

FLY ON THE WALL

The Year that Was!

Summer 20/21



PRESIDENT MESSAGE

I would like to extend my thanks to the executive team and Belinda for all the hard work they have provided this year to ensure the continued success of AWCI this year and beyond.

This year was definitely unlike any other, we started off the year very gung ho to get things done and now realise we were very lucky to have started the year well with a Sundowner in Cottesloe just before Covid restrictions came in.

Covid brought with it many challenges to the association which we tackled as they arrived.

Firstly, we had to cancel all upcoming events which was a bit more work, as restrictions were changing sometimes daily, we did have some challenges with being able to move dates or cancel venues. In the end, the golf day was able to be changed to next year and we were able to get a full refund on the venue for the Gala Dinner.

Secondly, the Executive committee had to develop new ways of meeting, so the change to video calls did have some teething problems, but we got there.

We were able to secure Jobkeeper for Belinda as well as the cash boost which helped with some of the losses we had in the year due to less events.

Registrations surprisingly was very steady and only a few members have decided not to re register, though we have got a couple more on board. We have used this year to work out a better tier system for membership that may see some businesses getting a discount next year and making it more fair overall. We do note that we have to work on membership growth next year and are hoping the new tier systems will help more come on board. There has been a lot of talk about getting involved in career or trade days.

Luckily, with the help of the Tafe, we were able to have a Covid Safe Apprentice Challenge and also still held our Annual Awards, this then became of lovely Sundowner come Awards night with a terrific turnout at the Aviary.

After a lot of work the Drywall Lining course is finally underway and will be commencing in March 2021.

Finally, I would like to thank Kim Prout for all his service on the executive as he steps down next year to take on other projects. Kim is still a life member and will be staying in touch with technical, training and the South West.

We wish all our members and families a wonderful and safe festive Season and we are looking forward to 2021 .

Rachel McMahon

President WA

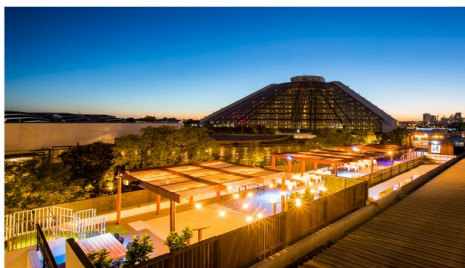


2021 member events



SAVE THE DATE

12 March 2021
SUNDOWNER ▶
Hi-Line Rooftop
Crown



7 May 2021
ANNUAL GOLF DAY
NEW LOCATION
Maylands Golf Course
▼



26 March 2021
◀ **SOUTH WEST
SUNDOWNER**
Shelter Brewing Co



June 2021
**APPRENTICE
CHALLENGE** ▶
North Metropolitan TAFE

3 September 2021

**AWARDS OF
EXCELLENCE** ▶

Venue TBA



For more information, visit www.wa.awci.org.au

Awards of Excellence Winners

HUTCHY CEILINGS

Project : Private Residence, South Perth



WINNER 2020
Residential up to \$30K



WINNER 2020
Residential \$30,000 to \$100,000



C K Ceilings WA

Builder: Weststyle

Project: Branksome Gardens

City Beach



Awards of Excellence Winners

BRIDIE INDUSTRIES

Client : BADGE

Project : Thornlie Square Shopping Centre



WINNER 2020
Commercial less than \$500,000

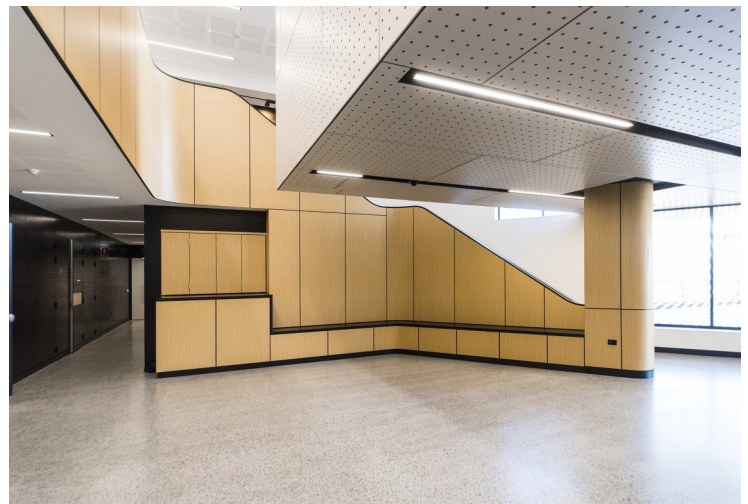
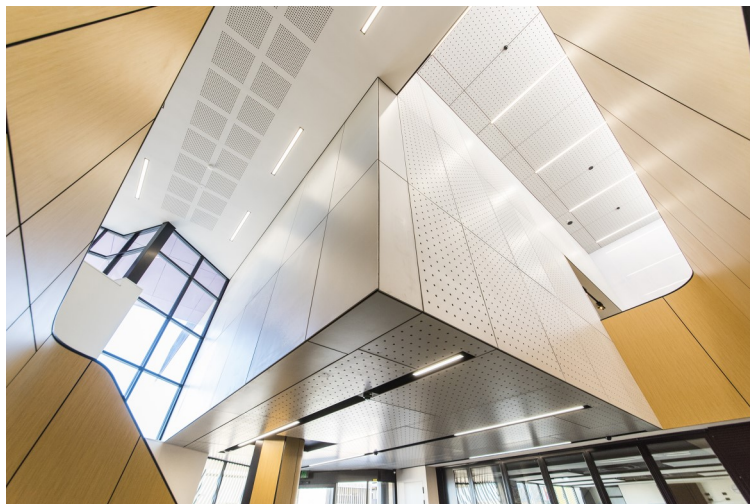


WINNER 2020
Commercial greater than \$500,000

TOPEND CEILINGS

Builder : EMCO

Project : Yanchep Secondary College,
Performing Arts Building



Awards of Excellence Winners

NORTHLINE WALL & CEILING CONTRACTORS PTY LTD

Project : Private Residence, South Perth



WINNER 2020
Regional Commercial



WINNER 2020
Specialist Linings

TOPEND CEILINGS

Builder: ADCO

Project : Swan Care Leisure Precinct



Awards of Excellence Winners

PERTH PLASTER MOULDINGS

Builder: National Estate Builders

Project : Storthes Street, Mount Lawley



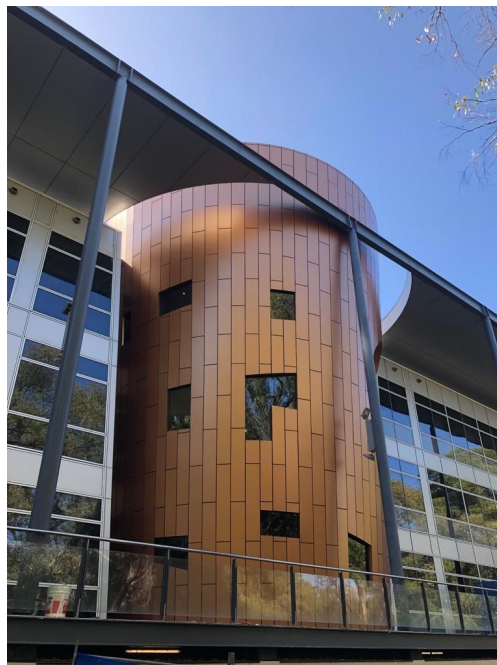
WINNER 2020
Decorative



HYBRID LININGS

Clients: Ferguson Architects

Project : UWA Business School



WINNER 2020
Facade

AWCI WA Apprentice of the Year

On 13 November the AWCI WA Apprentice of the Year was announced, it was pleasing to see all apprentices who had participated in the challenge attend the awards night.

Special thanks to the support of the Construction Training Fund grant to allow us to give each participant a Makita Radio as a participation prize, the lads were rapt with their prizes.

The winners of the AWCI WA Apprentice of the Year 2020:

Joint Winners Apprentice of the Year

- Ben Taylor from Ceilings Solutions and Jake Gunson from SP Ceilings
- Runner up – Connor Hingston from ACR Ceilings
- Third Place – Joel Driscoll from Hybrid Linings



Awards of Excellence Sundowner

On Friday 13th November 2020, AWCI WA had their Awards of Excellence and Apprentice of the Year Sundowner at the Aviary. We had a full house, an extremely pleasing turnout and there was a great energy in the room right from the start of the evening.

Surprisingly given the year we had many stand out jobs entered into the categories and this year we saw a lot of Commercial work compared to Residential work; we are hopeful that next year with work picking up in Residential sector we will see more residential entries once again.

Special thanks to our sponsors Rondo Building Services, S P Ceilings and Construction Training Fund, we are very grateful for their assistance.



Awards of Excellence Sundowner



Sundowner 2020

Just before COVID lockdown the AWCI WA had their first event of the year, their annual sundowner on Friday 6th March 2020 at the Cottesloe Hotel. It was a nice chilled out evening, great company, food and pleasant views of the ocean, little did we know that the whole world was going to change in the next few weeks. Special thanks to Rondo Building Services and WA Direct Plasterboard for sponsoring.



Special thanks to our sponsors

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Meet Mark and Carl Negri



Coastal Ceilings have been members of the AWCI WA for 32 years and have been in business for 40 years as of October 2020. Mark and Carl Negri are the owners of Coastal Ceilings, Class Ceilings, Metrex Wall and Ceilings and Perth Pressed Metal.

Coastal Ceilings was started by Mark and Carl's parents Gordon and Hazel Negri 40 years ago and their journey started in Rockingham. In 2017 they relocated the Business's to Bibra Lake, whilst looking for allocation in Fremantle. They then located their new South Terrace Property and have also created the Perth Pressed Metal Showroom.

The new premises have been renovated with polished concrete floors which are amazing and the main features on both the exterior and interior are the Australian Pressed Metal products which they are the distributors for in Western Australia.

Their new office building was originally a service station and mechanical workshop in the 30's and 40's and in the 70's was turned into an Ian Diffen Tyre Shop and operated as such up until 2 years ago. You can still see where the petrol bowzers were located on the floor. The Meeting Room has pressed metal ceilings and has been painted gloss black and the ceilings in the reception area are pressed metal painted gloss white, they have a great display of their products in this foyer area.

The Negri Family business has been active in the industry for so many years and has employed over 50 apprentices in their time. David Robinson the AWCI WA Vice President was one of their apprentices, Dave's father who sold cars to the Negri's asked if they had any work for his son and they went on to employ Dave as an apprentice and now Dave is still active in the industry at South Regional Tafe and sits on AWCI WA's training committee and Executive Committee.



CELEBRATING 40 YEARS
1980 - 2020

Class Ceilings  **Metrex**
interior lining specialists WALL & CEILING SPECIALISTS







AWCI WA Training Courses

DRYWALL LINING TRAINING COURSE

Drywall masonry lining is the fitting of plasterboard to masonry walls, in place of the more traditional solid plastering. Many modern domestic and commercial properties will be finished with drywall lining instead of solid plaster.

This course is an introduction in working with plasterboard, standard cornice and plastering products. Course attendees will gain the basic knowledge of the requirements to plasterboard to a masonry wall, flushing/setting and corncicing.

Overview

We are offering a drywall lining course that will be held over five consecutive Tuesday evenings. This will give workers in the building industry the chance to Upskill and gain more skills and knowledge towards employment, with a Certificate of Participation.

Course Content

During the course we will cover:

- >Health and safety > Plan and prepare > Tools of the trade
- > Introduction to setting out > Measuring and cutting plasterboard to correct sizes > Fix, level and plumb standard wall sheets > Door and window openings > Identifying different types and sizes of plasterboards > Direct bonding of plasterboard to brick and blockwork (dot and dab)
- Install metal beads > Introduction to tape and jointing>Hand sanding > Setting out standard paper face cornice > Cut, install and finish standard paper face cornice > Clean up
- > Performance evidence > Knowledge evidence



Date	Consecutive Tuesday evenings 23 February to 23 March 2021
Time	5pm to 8pm
Cost	\$420 including GST *after subsidy
Venue	Metropolitan TAFE - M BLOCK 18 Loxwood Road, Balga

***CTF Subsidies available for onsite construction workers,
course is subsidised by 70%**

FOR MORE INFORMATION OR INTERESTED IN APPLYING

Call 0433 586 119 E adminwa@awci.org.au www.wa.awci.org.au

Instantly Improve your brand

Voice Mail

It is unreasonable to expect you or someone at your office to be able to answer the phone 100% of the time, therefore preparing for this situation is essential. Nothing reeks of unprofessionalism more than a lazy, poorly structured voice mail message. Here is an example of one that could work well and is kept simple:

"Hello, and thank you for calling XYZ Business. We would love to chat with you however our team is currently unavailable so please leave your details and someone will get in contact with you in the next 24 hours. Thanks again and have a great day."

Vehicle & Site Signage

Your vehicle is a not just a mobile billboard for your business. It is a statement about who you are. As is your site signage. Invest in simple and professional looking signage for a variety of different sites. Include corflute signs, A-frame, and banner/wrapping.

Email Address

Have an email address that is: @yourbusinessname.com.au. If you still have a @yahoo or @bigpond or @gmail email address, then for less than \$100 p.a. you can improve the perception of your business from being a small, backyard home business to one that is established and professional.

Phone Number

Have a 1300 or landline phone number as your main contact for your business instead of your mobile. You can divert these numbers through to your mobile, however the perception again on the front end is that you are established and professional rather than just a one-man show. You can get a 1300# from \$15 per month.

For more assistance in building your brand and attracting great customers connect with the team at PROTRADE United at www.protradeunited.com.au



Simple Low-Cost Ways to Instantly Improve Your Brand

Creating the perception that you are a professional, organised and reputable business doesn't take long and in fact, does not cost you much. For a few thousand you can set up all of the below, and start building a credible and sustainable business brand in your industry.

Website

If you are wanting to build your business, a professional online presence is key. Starting out you may just need a one-page web presence that is a reference point for leads or referrals to check out your brand, your work, the clients you work with, etc., before deciding to buy from you. Think big and start small. When looking at the cost of setting up a website compare it to the 'cost of not having a website' to your business.

Testimonials and case studies

Written testimonials with a photo, in a brochure or on your website definitely add to the credibility of your business and helps build trust quickly. Even better, if you take the time to professionally record smaller length videos, 1-2 minutes in length, outlining the journey that the customer has been with you – it gives even greater depth to your brand.

Social Media

Depending on the dream client that you are looking to attract will determine which social media channels you should have a presence on. Remember, think of the medium that the dream customer interacts with the world on. When posting content on social, consider the following breakdown:

- 30% on educating and adding value
- 30% on talking about others, such as customers, suppliers and showcasing other people
- 30% talking about yourself, what you do, how you operate, possibly some of your team (this is not hard promotion)
- 10% other random posts that are relatable to your target audience (Memes/dancing cats, etc.)

Uniform

Have your team decked out in a consistent uniform that displays your business proudly. A team of people all working together at one job site who are all dressed the same looks professional. Regardless of what business you are in, this sends a message to a target audience on how professional you are.

Stationery

Creating and having a professional business card, letterhead, envelopes and presentation folder is a great way to promote your brand when communicating with potential customers. With an investment of under \$1000 you can have your stationery designed and printed to give a great impression.

APPRENTICE CHALLENGE 2020

The AWCI WA Apprentice Challenge was held at South Metropolitan Tafe on Friday 28 August 2020, 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, Rondo Building Services, Building Supplies WA, Wallboard Tools for the packs that were presented to each apprentice. Thanks to SP Ceilings, Hybrid Linings and Ceiling Force for supplying lunch and morning tea for the apprentices and judges.

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

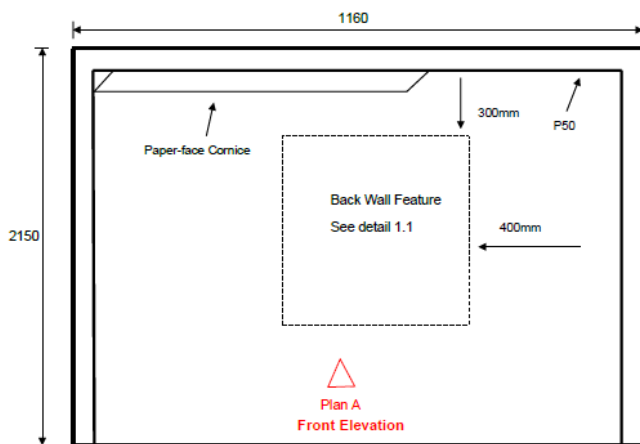
We would like to thank the judges David Robinson, James Munroe, Garry Whitelaw, Nigel Collicott and Kim Prout who have given up their valuable time and were a great help to the apprentices on the day.



APPRENTICE CHALLENGE 2020



AWCI WA APPRENTICE CHALLENGE 2020



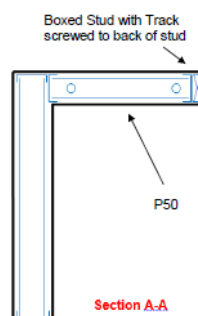
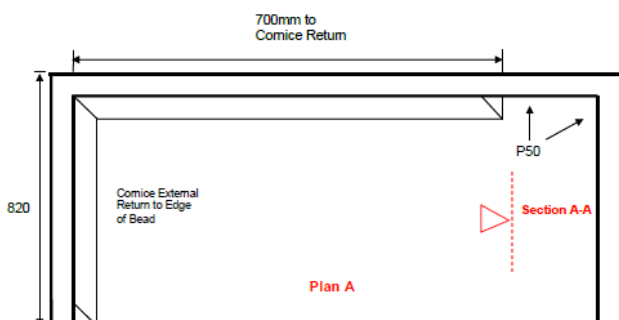
Materials Supplied

- 64mm Track
- 64mm Stud
- 10mm Plasterboard
- 90° External flush bead
- 10 mm Flush shadowline bead
- 10mm Flush stopping bead
- Base coat
- Cornice cement
- Topping
- Paper-face cornice
- Paper tape
- Collated 25mm

MATERIALS SPONSORED BY



LUNCH AND MORNING TEA SPONSORS



NOTE: Not to Scale / DO NOT Sheet the outside back wall

ALL corners to be angle beaded and finished

ALL Measurements are finished sizes

AWCI WA members receive a free 30 minute session per year, plus 5% discount of all packages and services.



Human Resources

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your local
HR team

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We can help you with all areas of HR management

- Employee Engagement
- Employment Contracts
- Individual Flexibility Agreements
- Enterprise Agreements
- Redundancy & Termination
- Award Interpretation
- Fair Work Representation
- Policies & Procedures
- Inductions
- Performance Management
- Training & Development
- Bullying & Grievance Management

We understand that small businesses require different levels of support so we have also developed the following HR packages

HR Essentials

- Cloud - based portal
- 50+ HR Documents
- 30 - minute phone training
- 120 mins of HR support (annually)
- Email & Portal Alerts
- Automatic document updates

HR Comprehensive

- 1 - hour Human Resource review
- Cloud-based portal
- 70+ HR documents
- 1 - hour implementation training
- 240 mins of HR support (annually)
- Email & Portal Alerts
- Automatic document updates

HR Premium

- 2 - hour Human Resource review
- Cloud-based portal
- 70+ HR documents
- 3 - hour HR Portal & System training
- 480 mins of HR support (annually)
- Email & Portal Alerts
- Automatic document updates



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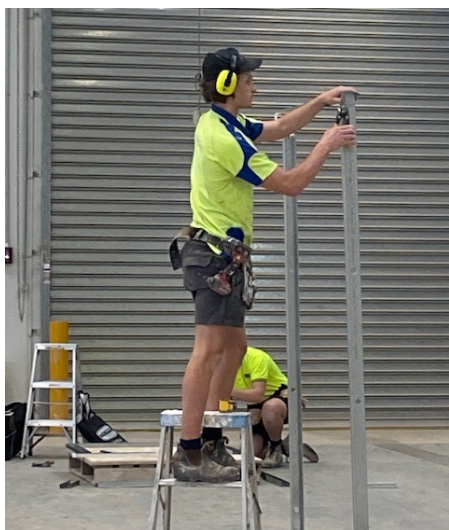
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APPRENTICE CHALLENGE 2020



APPRENTICE CHALLENGE 2020



BENEFITS OF MEMBERSHIP



The AWCI WA is the best support to wall and ceiling contractors in Western Australia, providing members with tools to run more successful and competitive businesses in today's marketplace, and are the voice of the industry calling for critical changes to standards and legislations. We carry out important activities on behalf of our members, and have new initiatives which will help assist our members.

SUPPORT

- Bringing current industry information to members as we receive
- Ad Hoc HR Advice – free ad hoc support over the phone
- Taking steps forward lobbying for registration in the west.
- The Technical Committee will continue to work with the WA Building Commission
- WHS support
- Legal support
- Building Inspections - members can receive a discounted independent inspection if necessary.

RESOURCES

- Website with technical resources and information available only to members with technical resources and information
- Weekly E Newsletters with updates on industry information and events
- Webinars & Seminars – run by industry specialists and free for all members
- Protrade United - are you wanting to scale and grow your business? Keen to learn how to do so?
Our partners at Protrade United share some incredible webinars and learnings to our members
- Trade Guidelines book – one free hard copy
- National Industry Magazine (4 copies per year) – full of practical advice, tips and insights & free to members
- WA State Magazine (3 copies per year) - Latest news, advice and updates from your state
- AWCI WA shop provides Joint Tolerance Gauges and Trade Guidelines Booklet

TRAINING

- Working with Small Business Corporation – workshops and training both metro and regional
- Active committees in training and technical keeping our members up to date with any relevant changes in these areas
- AWCI works closely with North Metropolitan TAFE, South Metropolitan TAFE, South West Regional TAFE and the Construction Training Fund. Following courses are offered
 - Passive Fire Training
 - Insulation Course
 - Drywall Lining Course
 - Training discounted through MBA
 - White Card Training

SAVE

AWCI WA have an alliance with MBA, our members and their staff receiving discounts on HBF Insurance, Telstra, Kleenheat Gas, Office Works, contractor insurance and training and more. Please contact us for the rates for discounts.

EVENTS

- Apprentice Challenge held every June alternating at North and South Metropolitan TAFE, apprentices that participate get free tickets to Awards Night in August with the opportunity of representing WA at National Conference.
- Being able to enter your projects (seven categories) into our Awards of Excellence at State and National level.
- Opportunity to attend the National AWCI Conference each year

NETWORKING

- Golf days, Awards of Excellence, Gala Dinners, Sundowners, Apprentice Challenge, Networking Events etc.
- Passing on our member's contact numbers to general public referred from Building Commission, website and insurance companies generating more business for our members.
- Running your own business can be lonely. We run networking events that will enable you to be part of the greater industry. Remember, it's not necessarily what you know, but who you know.



The work of the Executive Council is reinforced by sub committees focusing on membership/publications/marketing, training, industrial relations, technical issues and social functions.

The AWCI is always interested in the member's initiatives or issues. If you have other needs that we can help you with, please contact the association on +61 (0)433 586 119 or adminwa@awci.org.au

