

# LOCKED & LOADED

MAGAZINE  
AUGUST 2014



**ASSA ABLOY AUSTRALIA**  
EXHIBITOR OF THE YEAR

**HIA HOUSING FORECAST UPDATE**

ASSA ABLOY AUSTRALIA IS A PROUD CONTRIBUTOR  
TO THE UNIVERSITY OF SYDNEY'S CHARLES PERKINS  
CENTRE

**V8 SUPERCARS**

COULTHARD IMPROVES CHAMPIONSHIP POSITION

**& LOADED**

NATIONAL LOCKSMITHS DAY -  
WIN 2 TICKETS TO BATHURST!//  
PRODUCTS//BIZBOX AND MORE.

**ASSA ABLOY**

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# MESSAGE FROM

## THE GENERAL MANAGER



Hello to you all,

Well it's hard to believe that we are already over the half-way point of the year and for many of you the financial year has come and gone and as such, I hope that it was a rewarding year for your business. This first six months for ASSA ABLOY Australia has certainly thrown up its own set of challenges. There is no doubt that our new ERP system has provided a fair amount of pain that we have had to deal with that has in some instances impacted our ability to supply; which I sincerely apologise for. I can assure you that there is an enormous amount of work going into rectifying any issues and I am confident that the main overriding concerns are well and truly behind us.

Also the first six months of the year has seen our volumes significantly increase which has been a terrific outcome but has only added to the stresses of getting product out the door.

All of our market segments are either strong or strengthening with the commercial market heating up and specification activity certainly well up. Home building is forecast to hit record highs and we are well underway in supplying the substantial amount of builders that have now converted to Lockwood, while the Retail market continues to go from strength to strength.

I mentioned in the last "Locked & Loaded" about some upcoming television advertisements for our flagship brand Lockwood later

in the year. Well I am delighted to say that there have been three advertisements shot and they look fantastic. I truly believe that it will help drive consumer activity for our industry and most importantly it will result in higher sales for you, our customers. We expect to start rolling these ads out later in the year.

There are also some great new products due to hit the market in the next twelve months from ASSA ABLOY Australia that I urge you all to look out for, as I believe that for some of them they are genuinely market changing that will be mainstays for many years to come.

So thank-you again for your ongoing support and I hope that the remainder of 2014 will be terrific for your business as well as our own and please enjoy this edition of "Locked & Loaded".



**Tom Devine**  
—General Manager



## VALE

# BRIAN LEE

**Brian Lee was a true icon of ASSA ABLOY Australia and the hardware industry, with his passing having a profound effect on all of his colleagues.**

Brian started with the company back in 1987 as part of the customer service team based at the old Whitco site in Queensland. Having always had a strong focus around serving the customer to the best of his ability it was this desire that enabled him to hold various key roles within the company most recently holding the position of National Account Manager.

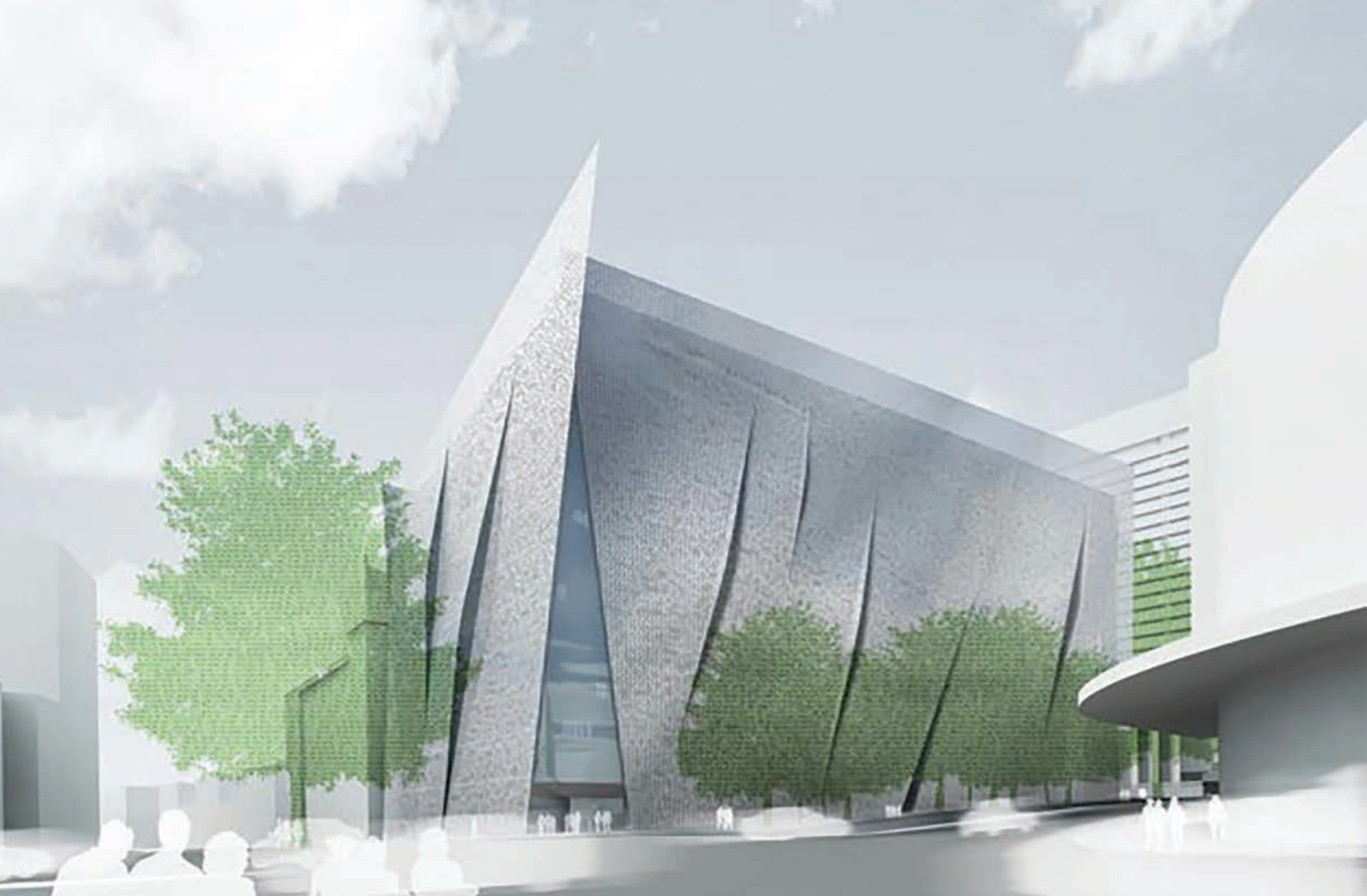
Brian lived and breathed the Whitco, Lockwood and ASSA ABLOY brands for more than 26 years. He was also strongly involved in training and was an excellent presenter, as his friendly welcoming style made people attending the training feel immediately comfortable while his vast industry and product knowledge was always evident.

Not only was Brian a great advocate for his employer he was also very passionate about the industry and as such he was a driving member for the Hardware Federation of Australia and State Hardware Associations often being the voice for retailers and suppliers in the sector. He was involved on the committee of the Hardware Association of Queensland (HAQ) for over ten years, six of which were as President. In fact, right up until the time of his illness he was also the President of the national hardware body, the Hardware Federation of Australia (HFA) and was respected right around the country for his support and commitment to the hardware industry.

Brian was a golf enthusiast, who participated and ran many successful company and industry golf days. He was a man of great humour and energy who had the ability to make even people whom he had just met feel like they had known him for years.

Brian Lee was a visionary, mentor and friend to all in the industry and he will be strongly missed by all his friends and colleagues. He was also a great family man and our thoughts are with Brian's wife Kerry and his children Kristen, Matt, Adam and Ben at this very sad time.

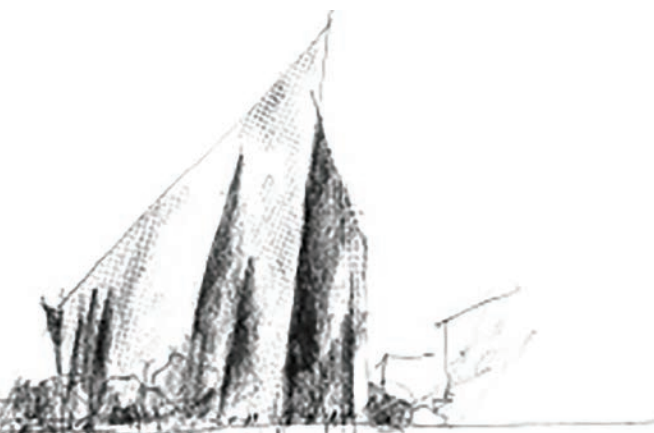




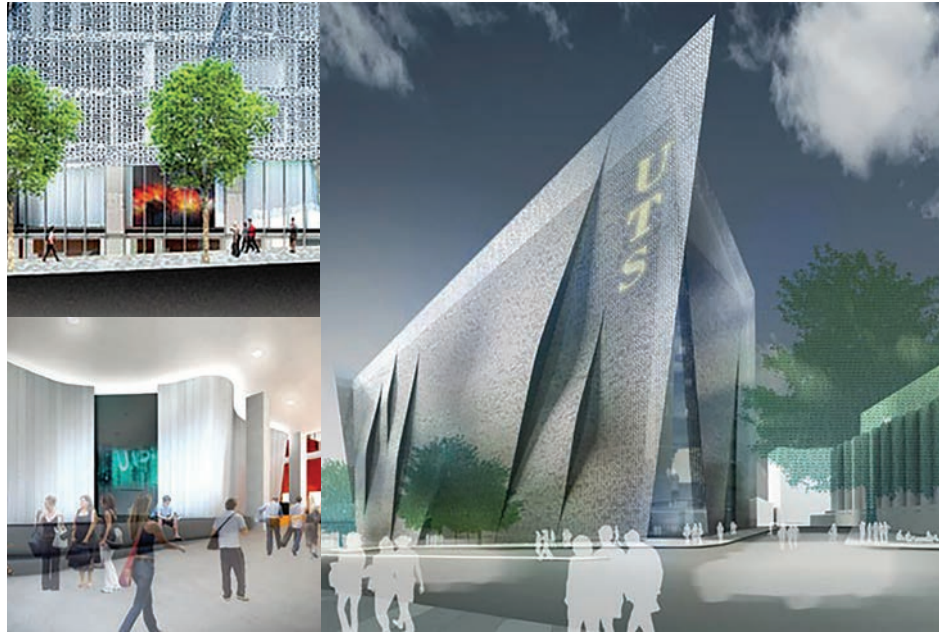
# UNIVERSITY OF TECHNOLOGY SYDNEY

## *FACULTY OF ENGINEERING & IT*

ASSAABLOY [.COM.AU](http://ASSAABLOY.COM.AU)



Representing a 240 million dollar investment in the future of learning and research, the new UTS (University of Technology Sydney) Faculty of Engineering and IT (FEIT) building is the first and largest of three state of the art landmark buildings featuring in UTS's billion dollar city campus master plan.



The unique design of the building is the vision of award-winning Australian architectural firm Denton Corker Marshall (DCM); who were selected from over 60 entrants in an international design excellence competition. Bringing more than thirty years of experience to the project, DCM designed a building that incorporates collaborative learning and innovative technology with a strong consideration for the environment and sustainability.

The 44,000-square metre building has attracted a 5 Star Green rating by the Green Building Council of Australia and will operate as a “living lab” that embodies leading-edge sustainable technology features such as: a wind turbine, water recycling and solar panel technology. These elements will be captured and displayed in real-time on wireless sensors installed throughout the entire building, with data also used for teaching and research purposes.

The student-centred design aims to support graduate outcomes closely linked to both future trends and industry needs. The exterior is clad in a unique, aluminium “binary code screen” patterned with 1s and 0s. Within, are 16 levels encompassing over 1000 doors that lead to the latest in cutting-edge technology, including robotics, computer and human-centred design labs, and a 3D data visualisation facility; the Data Arena – which will be the most advanced research facility of its type in Australia.

Commenting on the building’s design, furnishings and fixtures, Director of Denton Corker Marshall, Ian White said, “The building’s design

reinforces the university’s pedagogical aspirations. The state of the art facilities affirm UTS’s commitment to providing the very best in technology and innovation.”

ASSA ABLOY’s one team approach between the New South Wales and Victorian specification teams delivered effective collaboration between all parties involved and ensured the products specified were fit for purpose. The combined strength of ASSA ABLOY’s resources allowed for the support required not only during the tendering process but throughout the construction phase, which resulted in a successful outcome.

“It was important for ASSA ABLOY to be involved with this project from a builder and client’s perspective. Not only did this enable us to design a hardware solution based around the client’s brief and expectations, but also in line with the construction budget.” This was reported by the NSW/ACT – Specification Sales team.

ASSA ABLOY products utilised within this building include Lockwood 3572 and 3582 series mortice locks, 213 series night latches, 1800/70 series brass furniture, 4800/70 series narrow style brass furniture, 2516 cam action door closers and Lockwood commercial hinges. All these products complement the design, safety and security requirements for the building, allowing students to easily navigate their way.



(L to R): Christos Goutzos and Nick Penny,  
ASSA ABLOY Business Manager - Marketing.

“ Our scholarship provides financial support, but for many students being a scholarship recipient means something more. It means that someone, a local community member, believes in them and in their dreams. ”

—Mercedes Maniati  
ASSA ABLOY PR Manager

# LOCAL STUDENT PRESENTED WITH ASSA ABLOY ACADEMIC AWARD

[ASSAABLOY.COM.AU](http://ASSAABLOY.COM.AU)

Christos Goutzos, a VCE student at South Oakleigh College has been presented with an annual scholarship courtesy of ASSA ABLOY Australia's Academic Award Scholarship Programme.

The ASSA ABLOY Academic Award Scholarship Programme recognizes and supports the scholastic potential of students who desire an advanced education. “We believe that education is an important tool in realizing individual achievements and enhancing society. Our scholarship provides financial support, but for many students being a scholarship recipient means something more. It means that someone, a local community member, believes in them and in their dreams”, comments Mercedes Maniati, ASSA ABLOY PR Manager.

Nick Penny, ASSA ABLOY Business Manager – Marketing presented the South Oakleigh secondary student with the award before a room of fellow students and staff at his school during assembly. The ambitious student was recognised for his outstanding academic achievements and leadership qualities.

Trevor Smith, Principal at South Oakleigh Secondary College said that the school was delighted to be able to publically recognize and reward the academic achievements of Christos with the inaugural award.

As an organisation ASSA ABLOY Australia are conscious of the importance in supporting local schools and assisting in developing and nurturing the future of their community. The organisation is keen to support Christos in his future endeavors and look forward to being a part of his academic development.





(L to R): James Aylen (Home Timber & Hardware General Manager), Andrew Evens (ASSA ABLOY National Sales Manager - Electronic Access), Lile Veljanovski (ASSA ABLOY National Account Manager-Security Products) and Mark Crotty (Commercial Operations Home Timber & Hardware).

# ASSA ABLOY

## AUSTRALIA

### EXHIBITOR OF THE YEAR

[ASSAABLOY.COM.AU](http://ASSAABLOY.COM.AU)

**ASSA ABLOY Australia is the proud recipient of the 2014 Home Timber & Hardware Group National Exhibitor of the Year Award!**

The 2014 Danks National Trade Show and Conference was held at the Gold Coast Convention and Exhibition Centre earlier this year. With the theme "We are Trade", the conference focused on Home Timber & Hardware's continued success in trade, arming retailers and suppliers with exclusive deals, relevant business insights and networking opportunities to assist in them gaining a competitive edge in the hardware and home improvement environment. The event was designed to ferment plenty of interaction among the guests and participants.

With a record 700 delegates in attendance and more than 100 exhibitors on display, the trade show showcased all of the latest hardware and garden products under the one roof, with special trade show-only deals on offer to retailers.

ASSA ABLOY Australia showcased their unrivalled Retail Solutions Display which aims to provide a functional point of sale display in a retail space. The units have been designed with the consumer purchase

journey in mind and boast interactive product displays, category management tools for ease of navigation and point of sale messaging from interchangeable posters to brochure holders.

'We were thrilled to win the 2014 stand of the year award at the recent Home Timber & Hardware conference held in Cairns. A fantastic result for all the hard work from our team on a national basis - well done!' comments Lile Veljanovski, ASSA ABLOY National Account Manager-Security Products.

'In today's highly competitive trading environment, it's more important than ever for our valued partners to work together with us to deliver mutually beneficial sales growth and returns. Active involvement in industry trade shows plays a key role in stores effectively engaging with your business. This award highlights ASSA ABLOY's proven ability to deliver a 'total package' as part of their trade show space', comments James Aylen, General Manager – Home Timber & Hardware Group.

The award was allocated based on strong staff presence and engaging customer service, compelling on stand offers representing great value to stores, quality and interactivity of the stand as well as effective use of signage and technology in the overall stand design and fit out.

# HIA HOUSING FORECAST UPDATE

ASSAABLOY.[COM.AU](http://COM.AU)

The post GFC period has been a challenging one for new home building. Stimulus measures employed to combat the GFC provided an initial recovery in new dwelling commencements from a historically low level of only 132,000. However, the recovery only lasted four quarters during which commencements increased by 25 per cent in the 2010 calendar year. As the effects of the stimulus began to wane, a second wave of new home building weakness took hold. This saw a decline in commencements in both 2011 and 2012. HIA was one of the first organisations to forecast this renewed weakening.

As it turned out, the magnitude of the subsequent rebound (which began in mid-2012) gathered considerable pace, especially in the second half of 2013. Record low interest rates have unlocked pent-up demand at a faster pace than first looked likely.





At the same time, the Australian Bureau of Statistics (ABS) has undertaken significant upward revisions to recent historical dwelling commencements data. The result is that the latest ABS data, released in mid-April 2014, provided a preliminary estimate of 168,300 new dwelling commencements in calendar year 2013. This represents an increase of 11 per cent on the previous year. HIA's forecast had been for a rise of 8 per cent to 164,400. Early last year, a range of forecasts for 2013 commencements was centred on a level of 150,000 and the highest forecast was for 160,000.

The first estimate for the level of dwelling commencements in the March 2014 quarter will be released in mid-July. Resource constraints at the ABS play a large role in the long time frame that now exists between the end of a quarter and the actual reporting of dwelling commencements for that quarter.

Leading indicators of new home building (such as ABS building approvals and HIA new home sales, for example) signal that the outlook for 2014 and 2015 in terms of dwelling commencements is a positive one, with interest rates remaining relatively low and continuing dwelling price growth.

New South Wales and Western Australia have driven the new home building recovery to date (commencements for both these markets are at decade highs). In the first stage of recovery commencements in the combined markets of NSW and WA grew by over 30 per cent. Take these two markets away and growth for the rest of the country was around 2 per cent.

Granted, NSW was recovering from yet another recessionary low while levels in WA were growing from a decade low, but the improvement, especially in NSW, was the catalyst for a broader recovery to emerge. The impetus behind the recent strong growth in NSW and WA is likely to remain, although this will only be sufficient to hold activity at elevated levels rather than drive further fast growth in the face of capacity constraints.

The high level of building observed nationally in 2013 could not have been achieved without such a strong contribution from Victoria, driven by healthy numbers of multi-unit dwellings. The HIA Economics Group maintains its view that the elevated level of new home building in Victoria, driven by the multi-unit segment, is likely to transform into a potential point of weakness over the near term, although to a lesser extent than our previous forecast implied.

Upward momentum gathered through 2013 in both Queensland and South Australia and this was also a helpful development. While momentum is expected to continue carrying activity levels

higher in Queensland, the softer labour market conditions in South Australia are likely to provide a head wind.

ABS local government building approvals through to March 2014 imply a peak in the dwelling commencements cycle in a range between 181,000 and 193,000. To date, the highest number of new dwellings commenced in a year stands at 187,000 in 1994.

The HIA Economics Group holds the view that commencements will peak at around 180,000 this calendar year, before easing to a level of 175,140 in 2015. Commencements are forecast to fall in both 2016 (-2.7 per cent) and 2017 (-3.1 per cent), bottoming out at a still historically high level of 169,628. Note that over the last 20 years the average level of commencements has been 156,500.

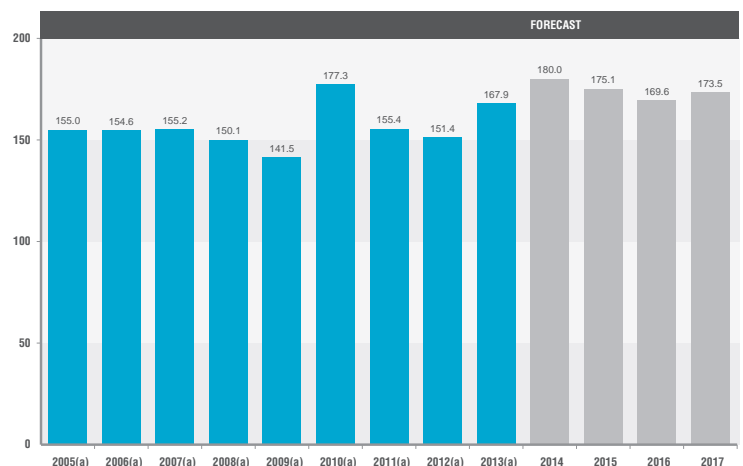
On a fiscal year basis, in the year to 30 June 2013 the number of dwelling commencements increased by 12 per cent to just over 162,000. Growth of 10 per cent is forecast for 2013/14, taking commencements to a level of 178,667. Modest declines of 1.8 per cent and 1.3 per cent in 2014/15 and 2016/17, respectively, are forecast to take commencements back to a level of 170,735.

There is some upside risk to this new home building outlook. This in itself is a refreshing change from the downside which over the last decade has nearly always had to be the risk assessment for a dwelling commencements outlook.

**Harley Dale** - HIA Chief Economics

## HIA DWELLING STARTS FORECAST -AUSTRALIA

SOURCE: HIA ECONOMICS (MAY 2014)



A full range of HIA's housing forecasts can be found at [hia.com.au](http://hia.com.au)



# New Product Launch

## 2014 Lockwood Surface Mounted Door Closers

Following a market review of the Lockwood surface mounted door closer range; ASSA ABLOY is pleased to announce a series update of the current range of Lockwood surface mounted door closers.

### Lockwood Cam Range

- The new 2616DA models include a square formed body cover and the silver colour change, all other specifications are unchanged from the 2516DA series
- The new 2615DA series now has a square cover and the silver colour change similar to 2616 series it also has the following specification changes from the 2514 series:
  - Power strength has been increased to EN size 5, now EN 1-5
  - Delayed action function is now standard on all 2615 models
  - Adjustable back check is now standard on all 2615 models

### Lockwood Rack and Pinion Range

#### Premium Range

- Includes models with Delayed action (DA) as standard plus a fully formed metal cover, silver finish has been updated as described above.
- Two new series have been included with fully formed silver covers
  - 7726DASIL, 7726SRDASIL and 7726HDASIL
  - 7714DASIL, 7714SRDASIL and 7714HDASIL

#### Standard Range

- This series has the same silver finish update however comes with a clip on cover. This series does not include the delayed action option.
- New models in this range include:
  - 726SIL, 726SRSIL and 726HSIL
  - 724SIL, 724SRSIL and 724HSIL
- For the above models formed covers are available in SSS and PSS finish



Please visit [www.lockweb.com.au](http://www.lockweb.com.au) for product information and specifications. Should you have any questions please do not hesitate to contact your local ASSA ABLOY Australia representative.



# Product Update

## ABLOY PROTEC/PROTEC2 CLIQ

### Outdoor Wall PD

ASSA ABLOY is pleased to introduce an outdoor Wall PD. The outdoor Wall PD has been developed to meet the increasing requirements in the professional end-user segment.

It is IK9/IP65-certified and suitable for outdoor use and hostile environments. The display has also been modified to ensure that the visual indications can be seen even though the Wall PD is exposed to direct sunlight.



Outdoor Wall PD



Wall PD with CLIQ key reader

### Wall PD with CLIQ key reader

The Wall PD with CLIQ key reader is another solution for customers who want to be able to update their CLIQ keys outdoors. While the Wall PD unit is installed on the inside of a wall, a CLIQ key reader can be installed on the outside and then connected to the Wall PD via a cable. The key holders will be able to update their key in the CLIQ key reader without having access to the Wall PD. The keys can be updated in the Wall PD unit as well.

Please visit [www.abloy.com.au](http://www.abloy.com.au) for further product information and specifications. Should you have any questions please do not hesitate to contact your local ASSA ABLOY Australia representative.

## New Product Release

### A5260 60mm Tubular Latch Range & Accessories

ASSA ABLOY Australia is pleased to announce the arrival of the new 5260 Series 60mm tubular latch range which will supersede the current A5250 series.



### Specifications

- 60mm Backset
- Soft Closing
- Square Face Plate
- Standard Passage and Privacy Latches
- Drive-in Latch (Privacy)
- Range of 'D', 'T' and 'R' Radius Strikes
- Fire Rated 2 Hours
- Tested to 500,000 Cycles, AS4145.2 2008 D8

### Finishes

Chrome Plate CP, Brushed Satin Chrome SC, Satin Chrome Pearl SP and Polished Brass PB.

Should you have any questions, please do not hesitate to contact your local ASSA ABLOY representative.



# UNIVERSITY OF SYDNEY

## CHARLES PERKINS CENTRE

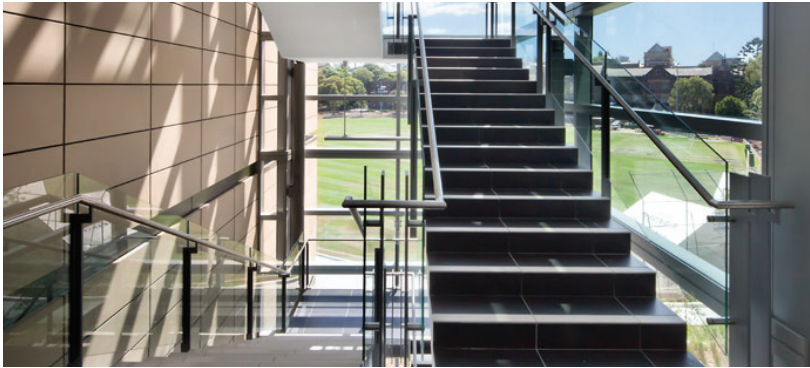
ASSAABLOY.[COM.AU](http://COM.AU)

**In one of the most ambitious projects of its 164-year history, the University of Sydney has officially launched its Charles Perkins Centre, aimed at easing the burden of obesity, diabetes, cardiovascular disease and related conditions.**

The University of Sydney's decision to name a new \$385 million research and education hub after its first Aboriginal graduate is recognition of this place in history. Charles Perkins – one of the most influential political activists of modern times and now, one of Australia's greats. A former football star, Perkins led the 1960s freedom rides through NSW, became the first Aborigine to gain a university degree and went on to be the head of the federal Department of Aboriginal Affairs.







Perkins, who died from renal failure in 2000, is the symbolic face of a facility bringing together 900 researchers, clinicians and students from all 16 faculties to find solutions to obesity, diabetes, cardiovascular disease and related conditions.

Professor Steve Simpson, the centre's academic director, said the activist showed that new ways, partnerships and ideas changed the way Australians thought and acted. "He sought to lead collaborations in situations where a single person or agency could not deliver," he said. "In the same way, the Charles Perkins Centre looks beyond traditional disciplinary boundaries to improve the health of individuals, communities and the nation."

The Centre and Education Hub is a state-of-the-art, 49,500 square metre research, education and clinical facility on the University of Sydney's Camperdown Campus.

ASSA ABLOY Australia was contacted by builder, Brookfield Multiplex to prepare a comprehensive door hardware schedule, on their behalf. ASSA ABLOY NSW/ACT Sales Manager (David Honeywell) and Sales Representative (Sasi Arunachalam) worked closely with Multiplex's design manager (Nicholas DeCean), project engineer (Chris Gaffney) and the architects (Hallum Jennings – FJMT & Joe McLoughlin – Building Studio), to deliver a highly innovative and cost effective door hardware solution.

The space has been designed and built to foster collaboration, with shared lab facilities with dedicated technicians, open-plan offices, shared informal spaces, and numerous small meeting rooms for impromptu discussions.

The Research and Education Hub also features the world's most advanced teaching laboratory, the X-Lab, where each student is equipped with their own touch screen computer, which can stream microscope, face camera and computer content. An advanced clinical research facility, which will be operated in conjunction with the Sydney Local Health District, will be used to treat patients, test new models of clinical care, and conduct research trials, with a metabolic kitchen, overnight stay rooms, gym equipment, and associated clinical facilities.

ASSA ABLOY Australia is a proud contributor to this project with the products specified including 3570 series synergy electric & mechanical mortice locks, Aperio lock sets, 1800/70 furniture and 7714 slide rail door controls.

“ In the same way, the Charles Perkins Centre looks beyond traditional disciplinary boundaries to improve the health of individuals, communities and the nation. ”

—Professor Steve Simpson  
*Academic Director*





# BIZBOX

## ASSA ABLOY AUSTRALIA'S SHOWROOM HITS THE ROAD

[ASSAABLOY.COM.AU](http://ASSAABLOY.COM.AU)

ASSA ABLOY Australia was proud to unveil their new interactive mobile showroom (BizBox) at Australasia's premier security industry event, The Security Exhibition & Conference (ASIAL), earlier in June.

With its ample space, sleek design and flexibility, the mobile unit provided an ideal platform to showcase ASSA ABLOY's brands at this year's show. Within minutes the unit transforms from a branded box into a customised, state-of-the-art show room all at the drop of a hitch! Upon entering the unit patrons are brought into a bright, modern, streamlined interior featuring interactive product displays, audio visual stimulation and

iPads that take you on a wireless journey! The new unit will not only be utilised as a mobile display hub but also as a well-equipped training facility – enabling ASSA ABLOY to come to you!

ASSA ABLOY's mobile unit will now embark on a roadshow tour commencing up north of the country, stopping at customers as it makes its way down south.

To register your interest in having ASSA ABLOY's BizBox come out to your workplace, please email [info.au@assaabloy.com](mailto:info.au@assaabloy.com)

# THE SECURITY EXHIBITION & CONFERENCE (ASIAL)

Held in Melbourne for the first time in more than a decade, leading local and international product and service suppliers unveiled the latest security technology innovation and products available on the Australian market to a packed show floor.

ASSA ABLOY Australia in collaboration with Traka combined forces at the show earlier this year. This is the first time that both divisions presented together at an industry trade show in Australia and the result was an overwhelming success. The feedback from Consultants, End Users and Integrators that attended the show was very positive.

This year's event showcased some of the very latest and emerging security technologies, as well as providing

exceptional networking and professional development opportunities. Products presented at the show included Mark 2 V-Lock, Aperio, Wireless Digital Deadbolt, ES9000, Elevation and ABLOY CLIQ.

The Security Exhibition and Conference is the largest industry event for security professionals and end users in Australasia. Event organisers claim that this year's event was its busiest and most successful since the inception of the show; being attended by over 4,500 security professionals.

Next year the event celebrates its 30th annual occurrence and will be held in Melbourne from 15 - 17 July.







ASSA ABLOY Australia Business  
Manager - Marketing, Nick Penny.

# AUSTRALIAN PACKAGING COVENANT AWARDS

*CELEBRATING THE ACHIEVEMENT OF  
INNOVATIVE HIGH PERFORMING APC SIGNATORIES*

[ASSAABLOY.COM.AU](http://ASSAABLOY.COM.AU)

ASSA ABLOY Australia is a proud recipient of the 2014 Australian Packaging Covenant's award which fosters organisations that use packaging innovations to create business resilience, sustainability and avenues for earnings and growth.

The covenant recognises that innovations in packaging sustainability can also lead to improvements in areas including internal engagement, supply chain management and consumer experience. Award winners have strived to turn business-as-usual on its head, and demonstrated achievements aligned to the strategic innovation principles for a balanced approach to leadership.

**Packaging sustainability as well as fulfilling the requirements of the Australian Packaging Covenant is a point of differentiation for ASSA ABLOY in the hardware industry.**

In 2013, ASSA ABLOY Australia updated their new product gateway process and incorporated the Sustainable Packaging Guidelines as a mandatory element. This means that environmental issues relating to the product packaging are part of business as usual. This change to the process has started packaging conversations earlier on in the process, enabling and encouraging the teams to look wider and find alternatives when needed.

Design of primary packaging is a collaborative activity within the company. Packaging engineers, product management and purchasing

teams are key collaborators from the beginning. Locally based suppliers are also involved.

A recent successful initiative was "Shelf Ready" product packaging, resulting in the consolidation of packaging elements. Working with their supplier, ASSA ABLOY coordinated a new packaging system, removing one layer of packaging in addition to separate shelf display boxes. At the point of purchase this initiative resulted in packaging material reductions and easier stock handling for the customer.

The supplier also benefited through decreased costs in labeling and transport, and also in increased productivity. To succeed in implementing this change, ASSA ABLOY gained insight into the supplier process via photographs rather than onsite visits and used the APC guidelines to start the conversation with their supplier. A key factor behind this success was the communication of the Economies of Scale benefits to the supplier, both in the short and long term.

"The recipients of this award are leading the way in packaging sustainability and innovation; they are a testament to the growing realisation that innovation and sustainability make good business sense, creates opportunities for better employee and supply chain engagement, and can provide a competitive advantage. Congratulations to our high performing signatories, and in particular those who achieved the highest result in their industry category in 2014", comments Stan Moore, CEO Australian Packaging Covenant.



## **AFTER A SUCCESSFUL EVENT IN 2013 – ITS BACK!**

This year September 26 will mark the national day to celebrate the valuable work of those in the Locksmith trade.

To show ASSA ABLOY's appreciation of Locksmiths there will be a team out in force ready to cook a gourmet BBQ for you and your staff. All you need to do is register your business for the event and select a timeslot – spaces are limited so hurry!

To be eligible for the major prize you must register to have ASSA ABLOY cook you and your staff a BBQ at your work place at [locksmithsday.com.au](http://locksmithsday.com.au)  
To view Terms and Conditions please visit [locksmithsday.com.au](http://locksmithsday.com.au)

There are great giveaways and awesome on the spot prizes up for grabs – with your chance to win the following major prize:

- 2 x tickets for you and a friend to attend 2014 Bathurst 1000
- Airfares to Sydney from any Australian Capital City
- 2 nights accommodation in Sydney
- Lockwood Racing Pit Tour
- Meet and greet Fabian Coulthard

# SKY CITY TRIPLE CROWN 400

2014 V8 SUPERCARS 20//06//14.



## SKY CITY TRIPLE CROWN 400—V8 SUPERCAR CHAMPIONSHIP RACES 1-3 HIDDEN VALLEY RACEWAY

### V8 SUPERCARS Race 1

- 01 Jamie Whincup, Red Bull Racing Australia
- 02 Craig Lowndes, Red Bull Racing Australia
- 03 Shane Van Gisbergen, TEKNO Team VIP Petfoods
- 04 Scott McLaughlin, Valvoline Racing GRM
- 05 Garth Tander, Holden Racing Team
- 06 Mark Winterbottom, Ford Pepsi Max Crew
- 07 Jason Bright, Team BOC
- 08 James Courtney, Holden Racing Team
- 09 **Fabian Coulthard, Lockwood Racing**
- 10 Lee Holdsworth, Erebus Motorsport V8

### V8 SUPERCARS Race 2

- 01 Jamie Whincup, Red Bull Racing Australia
- 02 Craig Lowndes, Red Bull Racing Australia
- 03 **Fabian Coulthard, Lockwood Racing**
- 04 Garth Tander, Holden Racing Team
- 05 Scott McLaughlin, Valvoline Racing GRM
- 06 Mark Winterbottom, Ford Pepsi Max Crew
- 07 Shane Van Gisbergen, Team Tekno VIP Petfoods
- 08 Tim Slade, Supercheap Auto Racing
- 09 David Reynolds, The Bottle-O Racing Team
- 10 Michael Caruso, Norton Hornets

### V8 SUPERCARS Race 3

- 01 Mark Winterbottom, Ford Pepsi Max Crew
- 02 Shane Van Gisbergen, Team Tekno VIP Petfoods
- 03 Jamie Whincup, Red Bull Racing Australia
- 04 David Reynolds, The Bottle-O Racing Team
- 05 James Courtney, Holden Racing Team
- 06 Garth Tander, Holden Racing Team
- 07 James Moffat, Norton Hornets
- 08 Scott McLaughlin, Valvoline Racing GRM
- 09 Rick Kelly, Jack Daniel's Racing
- 22 **Fabian Coulthard, Lockwood Racing**



The V8 Supercar series headed to the top end when the teams made the huge journey to Darwin's Hidden Valley Raceway for the Sky City 400.

### Friday Practice:

The Lockwood Racing team was out of the blocks and flying in opening practice, Fabian Coulthard was fastest in the 20 minute session. Engineers worked through their schedule of changes in the second session; with the Lockwood Racing Commodore going ninth quickest. There was a change to soft tyres by most of the field in the 3rd practice of the day. With Fabian continuing on hard tyres he was unable to match their times. His best practice lap was 20th fastest.

### Saturday Qualifying:

Hopes were high for the Lockwood Racing Commodore during Saturday qualifying. Coulthard went out on old tyres in the first session before pitting for his green tyre runs. His best set netted him the ninth fastest time for race one. A quick ten minute turn around and then straight back into the second qualifying session. The car was quicker this time; Fabian went fastest with three minutes left on the clock before finishing the session third fastest.

### Saturday Race One 100Km / 35 laps:

Fabian Coulthard was slow off the line in race one dropping a spot early. With all cars in tyre wear protection mode, the race was a case of just follow the leader with very little passing. Fabian took the chequered flag from where he started, in ninth position.

"Saturday's racing wasn't bad at all. I didn't get off the line so well in race two and had a good little battle with Garth there on the first lap. Then I just managed the tyres, I didn't try and use up my tyres too much chasing the guys in front. Great to get up on the podium again!" comments Fabian Coulthard.

### Saturday Race two 100km / 35 laps:

Fabian had a second row start for the second of the days 100km races. He lost a spot off the line but put a great move on Tander to take third position back on lap two. From there he distanced himself from fourth spot without challenging the leaders. Home in third and another great podium finish!

### Sunday Qualifying:

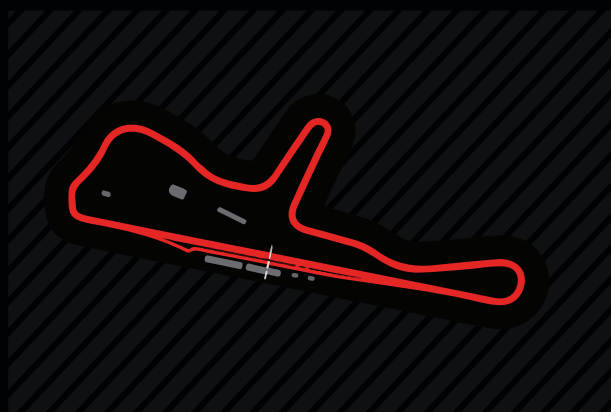
The soft tyres came into play for Sunday morning qualifying. Engineer Phil Keed held Fabian in the garage for the first four minutes. With only time for two qualifying runs, Fabian made the most of the soft tyre going third quickest in his run hit out. He pitted for his second set of softs re-joining the session with three minutes to go. At session's end, Coulthard had banked the sixth fastest time for the afternoons 200km race.

### Sunday Race Three 200kms / 69 laps:

There was a sense of the unknown leading into the afternoon race. With only two sets of the soft tyre available, teams were unsure as to the right strategy. Lockwood Racing decided to add a set of the hard tyres from Saturdays race to compliment the soft tyres available. As the race went green, Fabian missed the start and with the soft tyre cars surrounding him lapping up to two seconds a lap quicker – he dropped to 19th by lap five. He raced through to lap 17 before pitting and a change to the soft tyre. He re-joined 21st but another stop six laps later under safety car dropped him further down to 24th on the road. Needing another safety car to make this strategy work he pushed on.

In the end that safety car never happened, leaving Fabian back in 21st position. Strategies always have an element of risk and this time it just didn't work for the Lockwood Racing Team.

"Sunday was total disappointment, we have to regroup and head to Townsville confident we'll be back racing with the leaders" said Coulthard.



Become a fan of Lockwood Racing on facebook to get latest news.  
[facebook.com/lockwoodracing](https://facebook.com/lockwoodracing)

It was back to the winter sunshine for the Lockwood Racing team when the 2014 V8 Supercar Championship series travelled to Far North Queensland for the Townsville 500.

### Friday Practice:

Lockwood Racing struggled early in Friday practice as a consequence of a bank of poor quality practice tyres; Fabian Coulthard recording only the 21st and 22nd fastest times in the first two sessions. The change to the one set of good tyres allocated to practice gave the team a better insight into the car's real pace with an 11th fastest time in P3 and then into the top ten going seventh fastest in the final practice session.

### Saturday Qualifying:

Fabian had mixed results during qualifying for Saturday's twin 125km races. The Lockwood Racing Commodore was slightly off the pace in Q1; recording the 14th fastest time albeit only .22/second off Courtney's pole time.

### Saturday Race One 125 Km / 44 laps:

It was a frantic start to the weekend's first 125km race. Fabian missed the jump off the line but raced back to 12th by the end of the first lap. It was a battle amongst the field, with staying out of trouble the number one priority. Coulthard made his pit stop on lap five with the team changing rear tyres and topping up the fuel. He re-joined 21st. On lap 11 Lowndes fenced the Triple Eight Commodore bringing out the safety car. By this stage Fabian had moved up to 14th spot. The Lockwood Racing Commodore began to struggle though with turn and drive in the second half of the race. Fabian fought late in the race to hold position eventually bringing the car home in 15th position.

### Saturday Race two 125km / 44 laps:

The crew worked hard prior to Race two with the Lockwood Racing Commodore heavily damaged in Race One. The guys did an amazing job in time for Fabian to take his position up on the pole. Coulthard jumped off the line from the front row leading the first lap. He pitted on lap 12 for fuel and tyres re-joining in the lead just ahead of Tander. Unfortunately, the cars cold tyres lacked the grip of Tander's hot tyres; Fabian ran wide and lost spots to both HRT Commodores. A mid race safety car bunched the field but Fabian held on to third to score the final podium position.

### Sunday Race Three 250kms / 88 laps:

As the lights went out to start the final race of the weekend, Fabian got away avoiding the carnage in the run to turn two. The safety car was called out in the aftermath with Coulthard following team mate Jason Bright into the pits for tyres and a fuel top up. Fabian didn't lose too many spots re-joining behind the safe-ty car in 17th position. He radioed in on lap 15, the car lacking drive. By lap 34 he had moved into the top ten pitting soon after on lap 46 for his second pit stop. The car's handling problems continued to be an issue until the closing laps when Fabs dropped one final spot to take the chequered flag back where he started, in 14th position.

"Sunday was a tough day. I think it stemmed from the first two practices, not having good tyre quality and it felt like we've been a bit behind all weekend. We finished where we started and now we have to look at the data. Thankfully we have a test day between now and the next race; so we can really try some things we need to work on and hopefully come back fighting at Queensland Raceway," comments Fabian Coulthard.



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# CASTROL TOWNSVILLE 500

2014 **V8 SUPERCARS** 04//07//14.

## CASTROL TOWNSVILLE 500 — RACES 1-3 TOWNSVILLE STREET CIRCUIT

### V8 SUPERCARS Race 1

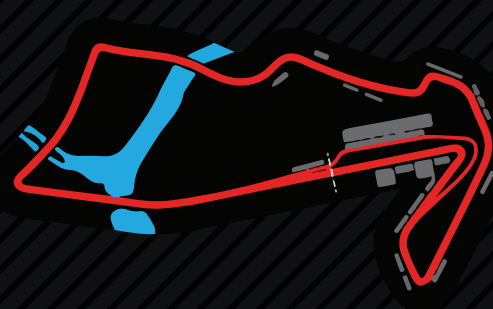
- 01 Jamie Whincup, Red Bull Racing Australia
- 02 Garth Tander, Holden Racing Team
- 03 Will Davison, Erebus Motorsport V8
- 04 Nick Percat, Walkinshaw Racing
- 05 Shane Van Gisbergen, Team Tekno VIP Petfoods
- 06 Scott McLaughlin, Valvoline Racing GRM
- 07 Jason Bright, Team BOC
- 08 James Courtney, Holden Racing Team
- 09 David Reynolds, The Bottle-O Racing Team
- 15 **Fabian Coulthard, Lockwood Racing**

### V8 SUPERCARS Race 2

- 01 Garth Tander, Holden Racing Team
- 02 James Courtney, Holden Racing Team
- 03 **Fabian Coulthard, Lockwood Racing**
- 04 Shane Van Gisbergen, Team Tekno VIP Petfoods
- 05 Chaz Mostert, Ford Pepsi Max Crew
- 06 Craig Lowndes, Red Bull Racing Australia
- 07 Jamie Whincup, Red Bull Racing Australia
- 08 Mark Winterbottom, Ford Pepsi Max Crew
- 09 Nick Percat, Walkinshaw Racing
- 10 Russell Ingall, Repair Management Aust Racing

### V8 SUPERCARS Race 3

- 01 Jamie Whincup, Red Bull Racing Australia
- 02 Garth Tander, Holden Racing Team
- 03 Shane Van Gisbergen, Team Tekno VIP Petfoods
- 04 James Courtney, Holden Racing Team
- 05 Nick Percat, Walkinshaw Racing
- 06 Mark Winterbottom, Ford Pepsi Max Crew
- 07 Chaz Mostert, Ford Pepsi Max Crew
- 08 Scott Pye, Wilson Security Racing
- 09 Scott McLaughlin, Valvoline Racing GRM
- 14 **Fabian Coulthard, Lockwood Racing**





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	9					6	3	
	7							

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The Retail Training Program (RTP) is designed for those working in the retail environment, such as hardware and speciality stores selling door hardware. The program covers locks and hardware suited to residential applications and includes techniques to identify customer needs. It focuses strongly on selling skills for add on sales.

The Commercial Training Program (CTP) is an ideal introductory to intermediate level training program for anyone working with door hardware for the commercial building environment. The program includes exercises using product catalogues and important information regarding standards, regulations and building codes.

### Victoria (235 Huntingdale Road, Oakleigh)

CTP 22 Jul 10 Sep

RTP 13 Aug

Bunnings RTP 20 Aug 15 Oct

### New South Wales (Unit 60, 7-9 Percy Street, Auburn)

CTP 10 Sep

RTP 16 Jul

Bunnings RTP 6 Aug 15 Oct

### Queensland (Unit 5, 37 Brandl Street, Eight Mile Plains)

CTP (2 day course) 22 - 23 Jul 10 Sep

RTP -

Bunnings RTP 20 Aug 22 Oct

### South Australia (450 South Road, Marleston)

CTP 24 Sep

RTP -

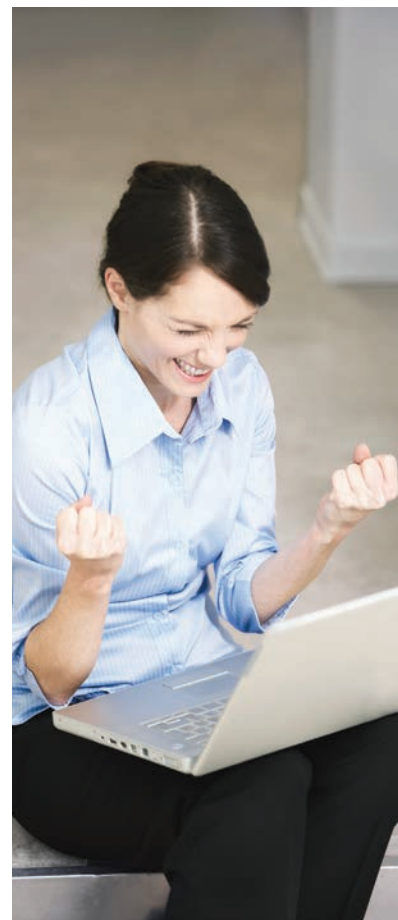
Bunnings RTP 20 Aug 22 Oct

### Western Australia (Unit 1, 348 Victoria Road, Malaga)

CTP 24 Sep

RTP -

Bunnings RTP 20 Aug 15 Oct



## 2014 CALENDAR



### TEST DAY

V8 SUPERCAR TEST DAY  
15/02/14–15/02/14



### CLIPSAL 500

CLIPSAL 500  
27/02/14–02/03/14



### GRAND PRIX

AUSTRALIAN GRAND PRIX  
13/03/14–16/03/14



### TASMANIA 400

TASMANIA 400  
28/03/14–30/03/14



### WINTON 400

WINTON 400  
04/04/14–06/04/14



### 500 AUCKLAND

ITM 500 AUCKLAND  
24/04/14–27/04/14



### PERTH 400

PERTH 400  
16/05/14–18/05/14



### DARWIN

SKYCITY DARWIN  
TRIPLE CROWN  
20/06/14–22/06/14



### TOWNSVILLE 500

SUCROGEN  
TOWNSVILLE 500  
04/07/14–06/07/14



### IPSWICH 400

COATES HIRE  
IPSWICH 400  
01/08/14–03/08/14



### SYDNEY 400

SYDNEY MOTORSPORT  
PARK 400  
22/08/14–24/08/14



### SANDOWN 500

SANDOWN 500  
12/09/14–14/09/14



### BATHURST 1000

SUPERCHEAP AUTO  
BATHURST 1000  
09/10/14–12/10/14



### GOLD COAST 600

ARMOR ALL  
GOLD COAST 600  
24/10/14–26/10/14



### PHILLIP ISLAND 400

PHILLIP ISLAND 400  
14/11/14–16/11/14



### SYDNEY 500

SYDNEY 500  
05/12/14–07/12/14



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