

FLY ON THE WALL

Winter 2019



PRESIDENT MESSAGE

Well the year has surely flown, already six months into my presidency and it has been a very busy year at the AWCI WA.

We started off the year with a bang with two Sundowner's. Firstly at the Royal in East Perth followed by our first South West Sundowner at Bayview Bar in Bunbury. Both events were well attended and great feedback was received.

In May, Belinda and Penny took a road trip and travelled to Albany to see some members and try and pick up a few more. The ladies thoroughly enjoyed catching up with long time members that we don't always have a chance to see face to face.

The annual Golf Day held at Wembley Golf Course was a well deserved break for some. Again the green did not disappoint nor did the perfect weather and it was good to see everyone socialising and having a good time.

The Apprentice Challenge was held at North Metro Tafe on Friday the 7th June. This year we had 8 tradesmen competing for the first prize, the work on the day was outstanding the boys should be proud. The winner will be announced at the Gala Dinner and both winner and runner up will represent WA at the annual AWCI conference in Uluru, what a fantastic opportunity for the two lucky winners.

A big item that we have been tackling is registration of our trade. A group of trades wishing to become registered or licenced has been meeting regularly to set up a strategy. By forming this group we feel it will give an advantage to get some type of registration over the line. A lot of work has been done behind the scenes and hopefully this will keep moving along. Later in the Fly on the Wall, you will see the letter that is to be presented to our Minister, John Quigley on behalf of the AWCI WA.

We have also been working hard to keep you up to date with the latest things going on in our industry. The introduction of the weekly to fortnightly bulletin's as well as regular updates on Linked In and Facebook Profiles. If you haven't already, don't forget to like us so you keep up to date. A survey monkey was sent out a few weeks ago with a few questions regarding the AWCI and the Industry, if you can spare five minutes your feedback would be appreciated.

A reminder that that being a member of the AWCI gives your MBA benefits, some of which I have used and they can save you money. It is easy to register, just email Belinda with your name and which service you would like to utilise and she will set you up so you can contact the retailer for discounts. This extends to anyone you have working for you also. The benefits are listed on the MBA site.

In August we will be bringing you our very first contractors forum, watch this space for dates and topics.

Finally, our Awards of Excellence Gala Dinner is sure to be a treat. This is our 30th Awards night and is themed Diamond and Pearl to celebrate this milestone. You can secure your tickets now and if you have projects that you would like to enter, please contact Belinda ASAP. Winners of most categories will become finalists at the National Conference in October.

Hope to see you there

Rachel



Celebrate Industry Excellence at AWCIWA AWARDS FOR EXCELLENCE



WHEN: Date 17 August 2019

WHERE: Crown Hotel

TIME: 7pm - Midnight

Ticket Price \$160 including GST

PRICE INCLUDES: Dinner, Drinks,
Switch the Band, Awards of Excellence,
Apprentice of the Year and Prizes

Networking Industry Night

REGISTER YOUR INTEREST NOW - RSVP: 10 August 2019

ASSOCIATION OF WALL & CEILING INDUSTRIES

Belinda Goddard +61 (0)433 586 119 | adminwa@awci.org.au

GOLF DAY 2019

The AWCI WA Golf Day was held at the Wembley Golf Course on 10 May 2019. The weather was fantastic and the day seemed to be enjoyed by all.

Special thanks to all our Tier 1 sponsors CSR Gyprock, Rondo Building Services and Ultro Recruitment and to Intex for the Longest Drive and Ceiling Prefab for the door prizes.

The players were greeted at registration with a welcome bag, we thank our sponsors for helping to fill those bag with lots of great items, your support is very appreciated.

Our winners of 2019 were:

Andrew Bordin

Mick Ward

Peter Oakley

Paul Cummins

Runner up

Phil Higham

John Cortias

Alex Gallipo

Michael Starkey

Third Place

Chris Mounteney

Joe Carrocci

Daniel Crosara

Simon Plummer

Nearest the pin hole 3 won by Daniel Crosara

Nearest the pin hole 18 won by Paul Murray

Longest Drive sponsored by Intex won by Michael Starkey



GOLF DAY 2019

We would like to thank our sponsors

Tier 1 Sponsors



RONDO®



Longest Drive



GOLF DAY 2019





4th June, 2019

Dear Mr John Quigley,

My name is Rachel McMahon and I am the current president of The Wall and Ceiling Industry Association in WA. The AWCI is the peak body for Ceiling Manufacturers, Suppliers, Contractors and Sub-Contractors for both Residential and Commercial projects in Australia. We have been established since 1974 and is an Affiliate of the National body AWCI ANZ.

I would like to speak to you today about registration of our industry. South Australia, New South Wales and Queensland already have licensing while Victoria has recently had a registration bill passed in their Parliament in 2018. The AWCI WA believes it is imperative that we need to have registration passed here in our trade in Western Australia.

Our members feel very strongly that this would only strengthen our industry and make it a safer, more economically viable option for all registered tradespersons. The wall and ceiling industry is diverse in several areas, the level of expertise required to complete many projects in the Commercial Sector, require in depth knowledge of planning and installation of systems such as Passive Fire and Seismic Systems.

The registration of the Wall and Ceiling Industry in WA, in particular the Ceiling Contractors and Sub-Contractors, would ensure that all works carried out in the Residential and Commercial sectors are installed in a correct manner. This way public health and safety is preserved.

I don't know if you are aware, but we are regularly seeing and being advised of massive inconsistencies of workmanship. Ceilings are collapsing through poor workmanship at an alarming rate. Home owners are unhappy with poor levels of finish and the most concerning is the lack of expertise in the correct use of fire rated systems which could potentially lead to loss of property or even death. All of these and more could be avoided if we had registered tradespeople on worksites.

At the moment, there is no requirement that a person quoting or carrying out a project has any skill or knowledge required to do so correctly. Another concern is the 'skilled' labour from overseas. Whilst some are skilled, others have no skill and cannot even read or write English. Even if they have installed ceilings in their native country, it is difficult to know whether they are aware of our Australian Standards.

Potential risks that our industry has and the possible implications is not only to the tradesperson but the general public. For example if a ceiling system was to fail due to poor installation, the damage could be catastrophic as they can weigh up to 50kg/m2.

Finally, registering our trade would lead to more apprenticeship opportunities for West Australians. At the moment our Tafe Apprenticeships are at an all time low, why would an aspiring tradesperson put years into Tafe, when they can receive on the job training and become an installer relatively quick all whilst being paid.

Thank you for taking the time to read this letter, I trust you understand our passion and the urgency of this matter.

If you require any further information, I would be happy to meet with you, alternatively please do not hesitate to contact me at rachel.mcmahon@directplasterboard.com.au

Kind Regards

Rachel McMahon
BScChem Bsc MinSc
AWCI WA President
Director Building Supplies WA

TRAINING

In May Garry Whitelaw and Rob Whitehurst Tafe Lecturers from North Metropolitan Tafe spent a week at Perth Plaster Mouldings for a return to industry to keep their currency for future training.

Both deliver these courses at North Metropolitan Tafe, the courses they offer are Restore and Renovate and Instore Precast Decorative Mouldings. Lecturers at Tafe are required by auditors to be able to demonstrate to the students all components that they teach.



Passive fire training

APPRENTICE CHALLENGE 2019

The AWCI WA Apprentice Challenge was held at North Metropolitan Tafe on Friday 7 June 2019, we had 8 apprentices, we thank their employers for allowing them to participate in the challenge.

The project this year required the nominated apprentices to read and interpret a set of plans and then build a free standing module to plan and specification, under the set time frame. The project consisted of framing up the walls and ceiling with stud and track, followed by sheeting with 10mm plasterboard. The apprentices then had to install flush beads, finish the walls and ceiling up to a Level 4 finish, install belair cornice, small section of shadow line and finally install a logo in the shape of WA.

We would like to thank the following for helping us make the day a success:

Sponsors for materials - GTEK Direct Plasterboard, CSR Gyprock, Knauf, Rondo Building Services, Studco Building Systems, Intex, Plasterline Industries and Wallboard Tools for the packs that were presented to each apprentice. Thanks to Ceiling Prefab and Rondo Building Services for supplying lunch and morning tea for the apprentices and judges.

The host of the apprentice challenge was North Metropolitan Tafe we thank you for your Assistance leading up to the challenge and on the day.

Judges on Friday who judged 30% of the mark for OH&S, Planning and Organisation and

Completed Stage Scores - David Robinson, Garry Whitelaw, Nigel Collicott, Rob Whitehurst and Stuart Cocks.

Judges on Monday judged 70% of the mark for the project – Derek Dunmall and Kim Prout.



APPRENTICE CHALLENGE 2019

AWCI WA APPRENTICE CHALLENGE 2019

Plan A Front Elevation

Section A-A

Materials Supplied

- 64mm Track
- 64mm Stud
- 10mm Plasterboard
- 90° External flush bead
- 10 mm Flush shadowline bead
- 10mm Flush stopping bead
- Base coat
- Cornice cement
- Topping
- Plasterglass Cornice
- Paper tape

Section A-A

AWCI
Association of
WALL & CEILING
INDUSTRIES
Western Australia

with special thanks for
sponsoring product

GYPROCK™

GTEK DIRECT

CSR **Plasterboard**

RONDO®

KNAUF **STUDCO BUILDING SYSTEMS**

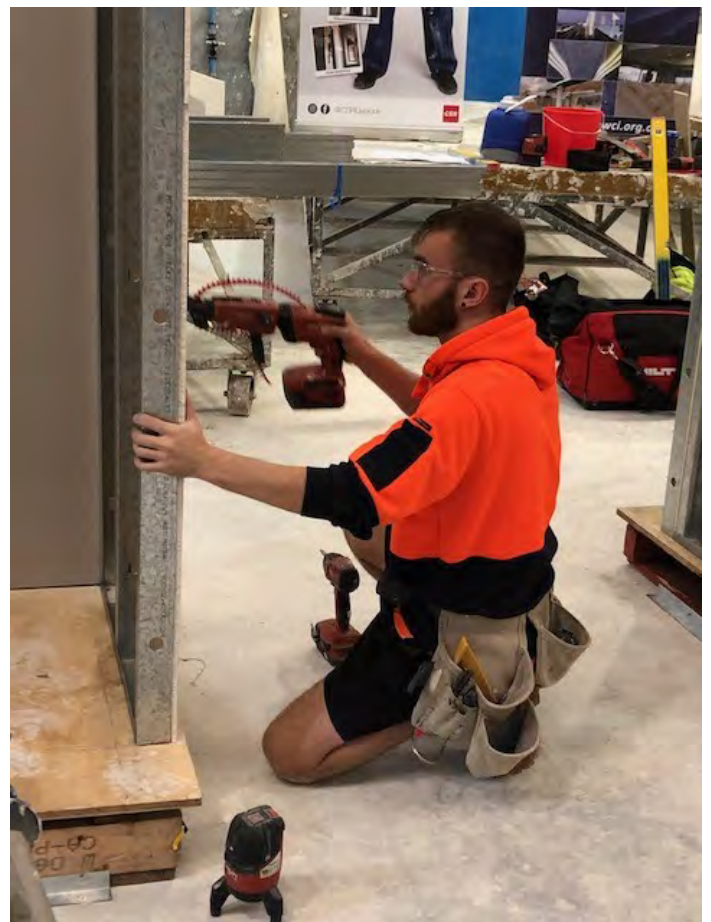
Plasterline INDUSTRIES

Wallboard TOOLS **Intex**

special thanks for sponsors for
morning tea and lunch for
apprentices and judges

CEILING PREFAB **RONDO®**
CEILING PRODUCTS

NOTE: Not to Scale / DO NOT Sheet the outside back wall
ALL corners to be angle beaded and finished
ALL Measurements are finished sizes



APPRENTICE CHALLENGE



TRADE DAY ALBANY

On 1 May we visited Albany and attended the CSR Trade All Day Breakfast. Thank you for CSR for allowing us to meet many subbies, we had some great chats about the benefits of being a member with the Association.

We also got to catch up with a couple of our members K G Hastie and Wes d'Hart and had a great chat with the MBA Albany to see what we can both do together to bring more training and information to the South Regional Area.



Managing your cash flow

When it comes to managing business finances, 'cash is king' and key to the survival of your business. However despite the popularity of this phrase, cash flow is an area of business that is often neglected.

Managing a business is not just about profit and loss, it's also about managing your spending and being prepared for both likely and unexpected eventualities. Your cash flow may be the difference between your business success and failure. You can be profitable on paper but may be forced to close your doors because you don't have enough cash at hand to pay your rent or electricity costs.

Late payments can spell disaster for many small businesses. There are important measures business owners can put in place to avoid problems with late or non-payments of debts. Having minimal exposure to debtors is good financial practice for any business, and documented systems and processes will help you keep track of cash flow and control finances. Given your customers could be a risk to your cash flow, it pays to do due diligence on debtors and assess them before you start work. To avoid late payments, issue invoices promptly with clearly defined terms and conditions for payment. If your business provides a product or service that requires substantial cash or effort before you can deliver, consider asking for a deposit or milestone payment.

If you're finding you need more cash consider revising your pricing, increasing sales volumes and managing debtors. Alternatively, reduce the cash going out of your business by revising outgoing expenses, inventory and staffing levels to determine whether you can make some savings. You may also consider refinancing your loans and selling any under-utilised assets.

Having minimal exposure to debt is good financial practice for any business and documented procedures and systems will help keep track of cash flow and control of finances.



Small Business Development Corporation

Download a free cash flow template and learn more about the Small Business Development Corporation's 'Understanding Business Financials' workshop by visiting **smallbusiness.wa.gov.au** or call **13 12 49** to speak to one of their experienced business advisers .

Here are some tips to help you manage your cash flow:

If you're not confident with numbers, hire a professional accountant and use quality accounting software. This way, you'll always know your cash position and it'll help you to forecast your cash flow for planning purposes.

Receiving payments faster will boost your cash flow. Issue invoices as soon as you have supplied the goods or services, and follow up promptly on any late payments.

Negotiate with suppliers to extend your payment terms and reduce your expenses.

Build a cash reserve. This will give you the confidence and finances you need to grow your business and help you prepare for any unexpected expenses.

Review your business practices to identify areas where you can reduce wastage or improve efficiencies.

Grow your business by exploring new markets or investing in an effective marketing strategy to attract new customers.

Expanding your knowledge and business financial skills can improve how you manage your cash flow and business finances. Consider attending an 'Understanding Business Financials' workshop with the SBDC to improve your knowledge and get advice from an experienced accountant or SBDC business adviser.

The Small Business Development Corporation provides free confidential business advice and guidance to small business owners throughout Western Australia.

To speak to one of their experienced business advisers call **13 12 49**, or visit **smallbusiness.wa.gov.au**



GOVERNMENT OF
WESTERN AUSTRALIA

Small Business Development Corporation

SUNDOWNER THE ROYAL

Friday 22 February 2019 was the first event of the year, a sundowner at The Royal, we had a great weather and good numbers attended. Special thanks to everyone for attending and thank you to our sponsors CSR Bradford, Johns Building Supplies, James Hardie and Rondo Building Services.



SUNDOWNER THE BAYVIEW BUNBURY

Wednesday 3 April 2019 the Southwest held a sundowner at The Bayview Bunbury, we were extremely happy with the turnout. Special thanks to everyone for attending and thank you to our sponsors CSR Gyprock, Knauf, James Hardie and Rondo Building Services, also we thank James Hardie and Wallboard for the door prizes and we want to make a special mention to Premium Building Supplies for donating the bus that transported people from Margaret River, Busselton, Dunsborough and Capel. Thanks to Penny Cocker for organising the team, I know those who attended really enjoyed the evening.



MEET GEORGE KIMES

ACE CEILINGS

Standard Fly on the Wall questions

1. What was your second chosen career?
2. Three things you could not live without?
3. Your most memorable moment?
4. What do you do to relax?
5. Where would you like to be right now?
6. Who would you like to be stranded on a deserted island with?
7. Your pet hates?
8. Your most embarrassing moment?
9. Your biggest achievement?
10. How would like to be remembered?

MEMBERSHIP BENEFITS

So, why do so many contractors choose to be a member of AWCI? Because they know it saves them time and money and it's easier to have the AWCI keep them up-to-date on the latest news, technical alerts, guidelines, Q&A's and strategies for running a business.

Member benefits include:

- ***Ad Hoc HR Advice – free ad hoc support over the phone***
- ***Members only section of the website with technical resources and information***
- ***Webinars & Seminars – run by industry specialists and free for all members***
- ***AWCI WA have an alliance with MBA, our members receiving discounts on HBF Insurance, Telstra, Kleenheat Gas, contractor insurance and training and more.***
- ***Trade Guidelines book – one free hard copy – new edition just released***
- ***Members Forum with Technical Resources - legal support and guidelines***
- ***Having active committees in training and technical keeping our members up to date with any relevant changes in these areas***
- ***Being able to enter your projects into our Awards of Excellence at State and National level.***
- ***National Industry Magazine (4 copies per year) – full of practical advice, tips and insights & free to members***
- ***WA State Magazine - Latest news, advice and updates from your state***
- ***Golf days, Awards of Excellence, Gala Dinners, Sundowners, Apprentice Challenge, Networking Events etc.***
- ***Opportunity to attend the National AWCI Conference each year***
- ***Taking steps forward lobbying for licensing in the west.***
- ***Working closer with the Tafe's, North Metropolitan Tafe, South Metropolitan Tafe and South West Regional Tafe.***
- ***The Technical Committee will continue to work with the WA Building Commission***
- ***Passing on our member's contact numbers to general public referred from Building Commission, web site and insurance companies generating more business for our members.***
- ***AWCI WA shop provides Joint Tolerance Gauges, Trade Guidelines Booklet and much more.***



AWCI WA MEMBERSHIP FORM

Membership Application Form

Post this form to: PO Box 1819, MALAGA, WA 6090

Enquiries: 0433 586 119 Email: adminwa@awci.org.au



Full Trading Name: _____

Applicant's Name: _____

Postal Address: _____

Postcode: _____

Street Address: _____

Postcode: _____

Telephone Number: _____ Fax Number: _____

Mobile Number: _____ Email: _____

Licence Class (if applicable): _____

Licence No. (if applicable): _____

Business Operation

Total Years in Wall & Ceiling Industry: _____

Do you have a trade qualification? Yes No (please circle applicable)

Current Number of Employees: _____

Do you wish to be placed on a list for work referrals? Yes No (please circle applicable)

I / We apply for membership of the Association of Wall & Ceiling Industries in Western Australia and if accepted will undertake to abide by the Rules and By-Laws of the Association and undertake to pay all Fees and Dues as may be determined whilst a member of the Association.

I / We hereby tender subscription for 12 months. Being for the amount of \$ _____ (see below)

Signed _____ Date _____

Payment Method (please tick one) ☐ Mastercard ☐ Visa

Card Number _____

Cardholder's Name _____ Expiry Date _____

Cardholder's Signature _____ Date _____

(Please note 2.2% credit card charges apply.)

☐ Direct Deposit Account Name: AWCI WA Bank: ANZ

Account No.: 3481-79734 BSB No.: 016-353

Category Type	Please Tick	Metro / Surrounding	Regional
1. 20+ Employees and Subcontractors	<input type="checkbox"/>	\$ 1950	\$ 970
2. 11 - 19 Employees and Subcontractors	<input type="checkbox"/>	\$ 1300	\$ 700
3. 6 - 10 Employees and Subcontractors	<input type="checkbox"/>	\$ 975	\$ 490
4. 1 - 5 Employees and Subcontractors	<input type="checkbox"/>	\$ 540	\$ 380
(Suppliers pay in accordance with categories 1-4)			
Associate/Sole Trader (Strictly individuals only)	<input type="checkbox"/>	\$220	\$220
Subcontractors (Working for Contractor*)	<input type="checkbox"/>	\$120	\$120
All rates exclude GST			

AWCI WA MEMBERS

3M Australia Pty Ltd	J Foster Plasterboard Contractors	Proline Plasterboard Contractors
Ace Ceilings	Freo Interiors	Promat Australia Pty Ltd
Action Interiors	Future Carpentry & Ceilings P/L	Regency Ceilings
Albany Plasterboard	Hybrid Linings	Rondo Building Services Pty Ltd
AMF Performance Ceilings	Intex Pty Ltd	S P Ceilings & Insulation
Architectural Ceiling Systems	James Hardie Australia Pty Ltd	Smith Ceiling Contractors
Aussie Plasterboard	Johns Building Supplies	South Metropolitan Tafe
Australian Gypsum Industries	JPM Ceilings	South West Regional Tafe
Australian Pressed Metal	K G Hastie for Plasterboard and Ceilings	Star Ceilings
BGC Plasterboard Fibre Cement	Kingspan Insulation	Studco Building Systems
Bremick Pty Ltd	Knauf Insulation	Superb Ceilings Pty Ltd
Bridie Industries	Knauf Plasterboard	TBA Firefly
Ceiling and Wall Contractors	Laurence Cheyne	Tony's Ceilings
Ceiling Force Pty Ltd	Matador Ceilings	Topend Ceilings
Ceiling Prefab	Metcalf Ceilings	Treeside Pty Ltd
Ceiling Solutions Pty Ltd	Midland Plasterboard Supplies	Ultro Construction Recruitment
Ceilingworks Australia	Naturaliste Ceilings	USG Boral
Choice Building Products	NS Ceilings and Partitions Pty Ltd	Versatile Building Products
Coastal Ceilings	North Metropolitan Tafe	Yallingup Ceilings
Condor Ceilings (WA) P/L	Old School Technical Training P/L	WA Direct Plasterboard Sales
CSR Bradford	On Centre Software	Wallboard Tool Company Pty Ltd
CSR Building Products	Peak Ceilings	Watervale Developments
DA Whitelaw Ceilings	Perth Plaster Mouldings Pty Ltd	Westgyp P/L
Distinctive Ceilings	Perth Plasterboard Centre	Winstone Wallboards Ltd
D&T Ceilings	Plasterboard Projects	
DT Contracting	Plasterline Industries	
Fletcher Insulation	Premier Ceilings (WA) Pty Ltd	
	Premium Building Supplies Busselton	

**THE ASSOCIATION OF WALL AND CEILING INDUSTRIES WILL
PROMOTE AND RECOMMEND ALL OUR MEMBERS TO THE GENERAL PUBLIC
FOR WALL AND CEILING REQUIREMENTS**