



Paarhammer

30 Year Business Anniversary

From furniture & kitchens to award winning windows & doors



Manufacturer of the Year - Small Business 2017

Paarhammer turns 30

The Paarhammer family takes the opportunity to celebrate the first 30 years of this Australian owned business, it's grass roots development and steady growth into the thriving manufacturing business of today.

Major achievements, stand out projects, and staff and company milestones are included, providing a chronicle of the years.

Enjoy the journey.



History

When Tony & Edith Paarhammer decided to move from Austria to Australia in April 1990 for a few years, little did they know that 30 years later they would still call Australia home and have a business success story to tell.

From small beginnings in their garage, they now manufacture energy efficient windows and doors with over 20 staff in a purpose built 4500 m2 factory with the latest in CCN machinery, a robot and many sustainable features, and deliver Australia-wide.

The products have changed dramatically over the years: from fine furniture to kitchens, and windows and doors. While energy efficient windows were always the aim - ever since Tony & Edith could not find European style windows made locally when building their own house in 1991 - there was not much demand. Custom kitchens were the focus.

Featured in many glossy magazines in the 90's, and appearing in Home Beautiful magazine 3 times in 1996 alone, the couple also received their first awards.

But to help people live more comfortably, with no drafts or noise, all while saving energy, was always on their mind. So the business that started out as 'Design and Handicraft Furniture' included the Tyrol Windows product range of double glazed windows and doors, made in Australia.

In the mid-90s the business became a company and was named after the owners - Paarhammer Pty Ltd. Hereafter the product range was known simply as Paarhammer Windows & Doors.

Countless home shows later, and with the help of marketing and educating the public, the windows and doors grew to take over production and a new streamlined factory was built. Having originally settled in the small country town of Ballan, Victoria, just 80 km west of Melbourne, Tony & Edith and their employees decided to stay here, and purpose build a large manufacturing plant. The business moved in just in time for their 20 year business anniversary at Easter 2010.

An additional business venture, Siegware Australia, began at this time, selling window and door hardware to other manufacturers.



Shortly afterwards the company focused on finding bushfire solutions and invented bushfire safe windows and doors as the answer to the Black Saturday bushfires. A patented additional product range for BAL-FZ was added.

Over the years have come numerous industry and other awards, culminating in the Victorian Manufacturer of the Year - Small Business 2017.

Believing in the importance of community and industry development, the business continues to be a supporter of local community initiatives, and Tony serves on national industry boards.

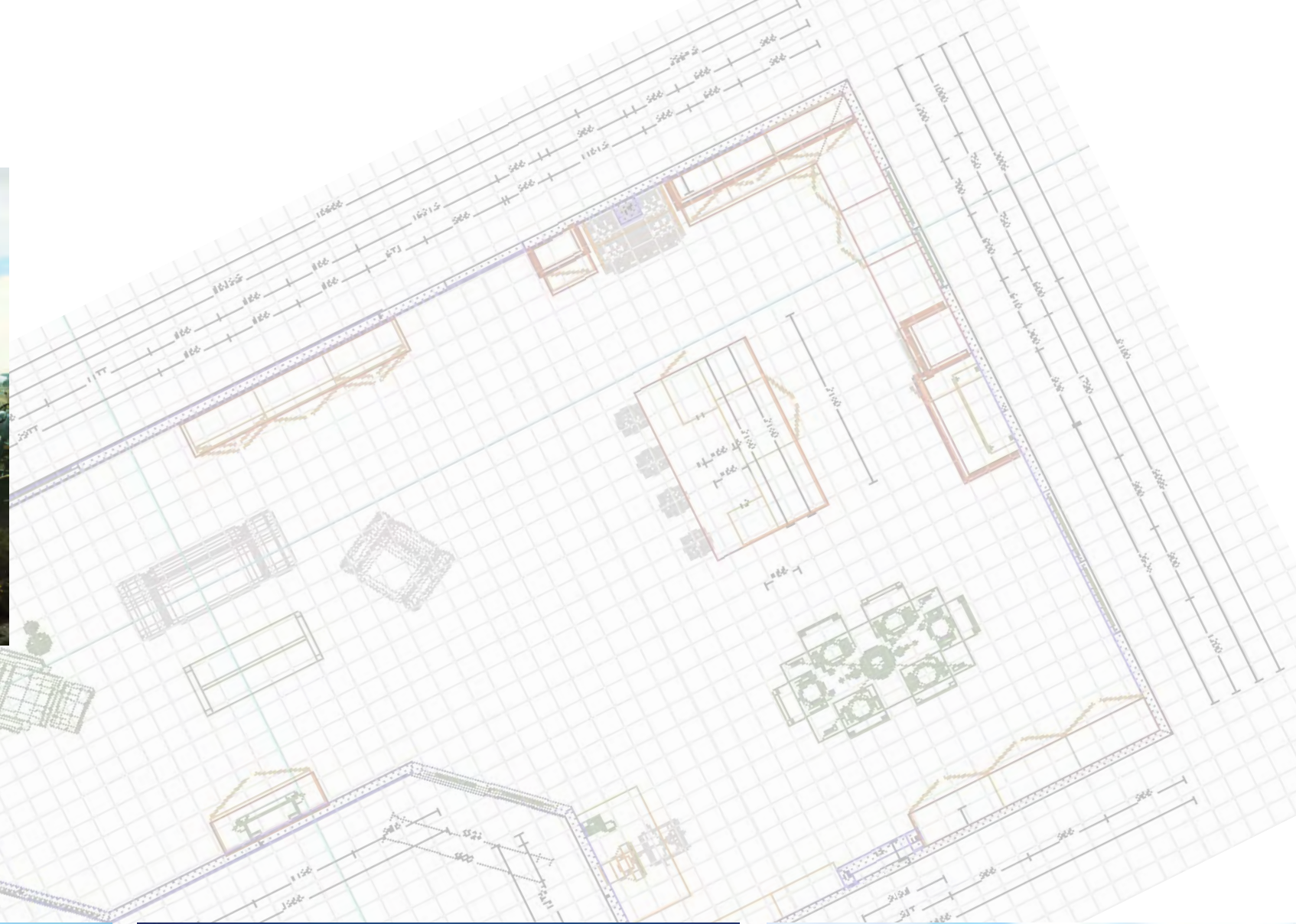
One of the proudest achievements is having staff that have been with the company for 10, 15, and 25 years, and the training of 50+ apprentices, of which some now own their own successful businesses while many continue to play a significant role at Paarhammer.

For 30 years now architects, designers and homeowners have valued Paarhammer's advice, problem solving abilities and quality products. A succession plan ensures this will continue for another 30 years and more.



Small Business Heroes - 2009

The early years



One of the first jobs was to build wardrobes but the rented garage was so tiny that to turn the doors around, each door had to be taken outside. As work increased, a small factory in the Ballan Industrial Estate was built. Soon the first apprentice was employed. The delivery car at the time was a second hand VW ute.

Work began on the family home, and Tony & Edith made their first double glazed tilt and turn windows out of necessity as there were no similar locally made products available. They turned to the European style they had grown up with in Austria, knowing these products would be perfectly suited and could even grow into a business venture.

By the mid 90's the first extension of many was built onto the original factory. A display in East Melbourne and countless free

kitchen seminars brought in orders which consisted of many beautiful kitchens all over Victoria. Some interesting furniture commissions were also made at this time, and ecclesiastical items with gold leaf finish even went as far as Brisbane.

Tony, a master craftsman furniture maker, and Edith, with an administration and design background, were an excellent team and saw the potential of a manufacturing business that focused on quality products and customer service.

In 1997 they welcomed their son Thomas into the world, and he has truly grown up in the family business, especially enjoying helping out at home show displays. Staff numbers increased and the window and door range slowly got some traction.











The middle years



In 2009 Tony & Edith became Small Business Heroes, a wonderful recognition of their hard work. Development opportunities were offered to staff including extra training, visits to trade shows in Melbourne and Sydney and other outings.

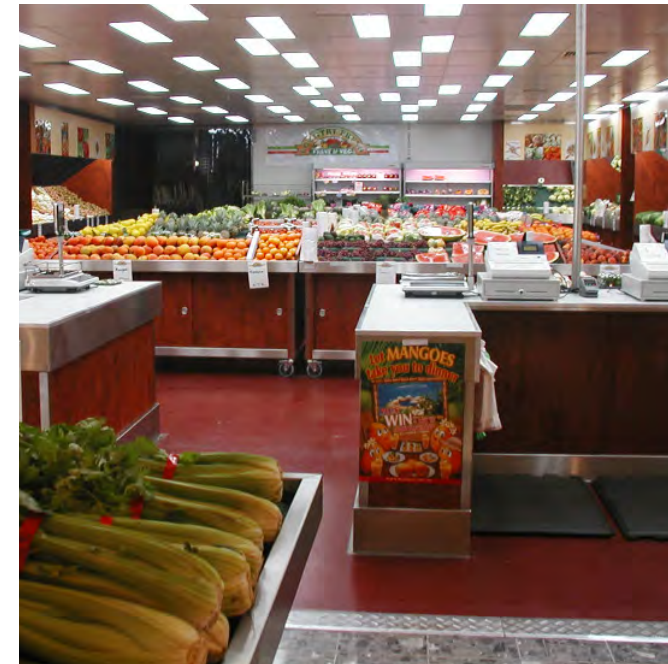
Many stunning kitchens were designed and made during these years, but windows and doors gradually became a much larger part of the turnover. This necessitated a re-think of the business plan and culminated in the building of the current manufacturing plant, the stage 1 version.

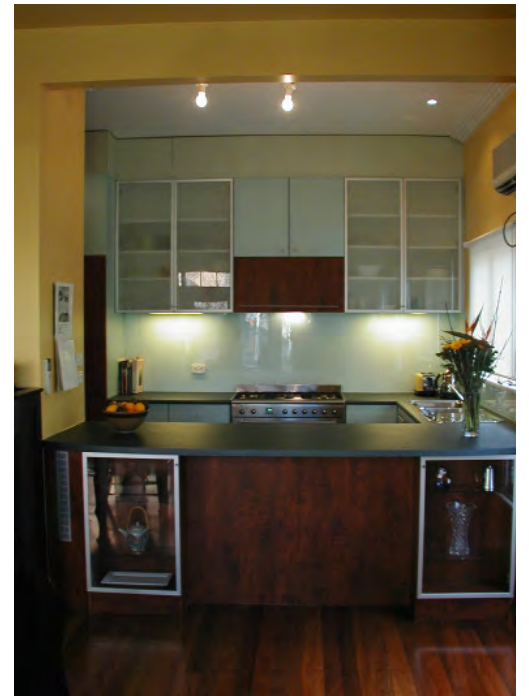
Sustainable features planned for the new factory were light management, 2x20,000 litre water tanks and a state-of-the-art waste management system which enabled all sawdust and shavings to be made into briquettes and used for heating the facility in winter.

The contract for the first large scale commercial window and door project was won around this time. Saffire Freycinet, located at Wineglass Bay in Tasmania, a build where sustainability and energy efficiency were paramount, has subsequently received numerous awards for the building itself as well as for the windows and doors.



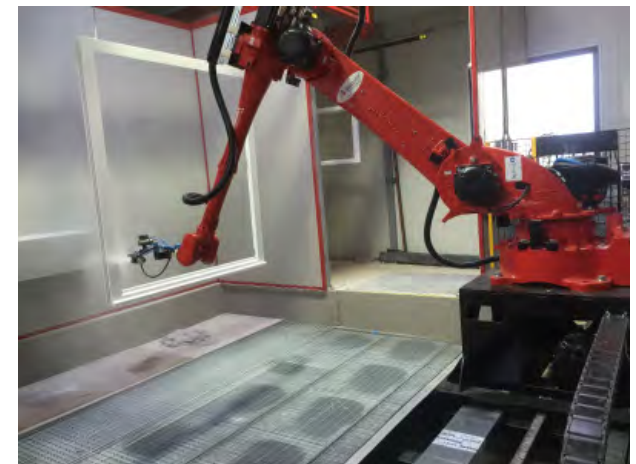








The third decade



These last 10 years have seen much growth and the development of new product ranges including Australian firsts with the BAL-40 and then the BAL-FZ (Bushfire Attack Level Flame Zone), tested, approved and compliant to all relevant Australian Standards. These products were also awarded several times in their own right as well as installed in a variety of award winning buildings.

This has been the decade of learning, with staff taking part in leadership and management courses, certificates in manufacturing, and a hands-on training in Austria for two employees in preparation for the local manufacture of the new composite range. Tony partook in a directorship course and Edith nears the completion on her MBA.

In addition to the 'best of both worlds' Wood-Alu Range, new products also include the Komfortline Range, Eco-Facade and cyclone tested windows.

Trips with staff to the bi-annual Fensterbau Frontale in Germany have led to the purchase of revolutionary machinery, including the spray-painting robot nicknamed Francesco in 2015.

Stage 2 expansion of the factory was built to cater for the growing manufacturing business, as well as catering for the fast growth of the hardware business Siegware. The improvements continue with the latest sustainable addition – a 100kWh photovoltaic solar system on the roof.





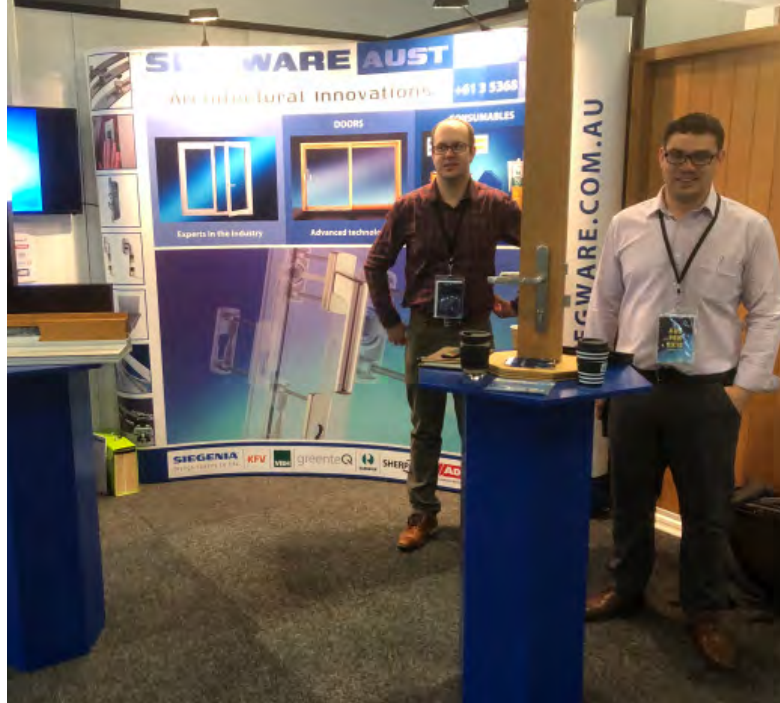
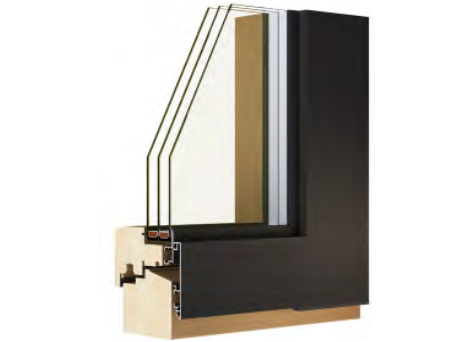
Numerous projects, both commercial and residential, featuring Paarhammer windows and doors have been recognised and awarded by the Australian Windows Association (AWA). Edith has also been awarded 'Woman of the Year - 2014' for her efforts to increase public knowledge about energy efficient windows and doors. Tony spent time on the AWA board, and is currently serving on the board of the Australian Fenestration Rating Council (AFRC).

Media coverage during this decade has been quite varied, including the 5x4 project featured on Grand Designs Australia, Tony & Edith were interviewed by Alan Kohler for the Qantas inflight program 'Talking Business', and receiving the Victorian Manufacturer of the Year Award - Small Business 2017 led to an interview by SBS for their 'Small Business Secrets' television series.



The development of a new website, social media, and print and online advertising has seen the profile of the company rise to new levels. A loyal customer base, industry recognition, a larger community and professional focus on energy efficiency and sustainable living, and the popularity of researching products and driving their build by homeowners has led to the growing reputation of Paarhammer.









25 Year Business Anniversary



Residential





Commercial



The Future

As the Paarhammer founders prepare to step back from the business in the coming years, a succession plan is in place with their son, Thomas, getting ready to lead the window company into the future, ably supported by key staff, and the hardware company in good hands under a strong and dedicated leadership.



Acknowledgements

Tony & Edith Paarhammer would like to take this opportunity to thank everyone who has shared their journey, especially the talented staff and tradespeople, suppliers and clients who have trusted them with their projects over the past 30 years.



53 Haddon Drive
Ballan Vic 3342

ph: 03 5368 1999
www.paarhammer.com.au
mail@paarhammer.com.au

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