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Industry Insights

The Australasian Institute of Surface Finishing



President's message

By Peter Mallios

The AISF now in its 50th year, is busily preparing itself for major reforms to be able to better represent and quickly adapt to the current and future needs of our members.

Of particular importance is the proposed new AISF Constitution that will replace and modernise our legal and organisational platforms. Members will soon decide how the AISF will operate, elect its representatives and put in place strategies to help deliver relevant benefits and value to those participating.

Another critical issue we must all support and focus on is the need for COMPLIANCE. Recent disasters and failures like those we have seen in the building & construction space highlighted by serious safety breaches resulting in death or injury plus major engineering issues that also cause huge moral, legal and financial exposure are now front and centre on the news. This is a sobering reminder of the importance of compliance especially to a performance specification or regulatory controls. The AISF is a strong supporter of compliance and encourages all its members to fully understand surface finishing technical specifications and to actively strive to produce work safely and that it fully complies at all times.

Whilst we have limited full time resources and funds we always try to remain at the forefront on the important issues and keep members up to date on what matters most ie. technical, training and compliance. In recent times we have seen industry restructures, business changes, close downs and technological changes that continue to move the goal posts making it harder for many participants to remain on top of their respective plans. At the same time, we have seen a welcome resurgence in some surface finishing sectors with investment in new plant and additional capacity coming on to ensure work can be undertaken locally and by locals.

Now that we have a strong secretariat service assisting us with administrative, promotional and coordination duties we envisage the interim Steering Committee comprising representatives from across all surface finishers and suppliers can work through national and local issues eg. technical, regulatory, financial, organisational etc. to prioritise and allocate resources. We must all remember, most of the AISF projects identified or in play are undertaken mostly by unpaid volunteers that have offered or committed their valuable time and expertise to assist. There is always room for improvement but as stakeholders in surface finishing we should all be trying to achieve positive outcomes and encourage you to voice opinions and even step up to help anyway you can.

We represent your interests and are only a phone call or email away at any time.

Peter Mallios

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Key Changes for small business

from 1 July 2019

In the flurry of the end of financial year wrap up, you may have missed these key changes to Small Businesses.

Key Changes to Small Businesses

- Rise in the minimum wage to \$19.49
- Single Touch Payroll
- New Banking Code of Practice



For further information regarding these changes to small businesses, we suggest you visit the website of the Australian Small Business and Family Enterprise Ombudsman.

www.asbfeo.gov.au

Particularly, the short video from Kate Carnell AO, outlining these changes:

www.asbfeo.gov.au/news/news-articles/key-changes-small-business-1-july-2019

NB: The AISF does not provide financial advice, please seek independent advice as to whether this product is right for you.

A Hub away from home

If you travel to Canberra on business, why not book a space in the Small Business Hub?

The Hub, opened last year by the Australian Small Business and Family Enterprise Ombudsman (ASBFE0), provides small businesses, family enterprises and industry associations representing small businesses with access to desks and meeting rooms for Canberra-based work and meetings. The Hub is conveniently located in Canberra City, providing easy access to Parliament House and government departments and the perfect venue to work collaboratively on key small business issues and policy.

And the best part – it's free!

Booking into the Hub is easy, with a new four-step booking tool and instant confirmation. To book go to https://www.asbfeo.gov.au/sbhub/book_a_space and click on 'Book Now'.

The Hub is open Monday to Friday from 8:00am until 5:00pm.

For more information, visit <https://www.asbfeo.gov.au/sbhub>.



**Small
Business
Hub**

Coming to Canberra for business?
Book a desk or meeting room at
asbfeo.gov.au/sbhub



AISF Office Update

New member benefit

The AISF are constantly striving to look after the best interests of our members. As such we have brokered a new agreement available to all of our members to assist them with managing their credit risks.

DAS Insure offer cash flow protection and cyber insurance for small to medium sized businesses. This service is available nationally. They can assist their clients with identifying "bad debtors" so they can focus their business alliances with creditable organisations. In return, businesses can spend less time chasing debt and focus on growing a sustainable, profitable business. They also can help safe guard businesses against cyber attack which could be financially crippling to any business.

What is Trade Credit Insurance?

To put it simply, Trade Credit Insurance, protects businesses from bad debt. It can protect businesses against customer bankruptcy, insolvency, or other purposes in which customers can fail to pay invoices in as per the insurers agreement. Additional benefits are the ongoing monitoring service of your buyer portfolio, access to better finance conditions as your accounts receivable are secured and up to 100% contribution of collection costs, could be added.

What is Cyber Insurance?

Cyber Insurance protects your business from any losses incurred as a result of either a direct or "phishing" cyber attack. Cyber insurance can also protect your clients against potential fall out of an attack on your business. This service is a MUST for anyone wanting to land Defence contracts.

Who are DAS Insure?

DAS Insure stand for "**D**omestic and **A**broad and **S**ecuring your **S**olvency". They are a specialised and independent broker whom take pride in representing the best interests of their CLIENTS, they do not act as an agent of the insurers. They themselves are a small business and know how hard it can be, being a small fish in a big pond. They love representing small to medium sized businesses, seeing them go up against the big guys and watching the companies they represent move from strength to strength.

For further information on how AISF members can benefit from this service contact:
Babette Bottin from DAS Insure on 02 8335 0858 or babette.bottin@dasinsure.com

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www.dasinsure.com

*New financial
year, new
opportunities.*



AISF Office Update

Current projects

Training

Following on from last months article regarding formal training, we are still seeking member involvement to provide us with information regarding your companies interest in receiving formal training for your employees.

Please email us your training requirement. The more responses we receive from our members, the louder our voice becomes.

Email to: training@aisf.org.au

Training required: *please specify what training you are interested in and number of people to be trained:*

Anodising - Introduction & Level 1

Electroplating - Introduction & Level 1

Powder Coating - Introduction & Level 1

Certificate II in Engineering - Production Technology

Certificate III in Surface Preparation and Coating Application

Certificate III in Engineering - Production Systems

Certificate III in Engineering - Fabrication Trade

Book in today for the next upcoming Introduction to Powder Coating course
4th & 5th September 2019, Rowville VIC

For further information visit our website:
www.aisf.org.au/RegisterTraining



UPCOMING TRAINING
with the
SCHOOL OF
POWDER COATING
4 & 5 September 2019
in Melbourne, VIC

New Constitution &
Elections Coming Soon!
Join now to be part of the
new AISF.

2019-2020
Membership Renewals
NOW OPEN



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Qualicoat's President message



Powder coaters sometimes are not sure about what Qualicoat is, what the AAMA standards are, what the Australian Standard for Architectural powder coating AS3715 is, and the relationship between these three.

The difference is that Qualicoat is a Process Specification that describes in detail how to produce quality powder coating, whereas the American AAMA standard and the Australian AS 3715 standard only look at testing the outputs from the powder coating process. These do not help powder coaters with information about how to produce quality powder coatings.

The Qualicoat Specification works on the principle that if you control all of the inputs, then the outcomes will take care of themselves. The Qualicoat Specification controls the quality of the materials used (powders and chemicals) by requiring them to be tested and approved, and Qualicoat describes how to check and control each step of the powder coating process.

By following the Qualicoat Specification, your customers can be confident that they are receiving the best possible quality of powder coating, which will enhance your reputation and help you to grow your business..



by Ross Doonan,
Director of Deco Australia
President of Qualicoat Australia

Member Spotlight

Diplocks



Company name: Diplock's Powder Coating Pty Ltd - Queensland

Who is completing the survey: Greg Diplock

Membership tier: State Applicator

Services provided: Powder coating for residential, commercial & government contracts.

When was your company established: 2012

Interesting fact about you or your company: Diplock's is a family owned business. Diplock's Collision Repair Centre was established in 1972. Greg's dad, Norm Diplock, established the business in 1972. Diplock's has seen 3 generations of Diplock's working for the company. Norm, Greg and Greg's daughter, Bianca.

Tell us about the best project you worked on: This was the revamping of the Rockhampton Riverbank and the Kershaw Gardens. We powder coated the light poles and did hand rails etc. It is nice to walk through these new areas and see our contribution to areas that have added so much to Rockhampton.

Tell us about the project one you learnt the most from: This is a difficult question. We have seen everything from milk cans, antique cots, even our contribution to the refurbishment of an old barber's chair. Then on the other side of things, we see brand new bullbars or fencing being powder coated. There is such a vast range of objects that come through the door every day.



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