

MAY 2020, ISSUE 12

Industry Insights

The Australasian Institute of Surface Finishing



Secretariat's message

To All AISF Members and Industry Stakeholders,

The Australian Government have announced that we can start to navigate our way out of the Corona bubble we have been living in and start to return to a normal life.. in stages. As we start our journey towards normality, I think it is important that we take a moment to reflect on the momentous, once in a lifetime event we have been and are still experiencing. The road to our normal life will be filled with lots of bends, forks in the road and even a few times we may need to turn around and start the journey again, however Australian's on the most part, have remained focused and followed the Federal and State guidelines we have been forced to adjust to. We should be proud.

As the Secretariat of our Institute, I have taken the time to call a few of our members to see how they have been during these times, and I also appreciate the time you have taken to call me with your concerns and questions. The general consensus of those I have had the privilege to speak with were that at the moment business has not slowed down and many members have been able to maintain their workflow and staff levels. The biggest challenge is maintain staff safety and meeting the safe social distancing requirements. Safe Work Australia have issued several useful resources which give recommendations on how we can maintain safety and compliance to these new requirements, we recommend all business regularly review their procedures in accordance to the relevant guidelines at the time: www.safeworkaustralia.gov.au/covid-19-information-workplaces.

This month we also have seen several important issues arise which have strengthened the importance of having an industry lead institute. Currently Safe Work Australia are reviewing the safety exposure limits of all airborne contaminants which include several of the chemicals our industry work with on a daily basis. While we support and understand the importance of reviewing safety measures and procedures for all that work in our industry, some of the recommendations we have reviewed, particularly involving Hexavalent Chrome which has seen the proposed changes to the exposure limits are significantly more onerous than other developed countries including the United States of America, the United Kingdom and Europe. We have been contacting all affected chrome electroplater's to advise them of these proposed changes and to stand with us to advocate how this dramatic reduction in exposure limits will inhibit production in Australia and have a detrimental impact on this sector in Australia. Please contact us if you have any questions about these reductions in exposure limits and if you would like to get behind our advocacy on behalf the members of our institute.

On a final note, this month we received the sad news on the passing of one of our founding directors, Mr Clive Whittington. I personally never had the chance to meet Clive in person, however we did find the time to chat over the phone and emails on several occasions. In my conversations with Clive, he was more than welcoming and forthcoming with invaluable insights into the history of our institute and industry knowledge. We have included an obituary on this newsletter for those who knew him or knew of him.

Stay safe and contact us if we can be of any assistance to you and your business.

Kind regards

N. Miles

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Industry News:



**Aluminium Finishing training with
BASF Chemetall**
Wednesday 10th June 2020. 3pm EST.
Online based Webinar training

Training includes:

- + Safety
- + Australian Standards
- + Cleaning/ Etching
- + Conversion coatings
- + Pre-treatment management

**Register your interest
before 5pm Friday 5th June 2020**
email: ben.braszell@basf.com



Join the AISF today
for our 2020/2021
membership year &
get the rest of this
years membership
term free*.

JOIN US

WWW.AISF.ORG.AU

* This years membership term is
until 31st June 2020.

Calling of a General Meeting of Directors

All current members of the Australasian Institute of Surface Finishing should have received an email notifying of our upcoming General Meeting. As we are not due to have our next AGM until October 2020, we have opted to make attendance to our GM available via zoom conference facilities.

The purpose of this GM is to appoint our new Directors of the AISF, and to thank Eli Atallah for his service to our association, as he will not be continuing in his position on the Board.

The new nominees for the Board are:

James Sloan – Akzo Nobel (to replace Eli Atallah)
Ben Braszell - BASF / Chemetall
Simon Voss – Anodisers WA – Anodising representative
Tim Elley - Life Member – Electroplating representative

Please contact us if you have not received your invitation to the GM or would like to advise that you can not attend.

2020/2021 Membership early release

Due to increased activity and requests we have released early membership applications for the FY 2020/2021 membership term so if anyone has been sitting on the fence to become a member of the AISF, if you join us now, your membership term will be effective from your time of application until the end of June 2021.

If you have any questions, or would like to apply for membership please contact us at :

admin@aisf.org.au



As the peak membership body for the Surface Finishing industry, we are here to help our members. If your business is suffering due to the effects of COVID-19, please remember as a community we are here to help.

If we can be of assistance please contact us at :
admin@aisf.org.au

Victoria's new Industrial Manslaughter Legislation

On the 27th April the Worksafe Victoria announced the new Manslaughter legislation which was passed by Parliament on the 26th November 2019 but from 1 July 2020 will become a jailable offence. This means that any employer, partner or director of a company could be held criminally responsible for a workplace death if it is proven that they were negligent in their duty of care to provide adequate safety and precautionary measures for prevention of an accident or illness which resulted in death.

An example of negligence was given where *depending on the circumstances, if an employee develops an asbestos-related disease after an employer exposed them to asbestos without the use of adequate personal protective equipment.* This is of particular concern to our industry as many of us and our employees are exposed to harmful chemicals on a daily basis.

As a member association we would like to best promote our industry's safety standards and we are working behind the scenes to obtain access to industry specific first aid training and risk analysis for businesses to ascertain an understanding of their safety gaps and make the adequate improvements.

Please remember the AISF are here for our members and if you feel we need to advocate on your behalf, please contact us to discuss your concerns.

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Clive Whittington

Life & Founding member of the AISF

1938 - 2020

Clive Maxwell Whittington was born in Melbourne in 1938. He attended Caulfield Grammar School for his secondary schooling prior to graduating from Royal Melbourne Institute of Technology in Metallurgy. His initial employment was with a metal finishing supply firm in the 1960s. They supplied the metal finishing industry with electroplating chemicals and solutions. Part of this service to industry was analysis of the plating solutions.

Clive was instrumental in adapting the newly developed atomic adsorption spectroscopy to the analysis of plating solutions. Clive joined International Nickel (INCO) and was based in Hong Kong for at least 10 years supplying Asia with nickel metal and chemicals. He developed an extensive customer base. After brief stint as a representative for Alcoa, he started his own firm, dealing and selling with all nickel products.

Clive, during his whole career had shown a keen interest in research stemming from his initial interest in AA Spectroscopy. He developed contacts with research teams in Hong Kong in order to initiate research programmes into various aspects of nickel coatings. He was awarded a Fellowship of the Institute of Materials Finishing (UK) and became a Chartered Engineer. For his work on Nickel Allergy he was awarded the prestigious Canning Medal from the Institute of Metal Finishing (UK). During his early days in the very busy metal finishing industry Clive was responsible for persuading groups of electroplaters to form the Australasian Institute of Metal Finishing (AIMF), which is now the Australasian Institute of Surface Finishing (AISF). Branches of the AIMF were established in Melbourne, Sydney, Brisbane, Adelaide and New Zealand. Clive was the first National President of the Institute. He was very active in the Institute affairs and acted for nearly 20 years as the Honorary National Secretary of the Institute Australasian even during the 15 years he was based in Hong Kong.

He showed the same passion for the development of international relations in metal finishing during his membership of the International Union for Surface Finishing (IUSF). He became Honorary Vice President of the IUSF. Clive has shown over a period of more than 40 years the drive and ability to organise Metal Finishing Congresses in Australia and Asia, being responsible for the promotion of AISF Conferences in Melbourne, Sydney, Gold Coast, Auckland, Adelaide and IUSF Regional Congresses in Hobart and Singapore and more recently the INTERFINISH Congress in Beijing.(2016).

We are most grateful for his contribution to the finishing industry.

Bruce Wilson,
Honorary Member AISF, Fmr Secretary-General IUSF, Fmr FIMF |.



Great advice and help from our energy expert partner **Make it Cheaper**

We understand this year has been difficult for Australia's businesses, with the impacts of bushfires and COVID-19 (novel coronavirus) creating economic and personal challenges for many of us. The roll-out of Federal Government stimulus support will assist businesses to withstand and recover from this difficult period, and here at Make it Cheaper we are on hand to help you manage business overheads as effectively as possible, at a time when every dollar counts.

If your business is experiencing temporary changes or extended disruption to its usual operations do get in touch - we'll be happy to review your network tariffs and demand charges to check if you qualify for the Government's electricity and gas network relief package, or interim contract terms with your current energy retailer.

Wholesale energy rates have dropped by up to 50% in the past six months, providing an excellent opportunity to lock-in low rates for your business, and save thousands of dollars on current costs.

Our friendly team of business energy specialists are just a call or email away - and will be happy to help you make an informed decision for your business.

Click on the FREE energy comparison link and submit a recent bill for an immediate assessment of your energy rates or call 02 8077 0059 to speak to an expert.

Get a **FREE**
energy
comparison

Every dollar
saved counts

Find savings today

make it cheaper



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Member service

AISF MEMBER UPDATE: DESIGN AWARDS 2020



Good afternoon

Given the current global situation we are experiencing, it is understandable for all to focus on the "doom and gloom" news which we have all been witnessing of late.

The Australasian Institute of Surface Finishing (AISF) feel it is important to take a moment and reflect on what you have accomplished over the last 12 months and show us what projects you are most proud of by submitting your application for the AISF sponsored award for the Most Innovative use of Surface Finishing. Awards will be presented later in the year on an online format to ensure we are adhering to the new social distancing normality we are all facing.

The most Innovative Application of Surface Finishing Award recognises projects which distinctly take into account growing issues that are present in today's market such as exposure of location, colours, type of coating, specifications, and innovative use of materials/ coatings being used in Australia.

The AISF Design Awards aim to:

- Raise the awareness and profile of quality surface finishers within our industry and with the end users.
- Increase the level of interest in quality coatings.
- Provide a showcase of unique surface finishing practices across the industry.
- Celebrate and recognise excellence within our industry

Please note the deadline for submissions have now been extended until

Monday 31st August 2020.

APPLY NOW

5 Strategies to Protect Your Debtors' Ledger in Economic Uncertainty

by Babette Bottin,
Director of DAS Insure.



We are in uncharted waters. Coronavirus and the subsequent market uncertainties have resulted in various insolvency changes – and extremely challenging business conditions.

Even once the COVID -19 pandemic is under control, we will most likely suffer from an economic hangover that will be longer-lasting.

It is not all 'Doom and gloom', some industry sectors might have experienced a positive surge in demand, e.g. manufacturers that strengthen the local supply chain; and there are great examples of companies who have successfully pivoted to adjust their product- and service offering to newly created demands.

Yet, overall, it is difficult to see which industry sectors will be unaffected.

This leads me to the following questions:

- *Are you worried about some of your customers financial situation?*
- *Have you experienced late payments or the request to change payment terms mid contract?*
- *Do you have an insight into your customers net worth and liquidity, their spread of risks and dependency on major clients?*

Your Credit Manager might have been knocking on your door more often, to discuss above questions. It is vital to control and gain an early insight into potential payment issues especially for your core clients.

To ensure you get paid, I recommend focusing on the following five strategies:

- 1 Knowledge is power.** A review of your debtors' ledger can be a vital first step to allocate the appropriate credit limit or payment extension to your clients. By reviewing your customers, you will get a comprehensive understanding of which companies pose a credit risk to your business.
- 2 Support your clients but define the limits.** Talk to your customers that are slow payers to understand how they have been managing the crisis. If they are in an industry that was doing it tough prior COVID-19, you need to know if they have the capital strength to continue after the government supports payments will cease. If you agree to a payment plan, ensure that the client is following the plan demonstrating their side of the commitment.
- 3 It is not going to get easier.** If your clients are using COVID-19 just as an excuse not to pay you, I recommend to take stock of what you are owed as there is less likelihood of getting paid once the government payment support has ceased.
- 4 Limit uncertainty through insurance.** Consider transferring the risk of non-payment to a trade credit insurer. Experts are warning about an avalanche of insolvencies from late 2020 to mid-2021. Now is the time to reassess if trade credit insurance could be right for you to maintain revenue, protect your balance sheet from bad debt or to secure access to bank funding.
- 5 Gadgets for your credit team.** Support your credit management team with a subscription to a technical platform that makes it easy to manage credit applications, PPSR registration and provides credit monitoring and credit alerts in a comfortable dashboard view. The speed of access to crucial information will be worth it.

At DAS Insure, we stand ready to assist with any question or queries you might have to safeguard your cash flow during COVID-19 and in the aftermath, which will expose the economic impact. I also gladly share our experience with clients from your industry and provide references, case studies to better demonstrate how we might be able to support your credit management team.

Please feel free to contact me directly on my mobile at **0431 404 302** or call my office at **02 8335 0858** to organise a brief discovery meeting via Zoom or phone call.

Stay Safe, Stay Positive,

Warm regards,

Babette Bottin

Director of DAS Insure Pty Ltd

Risk Management Solutions for Trade Credit, Surety and Cyber.

Important Note: Financial decisions require careful considerations of your circumstances and risks - among other things. Any non-personalised notes should be considered general information. General information is not tailored to your individual needs. You should seek the advice of a financial advisor, your accountant or talk to a specialist insurance broker for your individual needs.



Member service

Henkel **FLIX** presents

Functional Coating *TechTalks*

Innovative Metal Pretreatment Process Makes The Difference

13th May 2020 – M-PP Chemical Coating

We will focus on the topic

“Corrosion, metal’s biggest enemy – Three ways to decrease costs in the paint process for complex shaped steel parts”

We know that Corrosion poses a serious threat to the safety and efficiency of steel parts. So, the event will cover the important questions

- How to best protect complex steel components from corrosion?
- What are the different pretreatments and paint processes that can be used for such parts?

20th May 2020 – Light Metal Finishing

Adding Value to Aluminium; Upgrading Surface Treatment

Over the last few years, we have seen how aluminium has become one of the most common material for applications in areas such as; Automotive industry, bicycles, building industry... and so on. With the arrival of the e-mobility, led lighting,... the usage of the aluminium has reached new levels and built new business opportunities. Together with the demand for sustainability the pre-treatment of aluminium is changing to meet these demands whilst giving the highest quality standards

27th May 2020 – Stainless Steel Pickling without Nitric Acid

For many decades a mix of nitric acid with hydrofluoric acid has been the standard pickling chemistry for stainless steel. Although the pickling results are very good, this technology comes with several disadvantages for health, safety and environment. On top of that, chemistry consumption and the disposal costs can be pretty high. For stainless steel processing companies who pickle and for pickling jobbers there are large opportunities in exploring alternative pickling solutions which offer comparable quality, but considerably lower HSE hazards and disposal costs.

3rd June 2020 – Multi-Metal Paint Pre-treatment

3 Reasons to use New Generation Conversion Coatings

Corrosion, metal’s biggest enemy... posing a serious threat to the safety and efficiency of metal components. How to best treat various metal substrates in the same process? What are the different pre-treatment processes that can be used for such parts?

10th June 2020 – Remanufacturing Cleaning

Isn't it a waste that durable goods like trains, cars and earthmoving equipment are being scrapped after their service life? Then it is good to know that, with the right remanufacturing processes, a lot of value which is embedded in the parts of the vehicle or machine can be retained. Not only our environment, society and end users will benefit from this practice, but certainly also remanufacturing companies themselves. As we're talking about working on used parts, which have had a tough service life under challenging conditions, one of the most critical operations is cleaning. In this webinar Henkel's cleaning specialists will show you the typical cleaning applications in reman operations, how to increase efficiency and minimize waste & rewash rates

Register now!

www.bonderite-solutions.co.uk/en/webinars



Supplier service