

FRAMED

LIDCO QUARTERLY NEWSLETTER

DECEMBER 2008

**MOVING ON UP
NEW DISTRIBUTION CENTRE**

**LATEST PRODUCT RELEASE
133 STACKER DOOR**

**NEW PROJECTS
HORIZON LIVING**

MESSAGE FROM THE MANAGING DIRECTOR



“2009 heralds the
benefits of the hard work
done this year.”

It has been just 3 months since our first quarterly edition of the new Lidco newsletter and so much has happened.

Our sales team has been strengthened with the appointment of Gregg Marks, an experienced senior framing systems account manager to the role of NSW Sales Manager. As part of the relocation of our logistics operations to Wetherill Park, Gregg is now based at our western Sydney warehouse facility (National Distribution Centre), together with the other members of the NSW sales team. The modern office facilities at Wetherill Park are an excellent base to support our many Sydney-based fabricators.

Our Engineering and Technical department has also been strengthened with the appointment of Beng Teoh, a highly qualified engineer with extensive experience in the window and door industry having previously been employed with Stegbar. In addition, our Victorian technical sales skills have been strengthened with the appointment of Brett Holcroft from Bradnam's, also an experienced window and door executive.

The significant work in preparing to roll out many of our systems suitable for the V6 fabricator aid software has now

passed the half-way point and we will be launching the first of a compatible range of framing systems early in the New Year.

There has been a huge effort preparing for the move in late December this year to the new National Distribution Centre at Wetherill Park. This move will help us in our strive to provide better service to our customers by delivering improved layout and storage facilities resulting in greater order despatch efficiency and stock accuracy. Racking was ordered in September and has now been erected. The special-purpose very high lift forklift capable of reaching cantilever shelves up to 7m in height has arrived and is being put to good use at Wetherill Park as new stock deliveries are now being directed there.

2009 heralds the benefits of the hard work done this year and I wish to take this opportunity to thank our customers for their continued support and wish them all the best for the festive season.

Marco Belgiorino-Zegna AM
Managing Director



Recently
completed
project in NSW

COMPANY NEWS



2009 CATALOGUE

Lidco's new updated 2009 catalogue will be released early next year. Lidco have re-introduced some of the old favorites like the 410 series double sliding window and the 100mm version of the 740 System as well as new systems such as the 133 Stacker Door (see page 8).

The 135 series Double Glazed sliding door has had heavy duty interlocks and locking styles added to enhance the performance of the range. The sections are fully inter-changeable with all Lidco 360 and 362 sliding door systems. The

popular 710 series 100mm shopfront now has a high performance awning transom/sill. This section accepts the standard 413 series awning and gives greater performance as the sash is set back avoiding water catching protrusions. The section also has a self draining sash rebate for added performance.

Lidco are also pleased to announce the range of curtain wall 715 series sections which accommodate a 41mm double glazed unit. This will fall in line with WERS ratings where low SHGC and "U" values are required.

V6 RELEASE

As previously advised, earlier this year Lidco committed to making our range available to be used with V6. Our Technical team is currently working closely with Softech to make the first database package available for release in the first quarter of 2009.

Systems included in this first release will be :

715 100x50mm & 150x50mm Face Glazed Shopfront (Single & Double Glazed), 718 125x50mm Face Glazed Shopfront, 362 100mm High Performance Sliding Door, 364 125mm Stacking Sliding Door.

The database will be added to quarterly with new suites such as the Thermaview range of opening sash windows and doors, followed by the 710 100mm & 150mm shopfront range.

Should you foresee any pressing requirements for Lidco systems in V6 to suit your business needs, please advise your Lidco contact.



JDE IMPLEMENTATION

On the 27th of October we went live with JD Edwards Enterprise One. Having used our "old" computer system to it's absolute maximum, the need to upgrade to a state of the art solution became a priority.

JDE provides Lidco with comprehensive ERP software to help us with the efficient running of many areas throughout our business. This will undoubtedly result in improved stock holdings and accuracies, reduced delivery times, more accurate forecasting of demand, user friendly forms and improved responsiveness to

customer needs and enquiries.

Implementing a new computer system is never a simple task, and the transition to JDE has been particularly involved as one would expect, considering the amount of data to be transferred and re-education any new system dictates. However as we all familiarise ourselves more with the system, the advantages of the implementation become more clear. The benefits of this huge investment will become apparent to our growing customer base in time and has been made in order to support our projected growth into the future.



MOVING ON UP



The larger warehouse facility located at Wetherill Park

DISTRIBUTION CENTRE MOVES 8 Enterprise Place, Wetherill Park

At the end of August, 2008 Lidco moved its Victorian logistics to Sydney and the benefits of supplying all orders out of one centralised warehouse were immediately apparent. So positive were these results that we are now in the process of implementing the same model with our Queensland branch. This has resulted in the need to improve our Sydney warehouse facility, now National Distribution Centre.

Over the Christmas shutdown period, we will be relocating our NSW warehouse from the current location at Arndell Park where we have operated for 20 years, to a new modern facility

at 8 Enterprise Place, Wetherill Park. The new premises is approximately 35% larger than our current site and will be fitted with state-of-the-art racking, storage and material handling systems, permitting larger stock holdings, improved stock accuracy and reduced lead times. The Wetherill Park location also places us very close to our major finishers which will help to further develop an already strong relationship.

The warehouse will operate from 8:00am – 4:00pm, and accompanying Operations and Customer Service office from 8:00am – 4:30pm.



An example of the proposed racking system

SUNSHADES

CUSTOM MADE

Through Lidco's extensive involvement in curtain walling, we have seen a recent trend to incorporate 'sunshades' into the designs. These sunshades vary on practically every project in order to meet the architectural intent and can run vertically or horizontally, can vary greatly in width and length, and vary in blade size and orientation.

To meet this increasing demand, Lidco can now provide custom made sunshades to suit any requirement. Due to the variance in requirements, it is not possible to keep a 'standard' sunshade in stock, so we arrange the manufacture to suit the needs of the project.

As these sunshades are typically used on facades requiring curtain walling, Lidco can offer advice to ensure the fitment of these sunshades does not compromise the movement capabilities and thus performance of the curtain wall.



C3 Vic Harbour

VIC MOVE

NEW VICTORIAN PREMISES

In light of our recent consolidation to a National Distribution Centre, we no longer required warehousing facilities in Victoria. As such we have now moved into a convenient location at E1, 2A Westall Rd, Clayton.

This new location locates us centrally to much of our customer base, architects and builders and will include a showcase of Lidco products scheduled for early in 2009.

All orders for Victorian or Tasmanian customers are still processed through this branch and efficiently dispatched out of our new NDC.

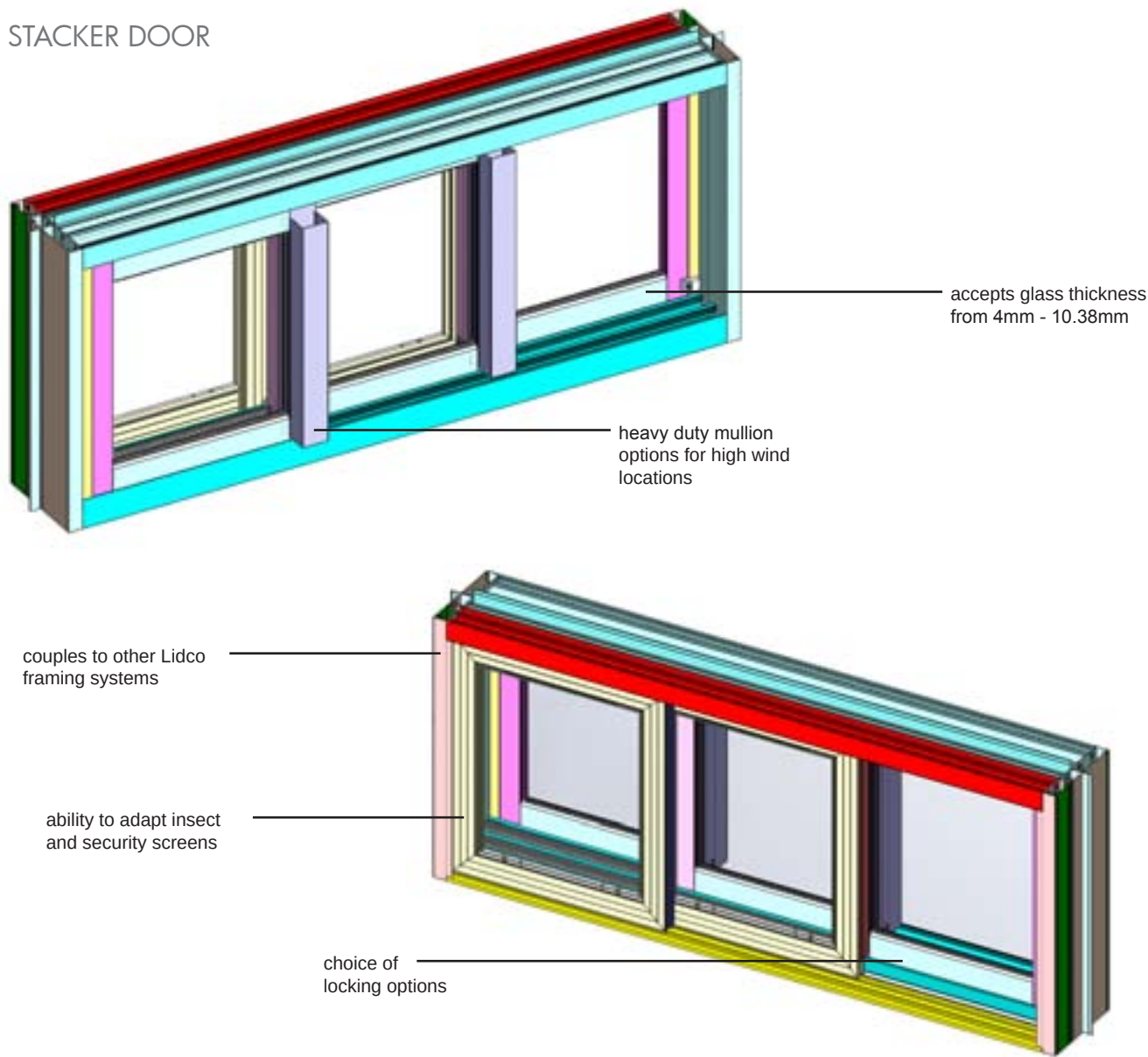
If you would like to get in contact with our Victorian office please call:
T + 61 3 9558 8822
F + 61 3 9558 8200



Clayton Office

PRODUCTS

133 STACKER DOOR



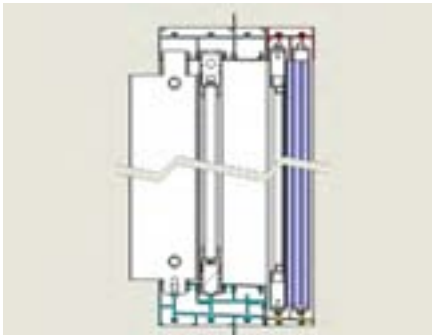
In our last edition of Framed, we advised of the release and many unique design features of our new 133 system Residential Stacker Door.

We have now completed testing on the system and are pleased to report the following results :

1500 Pa Windload
300 Pa Water Penetration

We can now confidently promote the system for the vast majority of residential applications with the option of providing fly screens and security screens.

Should higher performance be required we can also offer our 364 System 125mm Stacking Sliding Door, or our 735 System High Rise Sliding Door which accepts add on head and track for multiple sliding panels.



133 side view

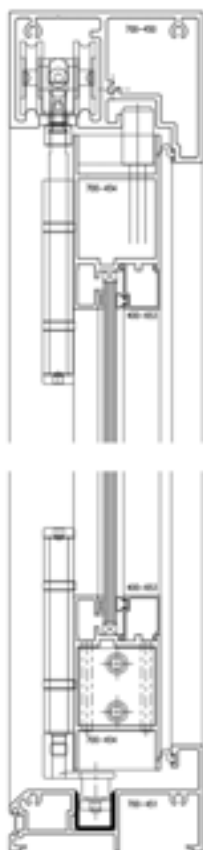
PRODUCTS

815 HERITAGE BI-FOLD

Designed for residential applications where the traditional styling of crafted timber windows combined with the versatility of a bi-fold door is required.

Using the same framing system as the 615 Visionair Bi-fold, the Heritage system incorporates an attractive curved sash with individually glazed colonial bars (if desired) & is ideally suited for residential housing or restoration projects where the architectural intent is that of a bygone era.

The system is based on the latest design principals and bi-fold hardware and incorporates durable sash seals to eliminate dust and moisture ingress.



744 heavy duty rail head and sill

744 MAXI-VIEW BI-FOLD

The 744 system has been developed to meet the current architectural trends of increased panel sizes to achieve full height glazing. The robust framing system has been engineered to withstand the most hostile of conditions and is the perfect choice where thermal efficiency is a requirement of the design. In order to provide this level of thermal performance, the 744 system accepts glazing from 6mm – 25mm.

Utilising the latest in stainless steel folding door hardware, the system incorporates a specially designed flushbolt channel in the head and self draining sill, assisting in installation and adjustment, and eliminating the need to drill unsightly holes in the framing.



615 VISIONAIR BI-FOLD

Designed specifically for residential applications or small commercial applications where function & improved thermal efficiency is required. A breeze to fabricate, the doors accept either single from 4mm glass, or up to 18mm double glazed units and provide an affordable, quality bi-fold solution that meets current architectural trends and performance requirements.

The 615 system is engineered to be manufactured in various sash combinations including bi-part or single direction configurations, offers a range of locking options & couples to other standard 100mm framing systems.

CUSTOMER PROFILE

MOUNT GLASS & GLAZING

Add Powdercoating Line

As their on hold music says;

"Mount Glass and Glazing... they really are amazing!"

Michael and Bernadette Pedlar, along with Terry Coutanche from Mount Glass in Mount Gambier South Australia, long-term fabricators of Lidco, have recently added a dedicated powdercoating line to their impressive operation. Initially started as a means to fill their own orders, they have now opened their doors to provide the service to anyone in need. Anyone interested in making use of their quality powdercoating line please contact Mount Glass & Glazing on 08 8725 0733.

Mount Glass are a regional fabricator servicing the area around Mount Gambier. They work in a diverse market where they fabricate the entire Lidco Lifestyle and Thermaview range as well as the Maxi View and commercial systems.



powdercoating and assembly line



FARY'S ALUMINIUM

New Lidco Sign

Located in Warrnambool, on the south west coast of Victoria, long time Lidco fabricator Fary's Aluminium continues to go from strength to strength. Owner Dean Fary has been in the industry for over 20 years and has been running his own business for nearly four years.

Supplying commercial frames, aluminium windows & doors, bi-fold doors, balustrades, double glazing, shower screens & mirrors, security doors, splashbacks and glass supplies, Fary's pride themselves on providing a quality and efficient service to all customers, no job too small.



Fary's Aluminium

PROJECT REFERENCE

NSW - Horizon Living

Coastal Windows



In conjunction with Wideform Constructions, loyal Lidco customer Coastal Windows, located just south of Wollongong have recently completed the Horizon Living senior resort style project. Situated alongside Wollongong Golf Course on the beautiful Illawarra coastline, the motto of the development is "Horizon Living is committed to the provision of innovating and exciting living options based on quality, value and outstanding design for those aged 55 and over."

The project comprises Lidco's 746 Thermaview Sliding Window and 364 Stacking Door, combined with our 710 100mm commercial framing system.

QLD - Sierra Grand

Civic Glass and Aluminium



Located at Broadbeach on Queensland's Gold Coast, the Sierra Grand project is a multistorey residential apartment building with a ground floor retail area including superb restaurants, boutiques and speciality shops.

Fabricated by the experienced & professional Civic Glass and Aluminium, the Sierra Grande uses the heavy duty 744 Maxi-View Bi-Fold door on the ground floor. On all the balconies above, Civic have used Lidco's 362 System 100mm Sliding Door and 364 System 125mm Stacking Sliding Door incorporating the Lifestyle sliding door sashes. The fixed lite is made up of 718 System 125mm and 715 System 100mm Face Glazed Shopfront framing with the 900 Series 50mm awning sashes.

VIC - Northbank Towers

Campbellfield Aluminium



Located in the heart of the Melbourne CBD, on the corner of Spencer and Flinders St, Northbank Towers represents the largest project Lidco have supplied to one of our closest and longest serving fabricators, Campbellfield Aluminium. Working with L U Simon builders, Campbellfield Aluminium incorporated Lidco's 735 Premium Sliding Door, 100mm & 150mm 715 Single and Double Face Glazed Shopfront, 413 Awning, 611 Mechanical Louvres, 610 operable louvres and 100mm 710 commercial framing.

As is so often a requirement on large projects, several new sections were also designed in conjunction with the fabricator in order to meet the design, functionality and aesthetic intent of the project.

NEW FACES

Gregg Marks

Regional Sales Manager
NSW + WA

Gregg joins the company having spent many years in a sales management capacity within the aluminium industry. He brings with him knowledge of the market place and a solid technical grounding in aluminium systems. In his new role as Regional Manager, Gregg will be responsible for the management

of the NSW sales staff, with the goal of returning Lidco to its position of a leading supplier in the market. With the support of the rest of the NSW Sales team we are sure his experience will deliver the results we require.



Beng Teoh

Technical Officer

Beng Teoh joins us in the role of Technical Officer based at our Alexandria Head Office.

He is a mechanical engineer, having graduated with honours from the University of Wollongong, and has spent the last 2 years at Stegbar, a major window and door manufacturer, in the position of design engineer.



Brett Holcroft

Technical Sales Officer

Brett Holcroft has been appointed Technical Account Manager based in our new offices in Melbourne. Brett comes to us after 10 years experience with Bradnams Windows and Doors, in which he served several roles including service, distribution and sales.

At Lidco his primary focus will be targeting fabricators and individuals and organisations who specify our products, particularly architects.



Ahsanul Quazi

Accounts Payable

Ahsanul Quazi has been appointed Accounts Payable Clerk replacing Franky Hie who has decided to take a break from the workforce due to health reasons.

Ahsanul has a Bachelor in Business Accounting and brings with him several years of experience in accounts payable coupled with recent JDE experience.

WHO'S WHO

In order to stay abreast of industry developments and remain at the forefront of Architectural Framing Systems, Lidco has not only undergone significant infrastructure changes in recent times (as detailed

on previous pages), but has also some significant staff changes. We now have a team in place capable of driving this business to achieve new levels of customer service and product development.

For General Enquiries - Australia Wide 1300 663 848

Sales

National Manager	.....	Brett Canobie	03 9558 8822	0408 361 114	@lidco.com.au brett.canobie
NSW + WA Manager	.....	Gregg Marks	02 8396 6073	0409 244 715	gregg.marks
Fabricator Support	.....	Nathan Pearce	02 8396 6041	0417 683 621	nathan.pearce
Account Manager	.....	Dawn Hinchliffe	02 8396 6055	0431 500 535	dawn.hinchliffe
VIC, SA + TAS Manager	.....	Andrew Kaali	03 9558 8822	0411 899 870	andrew.kaali
Technical Sales Manager	.....	Brett Holcroft	03 9558 8822	0431 500 540	brett.holcroft
QLD + NT Manager	.....	Evan Herbert	07 3888 2766	0402 103 544	evan.herbert

Customer Service

NSW	.....	Joanne Borg			joanne.borg
NSW	.....	Lynne Steele			lynne.steele
NSW	.....	Carla Hinchliffe			carla.hinchliffe
VIC	.....	Kathy Corzelius			kathy.corzelius
QLD	.....	Marrita Hoad			marrita.hoad

Technical

Principal Designer	.....	Stewart Silk	07 3888 2766	0431 500 538	stewart.silk
Technical Officer	.....	Beng Teoh	02 8396 6068		beng.teoh

Accounts

Accounts Manager	.....	Wen Min Gu	02 8396 6024		wen.gu
Accounts Receivable	.....	Amber Durbidge	02 8396 6031		amber.durbidge
Accounts Payable	.....	Ahsanul Quazi	02 8396 6025		ahsanul.quazi



WHO WE ARE

With 60 years experience in the architectural building industry, Lidco is one of Australia's market leaders in the development, commercialisation and distribution of architectural framing systems.

Lidco's extensive range of architectural framing systems provide a solution for each and every residential and commercial building project. From a small residential dwelling extension to a multistory building there is a Lidco system to suit. The Lidco range includes windows, doors, louvre systems, commercial glazing systems and unitised curtain walls.

Our Product Range Includes:

- * Aluminium Window Systems
- * Aluminium Door Systems
- * Shopfront Systems
- * Curtain Wall Systems & Façade Engineering
- * Custom Extrusion Die Development
- * Supply of building related hardware products
- * Adjustable + Fixed Louvre Systems



Cover Image:
Horizon Living, Coastal Windows
746 Thermaview Sliding Window
364 Stacking Door
710 100mm Commercial Framing system

HEAD OFFICE

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