

## Working together for the good of the court

Maybe they didn't like their verdict, maybe they were rebelling against authority, whatever the reason, earlier this month vandals smashed four windows in Penrith's Court House building in Sydney's Western Suburbs. The solution seemed easy enough, call in a trusted glazier to fix them. But matching the new windows with the existing ones proved a little more challenging.

As the old windows were covered with 35% dual reflective window film, the glazier, Brian Cox from Alifix Glazing, had to work closely with a window film installer to ensure the building façade remained cohesive.

Michael Miller, Vision Window Tinting, said, "While film is usually applied to the interior surface of glass, access was restricted in this case and the four windows had already been fitted. External film was also out of the question as it would have been too different in appearance."

The solution agreed upon by Michael and Brian was simple. Brian would remove the windows one at a time, Michael would apply the film, and Brian would refit the windows.

Michael comments, "The whole process took around 35 minutes. So for a little extra effort by Brian and myself, we could deliver the best possible result for our client, Penrith City Council."

This approach is somewhat rare in an industry where glaziers and tinters can feel pitted against one another. According to Michael, however, he and Brian have been working together on projects for near on 13 years.

Michael adds, "The Penrith council representative for building maintenance called me later on the day we fixed the windows to say how happy they were that one of their most important heritage buildings looked like new again. This is one of many successful projects I've partnered with Brian on over the years. It's definitely been mutually beneficial, I even got him to install custom glazing at my home three years ago."

Ally Cronan, Window Film Association of Australia and New Zealand (WFAANZ) President, comments, "Window businesses sometimes see tinters as direct competitors, which is extremely unfortunate. A glazier's core business is new builds or situations like this when glass needs replacing. The flat glass film industry is centred around retrofit, with a different target market altogether. This case study highlights how a strong partnership between a glazier and tinter can work in everyone's favour."

For more information or to find a window film installer please visit the WFAANZ website [www.wfaanz.org.au](http://www.wfaanz.org.au).

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