity. There is a strong outlook for public demand driven by ongoing spending and recent announcements by federal and state and territory governments.

- National GDP in the March 2024 quarter rose by 0.1% q/q in seasonally adjusted terms. This points to a continued slowdown in the economy. Household spending had increased in the Mar-24 quarter and it was revised upwards for the Dec-23 quarter. Household spending was still weak but not as weak as the market had expected.
- Annual inflation in the June 2024 quarter rose to 3.8% from 3.6% in the March 2024 quarter.

The RBA still considers inflation too high and commented that “it will be some time yet before inflation is sustainably in the target range”. The RBA is determined to return inflation to its target range and will do whatever that is necessary to achieve this target.

- The Melbourne Institute Consumer Sentiment has dipped further in July 2024. Consumer sentiment remains stuck in the same pessimistic range for the past 2 years.
- Business conditions in June 2024 have declined further, continuing the down trend since peaking in late 2022. Business confidence rose sharply to its highest level since early 2023 due to still high level of demand.
- Unemployment rate in June 2024 rose from 4.0% to 4.1%. Employment rose by 50,200 with full-time employment increasing by 43,300 and part-time employment rose by 6,900.
- Total number of residential approvals in FY24 were 8% lower than FY23 number of approvals. This is the lowest level since FY12. Detached house approvals in June 2024 fell by 0.5% m/m to 9,078 with NSW leading the decline at -19% m/m and WA at -5% m/m.

Number of approvals for QLD was 16% m/m higher due to the implementation of the National Construction Code 2022 energy efficiency standards, potentially pulling forward activity. Number of approvals for high density development was the worst result since February 2010. According to some contacts in the RBA’s liaison program, high building costs are limiting the viability of many high-density residential projects. Labour shortages especially finishing trades for higher density construction have been contributing to new dwelling cost inflation.

- Non-residential construction work has been supported by investment in data centres, warehouses and continued progress on the pipeline of yet-to-be-done construction work.
- The RBA forecasts GDP to increase by 2.6% for FY25 and 2.5% for FY26.

### Future expectations for Australia include:

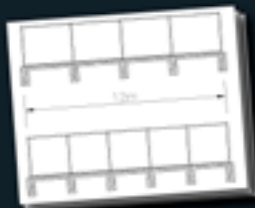
- Economic growth is projected to pick-up from middle of 2024, supported by growth in household consumption and public demand. Growth in private demand is expected to remain subdued for the rest of 2024 due to the high interest rates.
- Residential construction is expected to pick up from late 2025, driven by increasing demand for new housing as sentiment improves.
- A large pipeline of government funded infrastructure and renewable energy projects is expected to continue to support engineering construction work.

Article courtesy of Mei Leong, InfraBuild.



## 3m Wide Promax 358

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# HR UPDATES

## WORKPLACE DELEGATES' RIGHTS IN AWARDS AND AGREEMENTS: CHANGES FROM 1 JULY 2024

### What is a workplace delegate and what rights have changed?

A workplace delegate is a 'person appointed or elected by an employee organisation, a union, to be a delegate or representative for members working in a particular enterprise.'

Amendments to the Fair Work Act 2009 (FW Act) as a result of the Closing Loopholes Act, have provided for very specific rights for workplace delegates when representing the industrial interests of union members and potential members. The changes include that workplace delegates are now entitled to:

1. Reasonable access to communicate with current members and persons eligible to be such members, about their industrial interests;
2. Reasonable access to the workplace and workplace facilities where the enterprise is being carried on; and
3. Unless the employer of the delegate is a small business employer, reasonable access to paid time, during normal working hours, for the purposes of related training.

The criterion of reasonableness is heavily dependent on the size and nature of the employer's enterprise, resources, and available facilities.

The amendments also introduce certain protections for workplace delegates. An employer must not:

- Unreasonably fail or refuse to deal with the workplace delegate;
- Knowingly or recklessly make false or misleading representations to the delegate; or
- Unreasonably hinder, obstruct, or prevent the delegate from exercising their rights as a delegate.

An employer is also prohibited from taking adverse action against a workplace delegate exercising their rights. Adverse action may include dismissing an employee, discriminating against an employee, cutting shifts, reducing hours, or demoting an employee. Engaging in such conduct will breach the FW Act and carry substantial financial penalties.

### What about awards and enterprise agreements?

The Closing Loopholes Act also requires that all enterprise agreements made on or after 1 July 2024 include a workplace delegates' rights term. If this term is less favourable than the rights provided to delegates under a modern award, then the modern award term will apply and the agreement term will have no effect. If more than one modern award applies to the workplace delegate, then the award providing the most favourable delegates' rights terms will apply.

Existing agreements and those that are already lodged for approval with the FWC don't require a delegates' rights term to be included. The delegates' rights provided under the relevant modern award, together with the FW Act, will apply to employees under enterprise agreements lodged before 1 July 2024.

On 28 June 2024, a Full Bench of the Fair Work Commission finalised the 'Modern Award delegates' rights' clause for inclusion in all modern awards.

### What do these changes mean for employers?

These amendments provide new rights and protections for workplace delegates and obligations for employers to ensure such rights are upheld. Employers should familiarise themselves with the changes and ensure that the delegates' rights are upheld.

Employers can maintain compliance by notifying managers and supervisors of these changes, explaining its impact in the workplace, and conducting training to appropriately deal with workplace delegates, and unions.

Article courtesy of Citation Group. For further information, please visit: <https://citationgroup.com.au/resources/workplace-delegates-rights-in-awards-and-agreements-changes-from-1-july-2024/>



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# Introducing Downee's New DA Industrial Gate Operators: Engineered for excellence in Australia



## Manufactured locally, built to be tough

This year marks a significant milestone for Downee as we proudly commence local manufacturing of our cutting-edge Industrial Range of Sliding Gate Operators. Crafted with precision and engineered to lead, our new DA Range exemplifies Downee's unwavering commitment to quality and innovation in the gate automation industry.

## Industry collaboration with superior engineering

In collaboration with Greg Neil, an industry icon synonymous with high-quality Industrial Gate Operators, Downee is excited to launch three powerful models tailored for the Australian and New Zealand markets. Our range includes two advanced Rack and Pinion Drive models and a robust Chain Drive model, all designed to set new standards in performance and reliability.

## Unmatched performance for demanding conditions

The DA Range is engineered for speed, power, and durability. Capable of moving gates at an impressive 700mm per second, with the strength to handle gates weighing up to 2000kg, these operators are built to perform under the toughest conditions.

Engineered with Inverter variable speed drive technology, the DA operators convert single phase 240V mains power to a three-phase motor, ensuring optimal performance and energy efficiency. An integrated brake adds an extra layer of safety and security, reflecting Downee's commitment to excellence.

## DA Series Industrial Gate Operators

- || 3 Sliding gate models
- 🕒 Up to 700mm per second
- ⚖️ Up to 2000kg gate weight
- 🔄 Operate at 100% duty cycle

**Downee**  
Your perimeter solution partner

## Designed for Australian conditions

Constructed with a heavy-duty, hot-dipped galvanized chassis, the DA Operators are built to withstand Australia's harsh conditions. The entire electrical control system is securely housed within our own internal enclosure, ensuring long lasting protection and reliability.

A high efficiency cast iron gearbox forms the core of the drive train, delivering maximum torque for even the most challenging gate operations. The innovative two piece 316 Stainless Steel cabinet not only protects the DA Operator but also offers easy access for installers and service technicians, ensuring less time is required on site.

## Prepared for any situation

In true Downee fashion, we've designed the DA Range with safety and function in mind. A key lockable emergency access door on the front cover provides quick access to the manual release, ensuring operational control in the event of unforeseen power failures or emergencies.

## Expanding on a legacy of innovation

As Downee continues to roll out these Sliding Gate Operators across Australia, we are also preparing to introduce two new models of Industrial Swing Gate Operators, expanding our DA Range to meet the diverse needs of our customers.

## Proudly Australian, internationally trusted

The DA Range is more than just a product—it's a testament to Downee's leadership in the industry, backed by proven technology and supported by a dedicated team across Australia and New Zealand.



Contact your local Downee office for further information or visit [Downee.com.au](http://Downee.com.au)





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**DEBTOR VIGILANCE NOW CRITICAL**

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For the past sixteen months, the AWIA has offered a credit watch service to its members.

I wish to relay a story of one member's use of this service.

One Monday this month I was requested to supply a credit report for a potential new customer for this member company. Although the report showed the potential new customer was 'Low Risk' with a credit score of B2/618, it was being operated by a sole director who had been in that position for just five months. June and July had also shown a spike in credit enquiries indicating that perhaps existing suppliers were no longer supporting the company, forcing it to look for alternative suppliers.

Caution ruled the day, and our member company decided to wait and see before extending credit facilities.

On the following Wednesday, our CreditorWatch service sent me an alert to advise that external administrators had been appointed to take over the operations of the company in question, and this further advice was provided to the member company. It is now in the hands of liquidators.

So, within a week, this company had gone from low risk with some reasons for caution to liquidators appointed.

Every day I receive alerts from CreditorWatch about falling credit ratings of companies under watch, and the pace of these negative reports is increasing. Now is a good time to take extreme caution with both existing debtors and new customers.

The CreditorWatch service offered to members is an effective way to manage debtor risk. Please make use of it and minimise bad debts. Just send me the ABN or company name and I shall send you back the report. It's that easy. Monthly invoices are sent which include all reports provided for the month.

Please don't get caught out.

**SUMMARY OF CHANGES TO AS 4687; 2022 VERSION NOW AVAILABLE**

The TFAA, with the assistance of its members, has produced a white paper with summarised changes to AS 4687 Temporary Fencing & Hoardings. The summary of changes is available on the TFAA website, and accessible via the QR code below.

Readers with an interest in temporary fencing and hoardings should check out this white paper which will provide a useful summary on the breadth of changes that the revised Standard entails. While the 2007 version was appropriate for an industry which was emerging at the time, fifteen years later the industry has significantly developed and the revised Standard has done a great job of bringing the regulatory framework in line with current industry practices. The revised Standard is split into four parts. Part 1 contains information that is common to all parts of the Standard, while Parts 2, 3 and 4 are specifically related to temporary fencing and pedestrian barriers, temporary hoardings and temporary pool fencing respectively.

Temporary pedestrian barriers and temporary pool fencing were not covered at all in the 2007 version of the Standard so their inclusion in this version is a big step forward. This change has been recognised by other Standards Australia technical committees with AS 4687:2002 now being referenced in AS 1926.1:2024 Swimming Pool Safety; Safety Barriers for Swimming Pools for the first time.

After several incidents involving temporary hoarding failures over the past several years, the revision of AS 4687 has strengthened the regulations for temporary hoarding installations significantly with substantial information provided for engineers about wind forces on all temporary barriers and the effect from terrain, shielding and topography changes from one site to another.

All readers who have any sort of involvement with temporary barriers are recommended to download and review this useful document available in pdf format.



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CI3770 Round



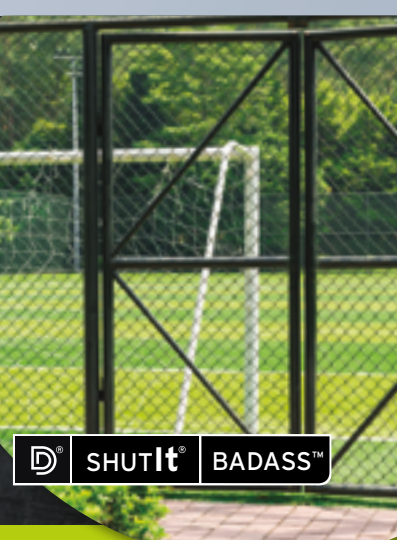
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## TRAINING AWARD 2024 – CALL FOR NOMINEES

Applications are open for the 2025 Training Award.

Do you have an employee you think would benefit from some professional development? The AWIA Training Award may be just what you are looking for. The award is a cash grant of A\$2500, and is open to any employee of a member company.

Award criteria can be found on our website under the News tab (Training Award Criteria). All members are encouraged to get their applications in as soon as possible.

If you need any assistance, please contact Richard Newbigin (email: [richard@wireassociation.org.au](mailto:richard@wireassociation.org.au) or 1300 942 500). Let's keep good people within our industry through assisting with their professional development.



## PRACTICAL SPRING DESIGN ONLINE: 23RD - 24TH OCTOBER 2024 – SIGNIFICANT DISCOUNTS ON OFFER

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Members £400.00 per person  
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If you are interested please contact Richard Newbigin on 1300 942 500 or [richard@wireassociation.org.au](mailto:richard@wireassociation.org.au).

## AWIA MEMBERSHIP – GROW YOURSELF AND YOUR BUSINESS

AWIA membership has many benefits for your business.

- **One voice for many** – When government decisions threaten to reduce your ability to do business then we speak for you. This includes input to the maintenance and revision of Australian, and joint Australian and New Zealand, Standards.
- **Education** – Regular newsletters, free technical data and standards access.
- **Support** – Got a technical problem? Call the AWIA and we will put you in touch with the people that can help.
- **Opportunities to meet new customers** - Up to two Conference(s) each year with key business enhancement seminars and selected technical presentations, national and regional meetings with industry peers (subject to travel restrictions).
- **Promote your professionalism** – Membership entitles you to use of the AWIA and other applicable association logos for your signage and stationery.

In addition to these very tangible benefits, the new and updated AWIA website contains member contacts, products and services information plus hyperlinks to member websites.

AWIA membership also means access to our affiliated Associations including American Fencing Association (AFA), Australian Certification Authority for Reinforcing Steel Ltd (ACRS), Institute of Spring Technology (IST), Spring Manufacturers Institute (SMI) and Wire Association International (WAI). As well as membership to our other Associations as applicable - AFIA, RSMA, TFAA at no extra cost.

Above all else, AWIA membership is really about growth—growth for yourself and growth for your business.

Contact AWIA Director Richard Newbigin for a one-on-one conversation on 1300 942 500

or email: [richard@wireassociation.org.au](mailto:richard@wireassociation.org.au)

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- Kingspan Insulation
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- Stainless Steel Wire and Mesh
- Superior Industries NZ
- Ullrich Machinery Company
- Wiredex Wire Products
- Wire Displays NZ
- Wiretainers Pty Ltd



**2024**

**2 - 4 October**  
**CASMI / SMI Metal Engineering eXpo 2024**  
 Donald E. Stephens Convention Center  
 Rosemont IL USA  
[www.casmi-springworld.org](http://www.casmi-springworld.org)

**16 - 17 October**  
**ASSDA PacRim Stainless 2024**  
 Hotel X, Fortitude Valley, QLD  
*Home I PacRim Stainless*

**26 November**  
**AWIA Fencing Meeting and Christmas Party**  
 TBA

**27 - 29 November**  
**Wire & Cable India 2024**  
 Bombay Exhibition Centre, Mumbai, India  
[www.wireworld.com/event/wire-cable-india.html](http://www.wireworld.com/event/wire-cable-india.html)

**2025**

**25 - 28 February**  
**Fencetech**  
 Salt Lake City UT USA  
<https://www.americanfenceassociation.com/events/fencetech/86/>

**2 - 3 April**  
**Stainless 2025**  
 Brno Exhibition Centre, Brno, Czech Republic  
[www.bvv.cz/en/stainless/](http://www.bvv.cz/en/stainless/)

**13 - 15 May**  
**Interwire 2025**  
 Georgia World Congress Centre  
 Atlanta GA USA  
[www.interwire25.com](http://www.interwire25.com)

**17 - 19 September 2025**  
**wire Southeast Asia 2025**  
 Bangkok International Trade and Exhibition Centre, Bangkok, Thailand  
[www.wire-southeastasia.com](http://www.wire-southeastasia.com)

**2026**

**13 - 17 April**  
**wire 2026**  
 Dusseldorf Exhibition Halls, Dusseldorf  
 Germany  
[www.mdna.com/show/wire](http://www.mdna.com/show/wire)



**Letters to the Editor**

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

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