

FRAMED

LIDCO QUARTERLY NEWSLETTER
EDITION 9

FABRICATOR WEBSITE
NEW TREND SOLUTION

SPECIFIER INFORMATION FOR DESIGNERS
NEW PRODUCT SHEETS

FABRICATOR PROFILE
TOWNSVILLE WINDOWS AND SCREENS

Welcome

Neil's Message



Welcome to our first edition of Framed for 2011. This year heralds many positive changes and improvements for Lidco starting off with our new purpose built head office in Darlinghurst. This move brings us ever closer to the many architects and designers in Surry Hills and the surrounding areas.

We have been working hard to ensure Lidco remains front of mind for our specifier market and have recently published a range of Product Sheets for our well known systems which highlight all of the individual features of each Lidco product.

Our fabricator website initiative has proven very popular with our fifth website recently going live. A website is a great way to sell your business to potential clients and we highly recommend having one for your business.

We look forward to working together with you in 2011 as we look towards an exciting year ahead.

Neil Weatherstone
National Sales Manager

Latest News



AutoSpec

The Lidco range of systems can now be specified online with ease using the new AutoSpec website. AutoSpec is an intuitive product library designed to assist in generating a specific product specification for your project saving you time. Each product library is built explicitly by each manufacturer, ensuring the information is relevant to your needs. Our technical experts assisted by AutoSpec have mapped every appropriate permutation of our products in the following ranges:

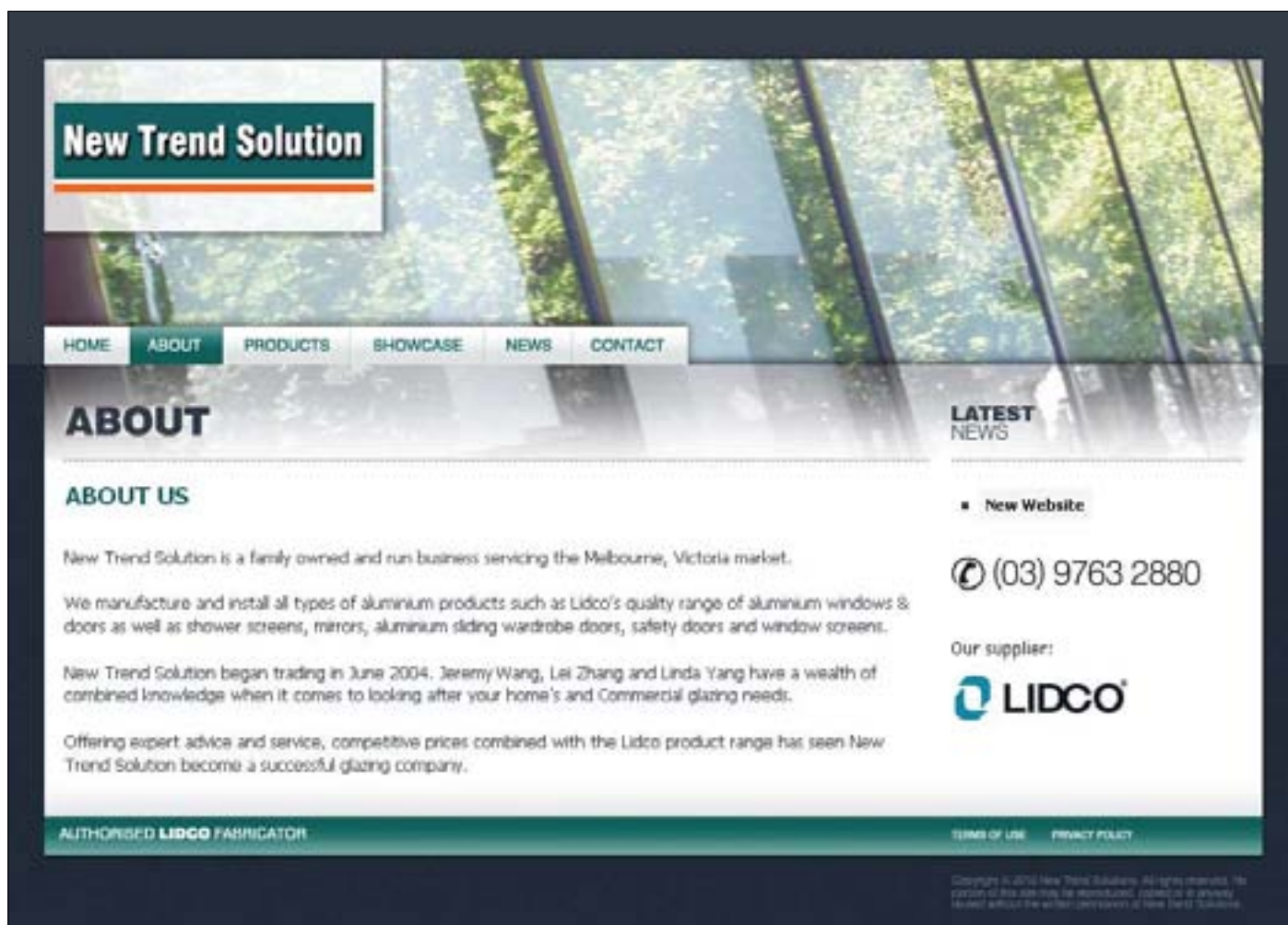
- Aluminium Windows
- Aluminium Doors
- Shop Front and Large Fixed Windows

We have also added the Klimat™ Airview Louvre™ window on the AutoSpec website which can be found under the separate company listing of Klimat™.

www.autospec.com.au

Fabricator Website

New Trend Solution



New Trend Solution Website Now Live

Melbourne fabricators New Trend Solution have just launched their new website (www.newtrendsolution.com.au) and now have an online presence showcasing their product range and capabilities. They fabricate and install a wide range of Lidco glazing products, from doors and windows to commercial shopfront framing. New Trend Solution can provide expert advice and service when it comes to looking after your home or commercial glazing needs.

A well designed website is an excellent way to attract more interest in your business, being available 24 hours a day, seven days a week. It is a widely known fact that consumers have more confidence in and prefer doing business with companies they know something about.

Lidco is pleased to partner with our authorised fabricators and offer them an unbeatable offer of a modern, professionally designed and customised website for \$700 (+GST) plus ongoing hosting and support costs.

If you are interested in this exclusive offer, please contact our Sydney head office on (02) 9339 4000.



Above and Top: www.newtrendsolution.com.au

Fabricator Profile

Townsville Windows and Screens



Left: The team at Townsville Window and Screens
Below: Bifold window and door configuration

FRAMED talks to North Queensland based Lidco fabricator Townsville Windows and Screens

How long have you been operating?

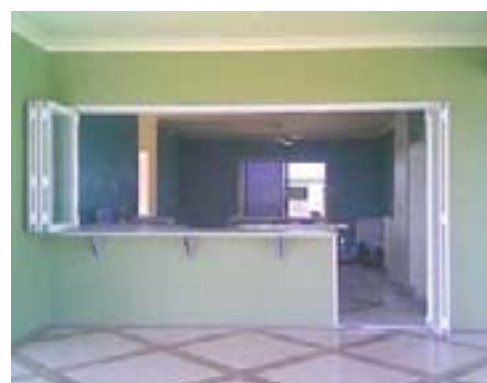
Townsville Windows and Screens have been operating since 1987, providing glass and aluminium products for residential renovators, builders and commercial construction. Townsville Windows and Screens are highly experienced and skilled to help clients define their needs, find out what they want, and then fabricate and install the optimum solution. We like to present options that might not have been considered, and help our clients get the most out of their valuable home or commercial property investment.

What areas do you service?

We service Townsville and North Queensland areas, providing a full range of glass and screen services, including doors and windows, privacy screens and bathroom fittings. We also wholesale bifold and french doors and provide maintenance services for windows and doors. A proudly Queensland owned and operated company, Townsville Windows and Screens are big enough to provide a large range of products for your property but small enough to give customers great personal service and advice. We supply only the highest quality products and services, guaranteed to meet the high expectations demanded by our customers.

What are the most rewarding parts of your job?

For Townsville Windows and Screens the most rewarding part of the business is the satisfaction we get from a successful project and the recognition from our peers. A recent example of such a project was completed for a motor boat club. Two bifold doors were used to make a clear opening of 13 metres, meeting the requirements of separating the bar area and marina but still maintaining uninterrupted views of the harbour.



Which Lidco systems do you fabricate and install?

Townsville Windows and Screens manufacture the Lidco *Lifestyle*™ range of sliding and casement windows and the *Lifestyle*™ range of sliding and stacking doors. We also fabricate the *Lifestyle*™ and *Pinnacle*™ bifold, sliding and stacking doors and the *Heritage*™ range of windows and doors. Our product range and capabilities extend to building and installing Klimat™ *Airview Louvres*™, shower screens, privacy and security screens, mirrors and wardrobes.

What are the benefits of working with Lidco?

Townsville Windows and Screens use Lidco products as they are proven, high quality systems. Lidco's growing reputation for excellent design ensures that we are able to supply a quality product that meets the high expectations of our many customers. Also the customer service we receive from Lidco is second to none.

Does your business do any work outside the fabrication industry (charity, support footy teams, etc.)?

We are active in our local community, supporting two local charities and also providing support to the local Coast Guard.

What are the main goals for Townsville Windows and Screens in 2011 and into the future?

Our goals are to always improve and expand our business and maintain our reputation as a first class fabricator.

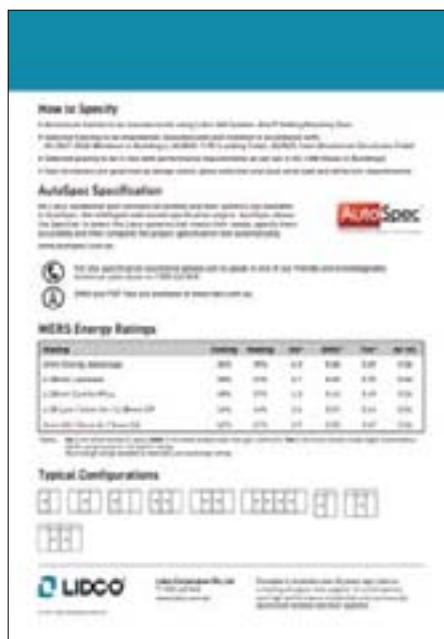


Top Right: Motor boat club using Lidco *Lifestyle*™ Bifold Doors
 Right: Glazed *Lifestyle*™ Hinged Door
 Below: French door configuration using Lidco *Lifestyle*™ Hinged Doors



New Product Sheets

Specifier Information for Designers



“Each product sheet highlights specific product features unique to each particular Lidco framing system.”

Left: Lidco 360 System Product Sheet

Lidco is pleased to announce the release of our new aluminium window, door and commercial framing Product Sheets. These new Product Sheets are aimed at providing architects and designers with the latest information and specification details for the residential and commercial range of Lidco aluminium systems. Each Product Sheet highlights specific product features unique to each particular Lidco system together with complete technical and performance characteristics and typical framing configurations. WERS (Window Energy Rating Scheme) performance data is provided for each system using popular glazing solutions, including both single and double glazing types.

These new Lidco system Product Sheets provide how to specify information plus details on specifying via the AutoSpec web site (www.autospec.com.au). The Lidco framing systems range is now available on the AutoSpec site, enabling architects and designers to specify Lidco products and automatically generate accurate specification text, tailored to each project. These new Product Sheets are available from a Lidco representative or as a digital download from the regularly updated Lidco website (www.lidco.com.au).

Colour Selector

Popular Finishing Colours

In order to assist our fabricator network as much as possible we have released a Colour Selector brochure that lists many of the popular powdercoat colours available. These brochures can be customised to include your company logo on the back and we provide these, along with many other marketing materials, to you currently free of charge, to distribute to your customers.

Please contact your Lidco representative if you would like to have some Colour Selector brochures delivered to your business.



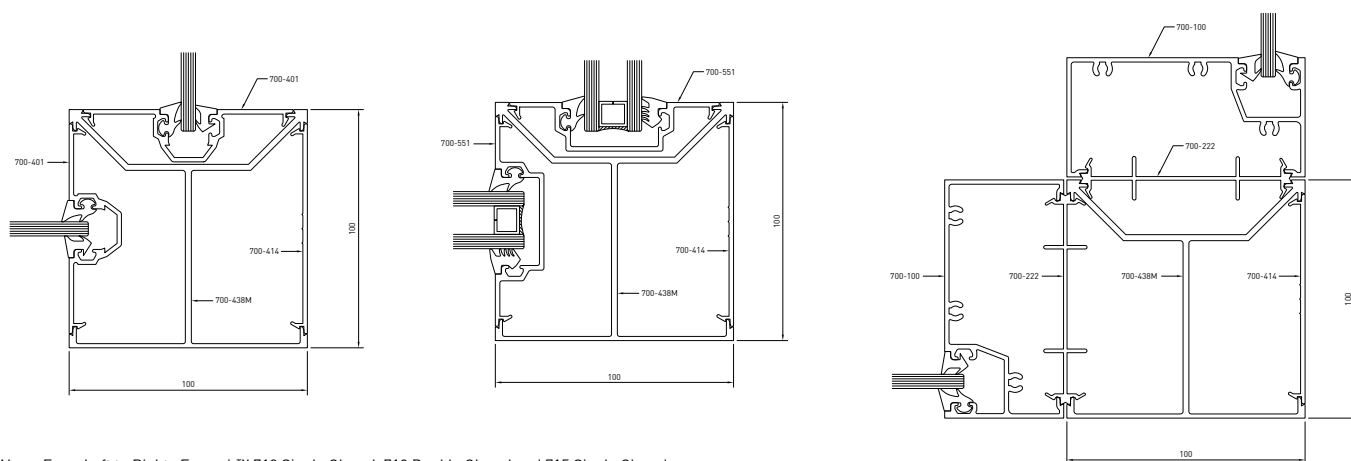
Tech Talk

Stewart Silk – Principal Designer

Emporia™ 710 and 715 System Corner Post

Lidco is pleased to announce the release of a new three-way corner post for the *Emporia*™ 710 System Centre Glazed commercial framing. The new 700-438M section will allow both single and double glazing using a clever redesign of the section.

Using the 700-222 coupler, Lidco now offers the corner post section for the *Emporia*™ 715 System Face Glazed, something that has been missing with most face glazed systems. The 700-438M corner post avoids the use of unsightly folded aluminium pressings and the crisp lines of the new section will fit in with any architectural shopfront design. The section has been designed with reducing factory labour times in mind, making it a good value alternative.



Above From Left to Right: *Emporia*™ 710 Single Glazed, 710 Double Glazed and 715 Single Glazed



Emporia™ 150mm 710 and 715 System Stocking Levels

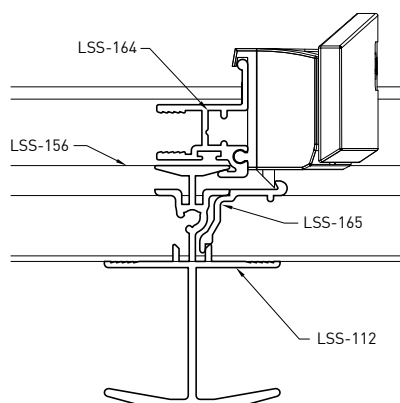
New stocking levels have now been put in place for the 150mm versions of the *Emporia*™ 710 Centre Glazed and 715 Face Glazed commercial framing. These systems are now carried in mill finish, ready for dispatch. Please consult with your local Lidco Business Development Manager for sales and pricing.

Left: *Emporia*™ 710 Centre Glazed and 715 Faced Glazed

Lifestyle™ Sliding Window Centre Locking Latch

Due to customer feedback and demand Lidco announces the addition of a new Centre Locking Latch for the popular *Lifestyle*™ Sliding Window (112 System). The new latch will also work on the old Lidco 110 System for those fabricators still using this system.

The center locking latch is fitted to the new interlocking style (LSS-164) and catches on the alternative glazing bead (LSS-165). The cutting formula remains the same with either interlocking style. The problem of limited clearance between the jamb latch and reveal is overcome with this new latch.



Above: *Lifestyle*™ Sliding Window Centre Locking Latch

New Lidco Head Office

Lidco's New Sydney Location

Lidco is pleased to announce that our Sydney Head Office has been relocated to 171 William Street, Darlinghurst, into a new purpose built office. This move brings us closer to many more architects and designers in the surrounding areas.

Our new showroom is currently being designed and will be available to view shortly. We look forward to welcoming you into our new home in the near future.

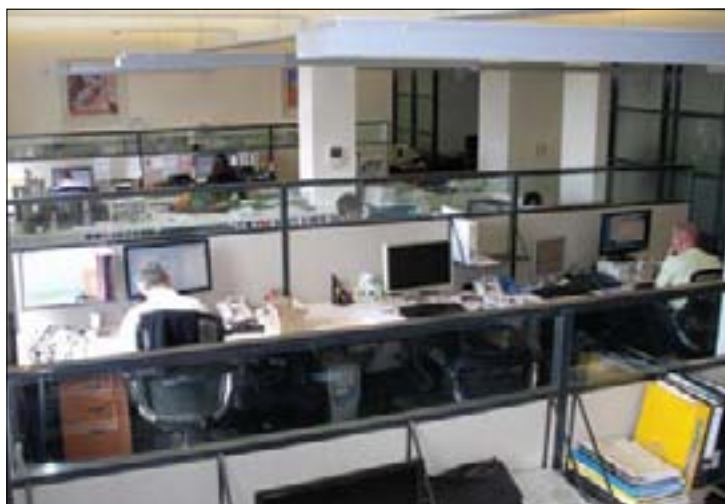
Please note that our contact details have changed.

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Mailing Address: PO Box 566, Potts Point NSW 1335

Phone: (02) 9339 4000

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