

NEWSLETTER



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Chairman's Introduction

Michael Henry
Chairman of the Board



Welcome to the second edition of the NSSA's Annual Newsletter. This newsletter is a fantastic way for us to share with you all of the work, effort and achievements that we have made as an Association over the past year. We want to ensure that you as members can see what the NSSA has been working on for our industry, for your business and for you personally.

As you read through this newsletter you might be surprised to learn that the NSSA is primarily made up of volunteers, with the exception of our wonderful Executive Officer / Secretariat, Claudene Damianakis who works tirelessly for the NSSA on a permanent part-time basis. Besides Claudene, everyone else, from our Board of Directors, to the members of our Marketing or Technical Committees are all volunteers. These volunteers invested

their knowledge, time and money to help the NSSA be the best Association that we can be, and to provide you with real value for your membership.

The other thing that you will notice as you read this newsletter is that the NSSA has a great sense of community within our Association. The NSSA's community is core to our Association and you really notice this at our events, such as our Conference, Industry Forums and Training courses, or at one of our Committee meetings. Everyone just gets involved, and everyone is keen to share their knowledge and experiences with each other for the betterment of our industry. Our community is diverse with members from all over Australian, and varying in size from small one-man businesses to businesses employing hundreds of staff. Irrespective of

your geographical location or your size of business, everyone is welcome to contribute and get involved.

With this in mind, I would like to take this opportunity to thank everyone who contributed to the NSSA over the past year, whether you attended one of our events, contributed to our Facebook page, became a sponsor of our eNews, or for being a contributor to the NSSA Development Fund. I would like to sincerely thank you for your involvement. In addition to this, I would also like to thank the Board of Directors and the Committee Members for making the NSSA an Association that we can all be very proud of, and I look forward to seeing what else we can achieve in the year to come.

Board of Directors



Michael Henry
• Chairman
• Management Committee QLD



Jack Ryan
• Vice Chairman
• Marketing Committee VIC



Nigel Waite
• Treasurer
• Management Committee WA



Shane Hawkins
• Director
• Technical Committee NSW



Rebecca Keck
• Director
• Technical Committee QLD



Brad Wickett
• Director
• Technical Committee NSW



Katrina Adlington
• Director
• Marketing Committee VIC



Robert Webster
• Director
• Marketing Committee QLD



Clinton Skeoch
• NSSA Public Officer
• AGWA CEO NSW



NSSA Focus, Achievements and Projects



| Board Focus | Management Committee Focus | Technical Committee Focus | Marketing Committee Focus |
|--|---|--|--|
| <u>Develop Member Centric Strategy</u> <u>Membership Growth</u> <u>Membership Engagement</u> <u>NSSA Development Fund</u> <u>Build the NSSA Community</u> <u>Advocacy</u> Governments Institutions Industry Associations <u>Restructure of Committees</u> Management Committee Technical Committee Marketing Committee | <u>Membership Fee Restructure</u> 2018 and 2019 AGM Quarterly Board Meetings Development of NSSA Development of 2019 NSSA/ AWA-AGGA Pty Ltd Service Agreement <u>Core Functions:</u> Governance Lobbying and Advocacy Financial Reporting Secretariat Membership Growth | <u>Australian Standards Development Project – AS 5039, AS 5040, AS 5041</u> <u>National Licensing Review</u> MSF 30913 – Certificate III in Blinds, Awnings, Security Screens and Grilles <u>AFTI Training - NSSA Intermediate Security Screens, Doors and Window Grilles</u> <u>NSSA Member AS 5039 Compliance Audit</u> <u>Debris Impact ICP</u> <u>Key Messages</u> | <u>State Forums</u> <u>Print Media and PR</u> <u>Website Update</u> <u>Video Content</u> <u>Social Media</u> <u>Branding</u> <u>Core Functions:</u> Growth of the Association Member Events Annual Conference Membership Added Value |

NSSA Membership Fee Restructure

The NSSA is pleased to announce that your Association has put new developments in place for 2019-2020 to improve the value of your membership.

NSSA Membership fees have been restructured and from 2019 will now include the cost of the annual NATA Australian Standard AS 5039 Audit which is now required by the majority of our members. In doing so, we have been able to effectively reduce the cost of membership requirements across the board.

To many of our members, this restructure of rolling audit fees into the annual membership fee will mean a significant reduction in annual fees.

The AS 5039 Audit is an important accreditation scheme for our industry and ultimately all our members.

The AS 5039 Audit ensures;

- Members manufacture their products in accordance with the relevant Australian Standard.
- Continuous verification that product labeling requirements are maintained to provide meaningful consumer information.
- Architects, specifiers and building surveyors meet and enforce compliance with building codes.

Moving forward, the NSSA will further communicate and raise the profile of our compliant members to the industry and consumers.

Technical Committee

Labelling to AS 5039 is the most important thing we can do for our industry right now.



This manufacturer certifies that this product was designed to conform with AS5039. This design performance has been verified by a NATA accredited test laboratory. This manufacturer is a member of the NSA Accreditation Program.

SYSTEM
SUPPLIER
LOGO

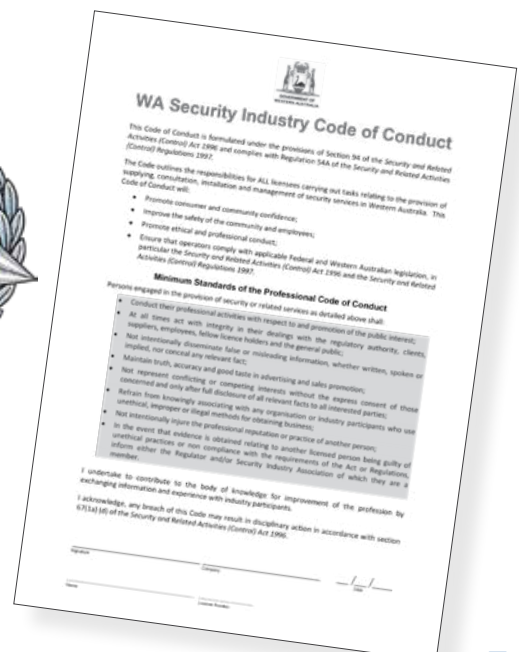
FABRICATOR
LOGO

(02) 9000 0000

The image shows two forms from the National Security Screen Association (NSA). The top form is the 'Compliance Audit Report' and the bottom form is the 'Compliance Audit Checklist'. Both forms include sections for 'Company Details', 'Product Details', 'Product Performance', and 'Product Fabrication'. The forms are designed to be filled out by a manufacturer to certify compliance with AS 5039.

NSA Technical Committee

| | |
|---|-----------------------------------|
| Rebecca Keck | Shane Hawkins |
| Committee Chair | |
| Absolute Security Screens, Doors & Blinds QLD | Profine Group NSW |
| | Brad Wickett |
| Phil Esteban | PRW NSW |
| Lincoln Sentry QLD | Rey Cruz |
| Blair Collins | Alspec NSW |
| Guardian Screens & Shutters QLD | Craig Brennan |
| | Azuma Design NSW |
| Steve Daly | Ken Dilucchio |
| Crimsafe QLD | Doric NSW |
| Shane Smith | Ben Ide |
| Prowler Proof QLD | Assa Abloy NSW |
| Jamie Koutsoukos | Andrew Johnston |
| Clearshield WA | EH1 (Elite Home Improvements) NSW |
| Dave Massey | |
| Capral Aluminium VIC | |



Marketing Committee

Committee Focus

Core Functions

- Members
- Forums
- Conference
- Communication

Events

- Member Networking Opportunities
- Quarterly Committee Meetings
- NSSA Industry Forums
- AusFenEx19 – Conference

Projects

- ☒ Print Media
- ☒ Website
- ☒ eNews
- ☒ LinkedIn
- ☒ Facebook



Claudene, Angela & Amanda of the Marketing Committee

The NSSA Marketing Committee is committed to developing and implementing marketing initiatives to boost consumer and industry awareness and hold events for members to network and be informed of any industry changes. The Marketing Committee is committed to help grow and enhance security screen businesses by providing compelling and innovative promotional and marketing material.

The Marketing Committee consists of a diverse cross-section of volunteer members and Board Directors with appropriate skills and expertise, including, but not limited to; marketing, networking, promotions, publicity, PR and communications.

The Marketing Committee provides our members with;

- ▶ Social Media
- ▶ Events
- ▶ Magazine
- ▶ eNews
- ▶ Industry Publications & PR
- ▶ Sponsorship
- ▶ Website
- ▶ Marketing Materials

Digital

eNewsletter

Monthly eNewsletter created by the NSSA and its members and distributed to a subscriber list of over 900 industry contacts. Stay up to date with the Association's latest news, information, member updates, promotions, and events.

Social Media



Like, follow and share our social media pages and content. All information, videos and industry updates are a great source of content for our members to share with their peers, consumers and potential customers. We invite you to join our platforms at National Security Screen Association and help share our messages.

Website

Since its launch, the NSSA website is regularly updated with consumer and member only information such as 'key messages' and resources on how to address some of the biggest topics in an evolving industry. Check out upcoming events and login in for discounted member

registrations. The site also has a member directory for consumers to search for accredited members.



Marketing Committee



NSSA Marketing Committee

| | |
|---|---|
| Jack Ryan Committee Chair Capral Amplimesh VIC | Paul Beauclerc ASSA ABLOY QLD |
| Katrina Allington The Security Door Company VIC | Claudene Damianakis NSSA NSW |
| Amanda Old Prowler Proof QLD | Robert Webster Alspec QLD |
| Derek Tidey Crimsafe QLD | Tom Arciuli Alchin Long Group NSW |

Print

BuiltView Magazine

Launched in 2019, BuiltView Magazine, formerly Fenestration Australia Magazine, is a quarterly publication with a distribution of over 5,000 and a major avenue of communication for NSSA and its members to the wider security screen and fenestration industries. In business to business communications, our industry magazine is a key resource for learning about new products, industry trends, and current events that impact the industry.

The Screens section is dedicated to NSSA, its members and the security screen industry. Regular features include case studies, member profiles, technical updates, sales and marketing editorial, member news, product innovations, upcoming events and advertising opportunities.

To get the most of this marketing opportunity, really make it your magazine and submit content for publication to a readership of over 7,000. **All NSSA members are welcome to submit editorial content at NO CHARGE! IT'S FREE.** Contact the NSSA for more information.

Publication of each magazine edition is integrated with a social media campaign. Member editorial is featured in a series of posts to Facebook which can be crosslinked to your company website and social media accounts to increase follower engagement, boost brand awareness and generate leads for your business.

Visit the NSSA website and download the Media Kit for full details.

Events

Annual state industry forums and member networking events, National Conference and trade exhibition and the Security Screen Design Awards where we showcase and award the best of the best in our industry.

Marketing Materials

Members have access to logos, certificates, stickers and branded merchandise.

Sponsorship

Opportunities to sponsor key events such as forums, training, networking opportunities and eNews.

Industry Publications & PR

Regular NSSA media releases and comprehensive articles are published in industry publications:

- ▶ Building Connection
- ▶ BuildIT
- ▶ Build Australia

Industry Forums 2019

LEARN. ENGAGE. NETWORK.

From March to May 2019, the NSSA had the opportunity to meet, train, network, chat with and present to over 250 members in 5 States; NSW, VIC, SA, QLD and WA.

Our industry forums and training create a platform for members to come together to network, discuss key issues facing the industry and provide feedback on the Association and growth of the industry. In particular, our forums are a fundamental part of our Association, providing members with;

- ▶ Essential industry related news, updates and information.
- ▶ An open environment to identify and share issues.
- ▶ An opportunity to discuss and solve challenges in our industry.
- ▶ A great place to network and build our community.
- ▶ Meet, collaborate and network with NSSA members, small to medium business owners, guest speakers and industry leaders.

New South Wales Forum March 2019



NSW Forum

The NSSA is proud to represent such a great bunch of active and enthusiastic members who are as keen as we are to grow our Association and community.

We would like to thank all our members who attended and helped make these events a great success. A special thank you to our guest speakers in each state and our national forum sponsor – [ASSA ABLOY](#).

We hope you all enjoyed it as much as we did!

We will be back in 2020 with evening forums across all states. Keep up to date with NSSA Socials and eNews for dates and venues.



The more you get involved, the greater the NSSA will be able to serve you and our industry. Give us your feedback and let us know what you would like to see, hear, learn and discuss at our next forum series.



Andries Botha, Steve Hope, Craig Brennan



Corey Adams, Barry & Sue Doherty, Bruce Chamberlain



Ian Harkin, Ainsley Dunn, Pete Caleo



Steve Hope, Paul Hope, Caroline Macao, Shayne Hope

Victoria Forum April 2019



Frank Eres, Peter Strobidge, Anthony Strobidge



Shane Hawkins



Amanda Old, Glen Hanlan, Robert Chapman, Andrew Weeks

Industry Forums 2019



Queensland Forum May 2019



QLD Forum



Con Raadschelders,
Russell Gander, Jay Bond



Bracken Macfarlan,
Michael Henry



Sam Lyons, Rod & Blair Collins,
Oscar Lister



Nick Stavrou, Steve Boor,
Larissa McCollin

Words from our members

"We had a great and informative night at the NSSA QLD forum, learning what the NSSA is working on and towards. The turnout was great with a lot of good networking opportunities. Being a guest speaker, although a tad scary, was a great experience".

Blair Collins – Guardian Screens & Shutters QLD

"As a member of the NSSA I attended the WA forum and I would like to congratulate everybody for a successful event. It was great to see suppliers, system suppliers and fabricators networking and exchanging ideas relevant to our industry. Everybody enjoyed a hearty breakfast and then sat down to listen to Michael Henry deliver a very polished overview of what the NSSA has achieved in the last year and our goals for the future.

The floor was opened for discussion on Licensing and compliance which was very beneficial with a number of initiatives being noted. I think the value of these forums is of immense value in both training and educating both NSSA members and invited guests to better our industry".

Nigel Waine – Central Security Manufacturing WA

"I was really impressed with the professionalism of the NSSA and the level of engagement by your members."

Lisa Stockley – SLED, Security Licensing Enforcement Directorate – NSW Police Force & NSW Forum Guest Speaker

"Thanks for the forum today, it was very informative for someone pretty new to the security screen industry. It was great to hear from SLED regarding licensing as I have found very little info on this. The Intermediate Installation Security Screen course was excellent and well presented".

Bruce Chamberlin – Tilligerry Security Doors NSW

View our 2019
[member video here](#)



Training



NSW Intermediate Installation Security Screen Graduates



QLD Intermediate Installation Security Screen Graduates



Michael Henry, David, Tom Burley

"I've been in the Industry 30 odd years & every time I attend a NSSA industry forum or training day I always learn something new from either the speaker or other members attending the day, that I can take back into my own business.

In this industry you can never stop learning, The day you stop learning is the first day you start going backwards."

David Burley – Glass 24/7 NSW

Australian Fenestration Training Institute (AFTI)

The NSSA training program was launched nationally in 2018 with the AFTI face-to-face training course on Standards & Regulations.

In 2019, NSSA ran the AFTI course; Intermediate Installation – Security Screens in Sydney, Melbourne and Brisbane. This course included an in-depth look at installation, materials and hardware, with videos on installation, testing and problems that may occur on the job.

Course Modules:

- ▶ National Construction Code
- ▶ Australian Consumer Law
- ▶ Security Screen Standards
- ▶ Materials
- ▶ Fabrication
- ▶ Installation
- ▶ State Licensing Requirements

Thank you to our 2019 training sponsor – [MeshTec](#).

Strategic Plan

Since its release in 2013 the Cert III in Blinds, Awnings, Security Screens and Grilles has had slow uptake and due to the many changes in our Industry requires a review. A 'Case for Change' proposal must be approved by an IRC (Industry Reference Committee). The IRC is in the process of being appointed and Shane Hawkins from the NSSA Board of Directors has been nominated for a position.

The NSSA will continue to make available learning opportunities through AFTI (Australian Fenestration Training Institute). These sessions provide participants an opportunity to gain industry relevant knowledge and the ability to share knowledge, skills and experience with their industry peers.

Fenestration Australia – A NSSA Perspective



19 – 21 September 2018

Sheraton Grand Mirage Port Douglas, QLD

In 2018 the NSSA held its first Keynote presentation, a master class on 'Choose and Use Compliant Products' at Fenestration Australia, hosted by Michael Henry – NSSA Chairman and Jack Ryan – NSSA Vice Chairman.

Choose and Use Compliant Products promoted to a well-attended audience, the need for compliant, tested products in our industry, what a security product actually is and putting an end to passing off non-security products to homeowners.

For the first time we had a dedicated stand at the expo highlighting Australia's security screen industry. The NSSA team hosting the stand networked with the window industry, suppliers, fabricators and NSSA members attending the conference.

We launched the NSSA Design Awards, recognising the best Installation across residential and commercial categories and the inaugural NSSA Achievement Award, presented at the Fenestration Australia Gala Dinner.

"It was exciting to see the growth of the industry's participation in the trade exhibition. It helps to raise the profile of both the NSSA and the security screen industry to other conference attendees."

"I would encourage our system suppliers and manufacturers to get involved at the annual conference. It shows your support for the industry, it exposes your business to a wider group of suppliers and customers and it provides a perfect networking opportunity for existing members and potential customers and suppliers."

Amanda Old, Head of Sales and Marketing, Prowler Proof.



Team NSSA



Ian Harkin, Andrew Johnston



Amanda Old



Best Exhibition Stand Winners



Rebecca & Adam Keck



Jill Every, Ben Pugh,
Phil Esteban



Michael Henry



Marty Wilson – Fenestration Australia MC



Jack Ryan, Darin Dinneen



Team Capral



Caleb Bakic, Chloe Lewis,
Claudene Damianakis, Jack Ryan



2018 NSSA Achievement Award

Congratulations to Jasna Kupres – Australian Security Industries (ASI) SA. Recipient of the Inaugural NSSA Achievement Award.

2018 Inaugural NSSA Awards

2018 Installation Awards

Congratulations to the winners of the Best Installation Residential Award – Guardian Screens & Shutters and the winners of Best Installation Commercial Award – Amplimesh Security Screens on their commercial Award.



Winners of the 2018 NSSA Best Installation Residential Award – Guardian Screens & Shutters:
Grant Mills, Rod Collins, Blair Collins.

AusFenEx19

27 - 29 August 2019

International Convention Centre (ICC) Sydney, NSW

AusFenEx19 is the joint industry conference and exhibition of the Australian Window Association (AWA), the Australian Glass and Glazing Association (AGGA), the National Security Screen Association (NSSA) and the Skylight Industry Association (SIA).

AusFenEx19, is the event bringing together the largest gathering of organisations associated with the fenestration industry, providing members and visitors with unprecedented access to the window, glass and security screen industry decision makers, with an expected attendance of over 700 delegates.

Discover new innovations, technology and work practices while learning about all the key issues that affect our industry, all this set against the backdrop of a fun and informative networking environment.

The NSSA team will be at AusFenEx19. Join the team for our Break Out Session - Would You like Screens With That?, hosted by a panel of industry specialists, including Board Directors and small to medium business owners.

Come and meet the team, NSSA members and industry experts who contribute to our Association.

AusFenEx is the largest opportunity for our members to network with other NSSA Members, AGWA Members and the fenestration industry.



Winners of the 2018 NSSA Best Installation Commercial Award – Amplimesh Security Screens.
Celebrating at the 2018 Design Awards
– Michael Henry, Jack Ryan, Derek Tidey

NSSA Break Out Session

Would You Like Screens With That?
Presented by NSSA specialist panel.
Thursday, 29 August 2019

Outstanding Security Screen Projects 2018-2019



The NSSA is proud to showcase some of our members most outstanding projects from 2018-2019.



Victoria's Parliament House – VIC
Member: Strong Ox

Victoria's Parliament House originally constructed between 1855-1929 was recently updated to accommodate Members of Parliament with new offices having operable windows.

The new building was designed with sustainability in mind and incorporates a range of measures to boost its sustainability attributes, with security being paramount.

IntruaGuard® a newly designed perforated aluminium security screen system from Capral Aluminium, was elected as the security screen. "Tested product, visibility, light transmittance and ventilation were all big factors and that is where IntruaGuard® stepped in to meet the brief" Jack Ryan, National Market Manager – Security Products Capral Aluminium.



The 'V' House – QLD
Members: Capral Aluminium / StyleWise Security

Sitting proudly on the edge of the Sunshine Coasts' Mooloolah River, The V House was designed with aspect, views, corrosion resistance and long life span in mind. All 52 operable windows have been secured with Amplimesh SupaScreen® to complement the architects' desire for a transparent living pavilion that engages directly with the waters edge.

Installer and Fabricator Glenn Turner from Stylewise Security in QLD says "We've always been proud our projects, quality and workmanship. Being part of the NSSA gives the customer that additional reassurance and a badge to wear with pride".

NSSA 2018 Design Awards

Best Installation Residential – QLD
Member: Guardian Screens and Shutters

There were many factors involved in choosing the right products for this project. In order to answer the design brief, the products needed to complement the existing building, be strong, customizable, retain longevity, aesthetically pleasing and provide an unobstructed view to the rear of the property. Therefore, the doors we chose were Crimsafe 'Ultimate' Bi-Fold system and Crimsafe 'Ultimate' Sliding/Stacking Security Screen Doors.

"By enclosing the surrounding patio, the rear doorways and windows were able to be left without screens and we created a safe, bug and burglar proof room. The environmental impact of the design for a security point of view was as low as possible, the view through to the garden was not compromised".

Blair Collins, Guardian Screens and Shutters



Make the most of your NSSA membership



Get Real Secure

Business Owner: Adam Dixon

Website: www.getrealsecure.com.au

State: Queensland

NSSA Promotion: Vehicle Wrap.

"Being an NSSA member is just another way of setting myself and my business apart from others. It adds credibility and gives my customers confidence that I'm going to do a professional job".

Adam Dixon – Get Real Secure

Adam recently updated the signage on his vehicle, and now promotes the NSSA everywhere he goes.

For more from Get Real Secure visit www.getrealsecure.com.au.



Capral Aluminium

Jack Ryan – National Market Manager – Security Products, Amplimesh Security Screens

Website: www.amplimesh.com.au

Location: National

NSSA Promotion: Co-branding.

"Co-branding with the NSSA emblem is simple yet provides assurances and gives credibility to the end client that you are a supplier / installer of best practice in our industry."

Jack Ryan – National Market Manager of Security Products – Amplimesh Security Screens, Capral Aluminium



The Security Door Company

Business Owner: Katrina and Greg Adlington

Website: www.thesecuritydoorco.com.au

State: Victoria

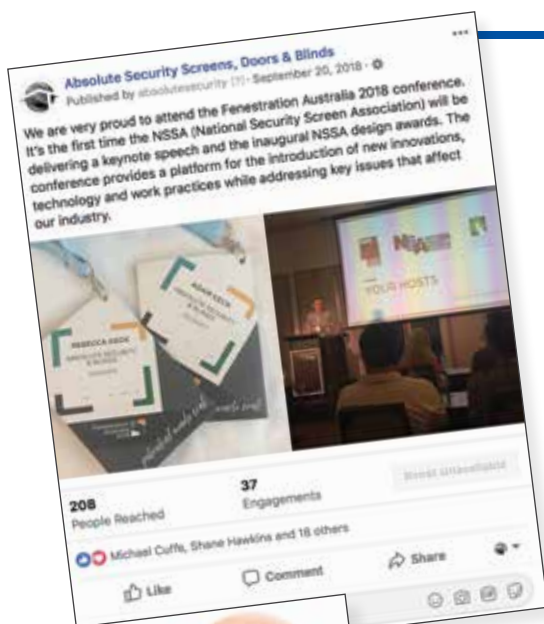
NSSA Promotion: Certificates; Membership, Training and Accreditation.

When we purchased the Security Door Company 9 years ago, it soon became apparent that being a part of an Association is important, we were members of the AGGA already.

When it was announced that the NSSA was going to be a national Association and have a presence in Victoria we jumped straight on it and signed up. Since then we have undergone 2 accreditations and attended forums. We have also had 4 of our staff, including ourselves, attend training.

In our area we have a lot of “backyarders” that think they know what they are doing and say to our customers that they are selling the exact same product as us. But when they visit our showroom and see the NSSA certificates and Membership they know that they are getting a superior quality product, that has been tested and that we are backed by the NSSA. They are getting value and peace of mind.

The NSSA is an important part of our business moving forward as it keeps us updated about what happening in the industry, giving us the opportunity to be ahead of our competition.



Absolute Security Screens, Doors & Blinds

Business Owner: Adam & Rebecca Keck

Website: www.securityblindsandscreens.com.au

State: Queensland

NSSA Promotion: Social Media, Networking and Print.

Here is a quick snapshot of how we have been making the most of our membership:

Networking: We have made valuable connections within the security screen industry through attending NSSA forums and conference.

Education: The information made available through the industry forums, key messages and talking with others within our industry has been invaluable.

Marketing: The resources made available through the NSSA have helped us to position ourselves as trusted experts within our industry. We have used the NSSA logo on social media platforms and our vehicle signage.

Free Editorial: We were so proud to see our work and business name in the page of Fenestration Australia Magazine – Screens.

Social Media: Facebook is a great platform to connect with current and potential customers.

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NSSA Chairman

Michael Henry
michael.henry@nssa.org.au



NSSA Vice Chair & Marketing Committee Chair

Jack Ryan
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NSSA Director & Technical Committee Chair

Rebecca Keck
rebecca.keck@nssa.org.au



Secretariat / Executive Officer and Members

Claudene Damianakis
claudene@nssa.org.au

Development Fund

Development Fund Contributors make up an essential part of our Association.

We would like to thank our Development Fund Contributors for supporting the NSSA and its endeavours to continuously grow and develop our Association and our industry. Our Development Fund Contributors have committed both financial and personal resources to the Association and its activities.

Their contributions to the NSSA is an investment in the security screen industry and its long term future. With their ongoing support the NSSA will continue its focus on membership growth, consumer awareness, further development of NSSA technical and marketing committees, national forums and training and a greater presence at [AusFenex 2019](#).

Without their support we would not have been able to achieve what we have achieved in the last 12 months.

We look forward to a strong and continuous partnership. Thank you.

