



# ANNUAL REPORT 2020



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## Dear Members

I would like to welcome you to the review and summary of a landmark year for the Australian Garage Door Association.

First, though, I would like to thank you all for being valued and productive members of both the garage door industry and the association that exists to serve, represent, educate, unite and advocate for you.

As the door opened on 2020, AGDA fully expected a year in which our members would amaze us with their business success, their technological advances, their ingenuity, and their partnerships. And while you delivered over and above these expectations, you also showed such strength and resilience in what proved a year of incredible challenge and uncertainty not just for the garage door industry, but for the entire nation and world.

AGDA also rose to the challenge, striving to provide safety standards and business, marketing and manufacturing guidelines for our member businesses. We provided unparalleled educational opportunities and chances for advancement to our members, also forming committees to enhance and modernise every facet of the association.

As our numbers and affiliations grew, we built the association into an exciting, powerful entity in service to the garage door industry. 2020 was a landmark year for AGDA and there's more to come in 2021!

Yours sincerely



**Adrian Valente**  
**National President**

# Missions Accomplished

As the Australian Garage Door Association opened the door to 2020, our major focus and strategic priority for 2020 /2021 was to successfully deliver the Certificate 1 Installer program to 100 industry participants; also to continue to facilitate the realisation of our Vision by actioning the following values: Advancement, Achievement, Integrity, Industry, Leadership, and Professionalism.

## Training and Skills Development

In the area of Training and Skills Development, vice president and Focus Area Champion Karina Trill joined Team Members Adrian Valente and Dennis Hill to successfully launch and draw a strong field of student enrollees for the Cert I in Garage Door Installers program.

Installers signed up to complete the trial, with PT Doors & Taurean Doors putting forward 1 installer each. The trial course was completed and Certificate 1 went live.

## Milestones Achieved

As the year progressed, many more strategic objectives and milestones were set and accomplished in response to changing times. These included the staging and implementation of online meetings and services for members, and an overall thrust toward building association credibility and responsibility for leadership across the garage door industry.

## Operational Resourcing

In the area of Operational Resourcing, Area Champions Jason Kerrigan and Jim Tomlin and Focus Area Team Member Adrian Valente ensured AGDA has the appropriate resourcing and capability to achieve its operational objectives. Discussions have commenced to form collaborative efforts with other associations and seek options for allocating operational resources. A broad suite of support services and live telephone support is available to AGDA members through our new partnership with Business Australia. This support will provide information on awards, employment contracts, human resource and industrial relations issues.

## Industry Awareness

In the area of improving industry awareness of safety, standards and compliance requirements, AGDA is to be the resource to deliver relevant Standards information to its members, industry stakeholders and consumers. Relevant information and summary documents will be available on the AGDA website.





## Membership Development

In the area of Membership Development - Profile and Brand Awareness, Focus Area Champions Dennis Hill and Jason Kerrigan, along with Focus Area Team Members Adrian Valente and Karina Trill, developed an overall marketing communications promotional campaign to drive registrations to the installer course and to spread brand awareness. This massive promotional campaign, conducted in conjunction with marketing pro Sarah Jane Kavanagh. This includes press releases and EDMs, social media, and a massive website rewrite.

## Goals

Another ongoing goal set in motion in 2020 was to grow a more diverse membership base across new sectors within garage door industries, thus creating a go to market strategy encouraging businesses such as Commercial door suppliers, e.g aviation sector, gates and self-storage sectors, and trade suppliers. The goal is to communicate AGDA Services and Benefits of Membership, and opportunities for such organisations to consider how partnering with AGDA will provide tangible benefits back to their business.

AGDA has engaged consultants to assist in maintaining the association's strategic focus across four key business pillars to ensure the association's relevance and continued growth in the areas of:

1. Training and Skills Development
2. Operational Resourcing
3. Membership Development
4. Industry Standards, Quality and Compliance

## Membership

Membership categories also are under review, with the ultimate goal of the creation of a compliant, regulated, and safe environment for all industry stakeholders and consumers; and to ensure that AGDA is the subject matter expert within the industry and is the go to body for expert knowledge for all relevant standards and other industry related matters.

## Member Success

To end things on a very high note, we are proud and pleased to report that vice president Karina Trill and her business PT Doors won the Service & Trade category of the 2020 Sutherland Shire Local Business Awards.

# Achieved in the last 12 months

## ADVOCACY

- **CONTRIBUTED** valuable information and suggestions regarding major safety issues and problems
- **ADVOCATED** for national reform of the industry
- **PARTICIPATED** in organised interactions with officials through committees and meetings regarding the current state of various facets of the garage door industry
- **DEVELOPMENT** of industry training pathways and student mentoring through the Masters in Building Training (MiBT) Certificate 1 in Construction (Garage Door Installer program)

## EVENTS

- **CREATED** an Online National Meetings (Monthly) Schedule
- **ORGANISED** plans for the 2021 AGDA conference
- **HELD** a briefing with executives on the future direction of the AGDA
- **EXPANDED** membership categories and benefits packages.
- **COLLABORATED** with Business Australia to grow the Membership Service Offering.



## STUDIES & PUBLICATIONS

- **CONDUCTED** surveys to better improve member experience
- **PUBLISHED** the monthly presidents report
- **CONTRIBUTED OPINIONS**, valuable information and suggestions regarding recent major construction issues and problems
- **PROVIDED** business tool kits and resources to all new members

## DEVELOPMENT

- **ORGANISED** various online educational workshops
- **BUILT** a new relevant and more engaging industry website
- **DEVELOPED** new organisational chat groups through major social media channels

A STRONG  
**PROFESSION**

A STRONG  
**VOICE**

A STRONG  
**ASSOCIATION**







## A Strong Profession

The AGDA supports a strong profession by helping our membership to engage with the challenges and opportunities of a changing world. In 2021 we will be extending our programmes of education and will launch a range of initiatives responding to key issues including training and mentoring.

## A Strong Voice

In a challenging year for the construction industry on the public stage, AGDA's ability to speak with a strong voice on behalf of our members and the profession was paramount. We ensured that our individual members understood why upholding the highest standards of industry is so important.

## A Strong Association

A strong Association underpins every aspect of the support we provide for our membership. We took important steps to ensure our Association is fit for purpose and has the capability to be relevant and a value-add membership for all businesses operating within the garage, commercial and industrial door sectors.



# WE'RE CONNECTED, YOU'RE CONNECTED

AGDA thrives on its status as an active and influential voice in the garage doors industry of Australia. We keep our fingers ever constant on the pulse of the industry, which is ever changing and evolving to meet the needs of a growing population and a vibrant construction sector.

Our members need to be communicated to in an efficient and effective manner. We identified a need for alternatives to face-2-face meetings.

This hurdle of communication is being resolved by organising regular industry relevant webinars, they are particularly successful in reaching our rural members, they also have a large re-watch rate from student members.

Post the webinar being recorded they are catalogued in the members only section of our website for repeated future access. The members only portal will grow to be a rich repository of relevant industry information and articles.

## Aims for 2021



- Evaluate our brand to ensure what we stand for is relevant, motivating, and understood wherever we are in Australia.
- Advocate for our members with the Government – through research, policy development, collaboration with other parts of the built environment.
- Strengthen understanding and appreciation of the garage door industry and the AGDA via the media.
- Develop and implement evidence-based solutions that will deliver better solutions, stronger communities and a sustainable environment.
- Implement an Awards Programme that is aspirational, fit for our members, keeps pace with the profession, and reflects best practice and the value of the Garage Door industry.
- Implement new technologies to better communicate and engage with our members and industry partners.

# Vision and Values

At the heart of Australian Garage Door Association philosophy is our strong, industry-based culture.

## Vision

Our Vision is to proactively build awareness and improve the professionalism of the Australian Garage Door Industry.

Our vision is to be realised as an association market leader in the industry achieving sustainable growth through the quality and education of our members and the strength of our relationships with our Sponsors.

## Values



### Members:

The members are the strength of our association.



### Leadership

We take ownership and lead by example.



### Teamwork:

We work together and support our members to achieve success.



### Relationships

We have trusting relationships with our Industry Partners.



# Industry for the Future:

## The 2021 AGDA National Conference

Even as AGDA looks back on the year that was, we greatly look forward to and anticipate a landmark in association history: The Australian Garage Door Association Conference.

This is an innovative, educational hybrid model conference, one that boasts both a face to face component and an online option also. This groundbreaking conference will feature a full roster of special guest speakers, an exciting schedule of relevant and instructional workshops taught by industry experts, and many additional opportunities to learn and enhance your craft.

Open the door to a revolutionary event; join us at the First Annual AGDA Conference.

## The 2021 AGDA Industry Awards

In a concerted effort to acknowledge, respect and honour our membership, AGDA is debuting an exciting and revolutionary awards program in 2021 to award excellence in the garage door industry: The AGDA Industry Awards Program.

This will mark the first time that this groundbreaking industry awards program is being offered, in our association and our nation.

By being honoured as a premiere winner at The AGDA Industry Awards Program, you will become a leader in the garage door field, rewarded and acknowledged for your great work as you garner immense acclaim, media attention, collaboration and partnership possibilities, and new clients.

Open the door to honours and accolades!







# AGDA Summary

## of Status/changes in Australian Standards applicable to the industry

### Standards Australia Publication - AS 3959:2018 Amd 2:2020

1. The following Standards Australia publication has been published.

<b>Publication Number:</b>	AS 3959:2018 Amd 2:2020
<b>Title:</b>	Construction of buildings in bushfire-prone areas
<b>Publishing Date:</b>	18-12-2020
<b>Project Committee:</b>	FP-020 Construction In Bushfire Prone Areas

**This amendment** clarifies some definitions, editing corrections but had no impact on vehicle access doors (noting AGDA has tabled a discussion topic for up-coming review of the Standard of battery back-up for Australian conditions following California State legislation in forest fire areas).

2. Standards Australia has approved **development of Maintenance Handbook** associated with Construction in bushfire-prone areas Standard 3959
- Commencing project formally 2 Feb 2021 recognising property owner responsibility for site condition to increase home resilience.
  - Peer review 4 weeks or Public comment type process (not required but could be very useful for end acceptance).
    - Not new requirements but main intent to provide advice to maintain BAL performance
    - How to get information to builders and owners etc.
    - Will add some extra time not the 9 weeks as per a Standard
  - Australian Institute of Disaster Resilience –involvement
  - Bushfire Building Council- involvement
  - Local Government Shires Association & Local Government Association is peak body
  - Roadblocks? Development of handbook by NSW [– should be OK] & QLD gvt

This project now described as HB 208 - Maintenance of Construction in BFPA - WG Meeting is scheduled for Tuesday 13<sup>th</sup> April 2021.

3. The next meeting of the 3959 FB-020 Committee is scheduled for Thursday 29th April 2021 to consider new work for Standard.



## AGDA Public Comment on AS 4055 Review Document submitted 27 Nov 2020 -Wind Loads for Housing

Australian Garage Door Association wishes to respond to the Public Commenting Draft DR AS 4055:2020, Wind loads for housing by submitting the following comment around the inclusions within Appendix A – A.4 Section 3 point (d) and (e).

Calculation of Pressures and forces:

A.4 Section 3 (d) appears to say that Pressures include the effects of dominant openings for Regions C and D only.

A.4 Section 3 (e) Advises In order to justify the use of lower internal pressures in Regions A and B, all elements of the building envelope, including cladding, windows and doors, need to be able to withstand the design wind pressures.

This change of the current standard negates the no dominant opening pressure measure demonstrated in AS NZS 4505 the provisions of which to the extent they are called up in the NCC were based on cost/benefit analysis as required by ABCB, and the impact of the 4055 draft provisions will be that every garage door will be defined as a cladding element in construction of a type 1 or 10 buildings and must comply with the relevant wind pressures. Currently to our knowledge no garage door manufacturer has a non wind-locked (standard) product that is tested and or compliant.

These non wind-locked garage door products are currently acceptable for use in residential construction and to our knowledge there have been no adverse effects with no history of significant door failure.

Our concern is that application of the updated text in the public comment draft nominating doors as a cladding element will by default be clearly drawn through to NCC 2019 as framing code AS1684.2 and AS1684.4 referencing AS4055 as the pressure reference used for framing in both cyclonic and non cyclonic areas. With AS 1684.2 and AS 1684.4 extensively referenced as a measure within the code the changes to AS 4055 will also become a NCC mandatory requirement with the following effects.

**Significant construction cost increase:** Doors that are currently tested to meet wind standards are limited to those that comply to C and D regions only which is in excess of the pressure requirements of N4.

Application of this requirement of compliance of a vehicle access door to construction in regions A & B would pose a significant increase to the cost of the door for consumers.

It has been noted in a number of recent standards ABCB and major industry bodies have commented that where significant stringency is proposed to be introduced then comprehensive cost benefit analysis needs to be undertaken to justify the measures from all aspects of performance and economy.

**Availability of product:** Manufacture of tested wind compliant doors to meet C & D (N4) pressure takes 1.5 times the time needed for the standard non-compliant panel door.

Therefore if this new standard were to apply without an implementation period the need to use the more expensive wind-locked door would inevitably compromise industry production capacity by 25-30%

The Ideal outcome would be that application of the requirement that doors be defined as a cladding element in the revised standard is accompanied by a 12 month compliance grace period.

This would allow vehicle access (garage) door manufacturers the opportunity to design, test and implement doors to meet the lower pressure requirements from N1 to N3 lowering cost and minimising the impact on production.

We are recommending that

1. Comprehensive cost benefit analysis be undertaken to address the significant level of stringency the public comment draft provisions will impose on the vehicle access (garage) Door Industry and consumers.
2. If the analysis can be shown to justify the Draft provisions then an implementation or grace period of a minimum of 12 months to enable the logistics arising from the proposed provisions to be dealt with.

## **AS/NZS 60335.2.95:2020**

Household and similar electrical appliances – Safety – Particular requirements for drives for vertically moving garage doors for residential use

**New edition;** Published on 27 November 2020; Supersedes AS/NZS 60335.2.95:2012

Identical adoption of IEC 60335-2-95:2019 Ed 4

- Minor revision to instruction requirements to separate between “substance of” items and more general information (7.12);
- Added requirements for instructions to include safe handling details for drives over 20 kg (cl 7.12),
- Added requirement for markings to be included in the instructions (cl 7.15)
- Added allowance for Trademark and model name can be retrieved from label barcode, which should be visible on appliance after installation (cl 7.15)
- Clarified requirements for mechanical safety tests (clause 20.101 – 20.106) during protective electronic circuit (PEC) fault testing. The driven part must also stop at safe position during these test (cl 19.13)
- Added relaxations for class III appliance supply cords (cl 25.8, 25.15)

*Date of application: 27 November 2023*

## **AS/NZS 60335.2.97:2017 Amendment 1**

Household and similar electrical appliances – Safety – Particular requirements for drives for shutters, awnings, blinds and similar equipment

**Amendment 1;** Published on 27 November 2020

Identical adoption of Amendment 1 to IEC 60335-2-97:2016 Ed 3

- Added requirement for markings to be included in the instructions (cl 7.15) – allowance for tubular drive marking to be concealed after installation.
- Added allowance for Trademark and model name can be retrieved from label barcode, which should be visible on appliance after installation (cl 7.15)

- Clarified requirements for mechanical safety tests (clause 20.101 – 20.104) during protective electronic circuit (PEC) fault testing. The drive part must also stop at safe position during these test or the drive change to biased-off switch mode of operation. (cl 19.13)
- The force shall not exceed 250 N for first 2 seconds during the obstacle test. (cl 20.104)
- Added relaxations for class III appliance supply cords (cl 25.8, 25.15)

*Date of application: 27 November 2022*

## **AS/NZS 60335.2.103:2016 Amendment 2**

Household and similar electrical appliances – Safety – Particular requirements for drives for gates, doors and windows

**Amendment 2;** Published on 27 November 2020

Identical adoption of Amendment 2 to IEC 60335-2-103:2015 Ed 3

- Revision to instruction requirements to separate between “substance of” items and more general information (7.12)
- Added requirement for markings to be included in the instructions (cl 7.15)
- Added allowance for Trademark and model name can be retrieved from label barcode, which should be visible on appliance after installation (cl 7.15)
- Clarification to operating time and cycles for drives not for continuous operation and added operating time/ cycles for drives rated in cycles per hour (cl 11.7).
- Clarified requirements for mechanical safety tests during fault testing. The drive must continue to fulfil the requirements or it must also stop at safe position during these test or the drive change to biased-off switch mode of operation. (cl 19.13).
- Additional requirement for class III appliance supply cord. (cl 25.8, 25.15)

*Date of application: 27 November 2022*

## **ISO’s New Field of Technical Activity (NFTA) - Roofing and Waterproofing Building Materials**

ISO has received a formal proposal from Russia (GOST R) to form a new Technical Committee on the topic of Roofing and Waterproofing Materials. The proposal notes that the scope of the new committee would be standardisation of materials and components used for roof design and construction processes, as well as materials used for waterproofing in construction.

This work could involve the BD-014 committee which has responsibilities for metal cladding through Standard AS 1562. That committee also has responsibility for AS/NZS 4505 where AGDA has representation. However in terms of the Russian proposal AGDA is unlikely to be able supply roofing expertise.

Coincidentally Standards Australia is in the process of ‘parking’ the BD-014 committee due to no active work in last 12 months.

# Report on Security Equipment Licence

## Are individuals/organisations in NSW (and other States) who sell, install, maintain garage doors required to hold a Security Licence?

Security Licensing and Enforcement Directorate [SLED] operating out of Police Force premises in Parramatta have approached some North Coast garage Door dealers alerting them to the possibility that their operations may bring them under the Security Industry Act and be required to obtain a security licence, They are reported to have identified key indicators of supply of security equipment as being:

- Use of product description Roller Shutters.
- Advertising security function of products.
- Marketing product with Smart device control typically linked to visual surveillance as part of installation.

One of these dealer operations reported after being interviewed and then sent two letters he regarded as threatening, felt sufficiently intimidated to apply for a Security Licence including police check.

### SLED Fact Sheet 5 States

- A security door is any door that is designed or adapted to provide or enhance the security or protection of property. In NSW, any door, or any other form of barrier equipment (such as roller
- The way a door is marketed by being advertised as providing security or protection.

### Housing Industry Association has advised

- HIAs current understanding is the exemption under the Security Act regulation should cover 'ordinarily' installed doors, windows etc. as has been standard building practice for many years in the building industry.
- The security licence requirement could arise where an installation provides extra security to normal practice.
- They are of course aware that this can include cameras and device access and may need some clarification particularly where such equipment might need itself to be licenced or tested for suitability as extra security.
- They are doing further work, noting any regulatory cost imposts find their way into housing costs.

### The Australian Security Industry Association Limited has advised

- ASIAL understanding is that ordinary garage door installation should not come under security licence requirement. ASIAL said the definition is a bit of a grey area but trends of product supply incorporating cable connection to or wifi/smart phone control with visual surveillance capability etc. clearly come into the purview of SLED regulated area.

### Risk Assessment

- If Individuals/organisations in NSW (and other States) who sell, install, maintain garage doors do not wish to be required to hold a security licence-
- DO NOT Use product description Roller Shutters.
- DO NOT Advertise security function of products.
- However the smart device control trend and business opportunities for dealers and installers arising from it could give AGDA an opportunity to be proactive to offer to co-ordinate Security Licence Application process as a means to expand

# How Many Doors?

Report 7<sup>th</sup> April 2021

We received many requests for information regarding how many residential garages/doors would there be in Australia. What is the mix of houses with or without garages? The following reply was assembled based on available data.

Without ABS series of statistics incorporating dwellings and garage relationships, AGDA has made assumptions to arrive at these estimates.

Census Data	2016 Mil	1947 Mil	1954 Mil
Total Occupied Dwellings (Owned 67% Rented 33% in 2016)	8.2	1.9	2.4
Unoccupied dwellings (Investment, Holiday etc.)	1.0	0.1	0.1
Total Dwellings as per Census Data	9.2	2.0	2.5
Reserve Bank data dwellings constructed 2017 to 2020	0.8		
Estimate Total dwellings 2020	10.0		
ABS Forecast in 2016 for 2020 as comparison <i>[ABS Stat.beta Projected households, Australia, 2016 to 2041]</i>	9.9		

Garages for dwellings, whilst some would have existed from early 1900s in Australia, probably did not start to be commonly part of a dwelling until post war late 1940s (enter the Holden!) and picking up from timing of Roll A Door introduction in 1956.

Dwellings in 2020 which may have garages (therefore service/maintenance market) and which have a statistical composition Defined for ABS purposes as follows (simplified version)

	Est 2016 [census] Mil	Est 2020 Mil
Separate, kit and transportable houses	6.7	7.2
Semi-detached, row or terrace houses, townhouses	1.2	1.3
Flats, units or apartments (mainly multi storey)	1.3	1.5
Total	9.2	10.0

**DEDUCT** - From the stock of dwellings estimated in 2020 the pre 1954 dwellings as most unlikely to have garages (argument weakness includes knockdown rebuild which might have garages) 2.5

**DEDUCT** - Flats Units Apartments being multi story as they could be regarded in the main as having commercial sized vehicle access doors and assuming apartment numbers pre 1954 relatively small so double counting apartments also small 1.5

**Potential residential dwellings likely to have garages with residential doors in 2020 6.0**

How many doors? The range is wide - 1x single; 2x single; 1x double; 1x single + 1x double; 3x, 4x and other permutations.

In the 2016 census there were figures of registered vehicles per dwelling and the average was 1.8 vehicles, noting many would be street parked or on the property with no covered shelter for a vehicle therefore no correlation to possible number of garage doors but giving some sense of possible relationship.

In submissions to Australian Building Code Board around cost justification/impact on doors nationally if required to be compliant to wind code and AS/NZS 4055 for areas A , B, C, and D or all areas in Australia, it was estimated there were around 200,000 new residential doors supplied into the market in a year when the combined total of separate houses plus semis/townhouses totalled 139,655 in that year. This yields an average of 1.43 doors per dwelling likely to have a residential vehicle access door in that year.

If 1.43 seems logical then if applied to the estimate of 6 mil dwellings likely to have doors we get just under 8.6 mil residential doors in housing stock in Australia at 2020.

Perhaps this can start a process to build a better picture including State/regional data as well as commercial/industrial.

**While we hope that you will learn and benefit from the information listed in this report, we wish to advise you that the data and figures included herein are only estimates based on the available data at the time. Reasonable assumptions and estimates were made in the compilation of these figures, which should not be taken as fact.**





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