



CRAFTED

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WITH CAPRAL



SPECIALISING IN EXCELLENCE: PCW COMMERCIAL WINDOWS



Born out of “Palmer Aluminium,” a successful commercial window business through the 1990s and early millennium, PCW Commercial Windows, led by Leigh Spinks and his partners Ross Farrelly and Jay Atkins, is nestled in Somersby, NSW and stands as a testament to the power of dedication, innovation, and strategic partnerships.

Over the years, PCW has witnessed substantial growth, evolving from a modest team of eight or nine individuals to a workforce of more than 40 at its peak, demonstrating resilience even through challenging times like the COVID-19 pandemic. The company’s move to a larger facility in Somersby in 2023 underscores its commitment to expansion and excellence.

PCW Commercial Windows has carved a niche in the commercial building sector, offering various customised window, door and glazing solutions for commercial projects ranging from hospitals and schools to car showrooms and industrial complexes. Their expertise extends to high-end

residential projects and multi-story apartments, showcasing their versatility and reliability in delivering quality outcomes. Managing Director Leigh Spinks comments:

“We service builders from anywhere from south of Sydney all the way through the north of Newcastle and Central Coast, where I would probably



think we would be one of the preferred suppliers of commercial windows and doors throughout the region. “

If you ask Leigh what sets PCW apart, he will be quick to tell you it is their

early engagement approach with clients. From the tender stage to project completion, PCW’s team provides invaluable support, offering clarity, problem-solving, and technical expertise. This proactive stance has earned them a reputation as a trusted partner among builders, leading to long-term relationships and repeat

business.

“We get a lot of compliments about how we construct our quotations and tenders; they’re very clear. The builders often use those to pass on to their

PCW COMMERCIAL WINDOWS AND CAPRAL SHARE A STRONG AND LONGSTANDING PARTNERSHIP. THE EXCEPTIONAL QUALITY AND HIGH PERFORMANCE OF PCW’S WINDOW AND DOOR SYSTEMS ARE PROUDLY CRAFTED WITH CAPRAL.

clients. Being involved early makes the whole project run better, and builders recognise and value that,” comments Leigh.

If client engagement is their differentiator, a skilled and dedicated team is certainly PCW’s backbone. Leigh proudly admits that the heart of PCW’s success lies in its meticulously selected and nurtured skilled team. From management to fabrication and installation, PCW boasts a roster of qualified tradespeople, including glaziers, joiners, and carpenters. The company’s commitment to apprenticeship programs ensures a continuous influx of talent, bolstering its workforce and fostering a culture of growth and expertise. Leigh explains:

“We’ve been quite focused on bringing qualified tradespeople into our management structure. So we’ve got glaziers, joiners, draughtsmen, and carpenters—they’re all involved in our management team.

Through installation, we ensure we

have good leading hands or good installation qualifications, including qualified carpenters. We have proactively brought apprentices through over the last few years, and we’ve currently got three apprentices on the team completing various qualifications in glazing or joinery. You really can’t beat experience.

Our management team has some of the best fabrication experience in the industry, and you’ll often see those guys reaching for the tools if needed, helping the boys get through a busy day



or some complexities.”

PCW’s strategic partnership with Capral Aluminium, spanning over two decades, is central to its success. Capral’s commitment to innovation, quality, and environmental sustainability aligns seamlessly with PCW’s values and objectives.

“I’ve been in business myself for over 20 years, and I can tell you now, Capral has been my mainstay. I can’t recommend them enough; they’re innovators and continue to stay on trend. They’re very open to feedback



PCW manufactures commercial window, door, and framing systems designed, tested, and extruded locally by Capral. Boasting one of Australia's most experienced fenestration technical design departments, Capral works alongside manufacturers like Leigh and the PCW team to ensure they provide a suite of commercial window and door systems fit for purpose for the Australian market and suitable for the wide range of applications PCW services.

All capral window and door systems are rigorously tested to meet and exceed Australian standards and supplied to manufacturers with comprehensive technical manuals, round-the-clock support and state-of-the-art manufacturing tooling and equipment.

In addition to fabricating Capral's commercial window systems, PCW is also a licenced distributor of the Amplimesh range of security screens, widely used on residential and commercial projects to deliver security, cyclone impact resistance and fire attenuation outcomes. Leigh comments,

"The Amplimesh product has a really good reputation. It's a fantastic-looking product, and it covers all the Australian

standards, so it made sense."

With local extrusion, warehousing and in-house finishing options, Capral can provide a full-service solution to the supply of window and door systems for independent manufacturers like PCW.

Capral's LocAl initiative, aimed at reducing the carbon footprint of the primary aluminium used to create the aluminium windows, has been enthusiastically embraced by Leigh and the PCW team. This reflects a shared commitment to ethical environmental practices. PCW proudly incorporates LocAl aluminium in its products, showcasing a dedication to sustainability and responsible manufacturing.

Leigh explains, "We've got an agreement with Capral that all of our aluminium is sourced from local and at no extra cost to our client."

This provides an additional differentiator for the PCW team operating in a highly competitive market while also ensuring the business is taking positive steps towards carbon reduction and sustainability.

As PCW continues to grow and innovate, it remains steadfast in its

mission to deliver unparalleled quality and service to its clients. With landmark projects like the Gosford library and an 11-story apartment complex on the horizon, PCW is poised to leave an indelible mark on the built environment sector. It also leaves an indelible mark on its Managing Director, who beams with pride when he talks about the business and his skilled, loyal team.

"It's really nice to see the product go out the door. You can sit back out there and look at the building and say, 'We did that.' But more than that, running PCW is like having a second family that you come to work with every day. Watching how hard everybody works for PCW, I think people are proud to work for PCW commercial windows, and that makes me really proud. "

As they continue to forge ahead, PCW remains committed to its core values of integrity, quality, and customer satisfaction, ensuring a future filled with growth, prosperity, and groundbreaking achievements.



Watch the PCW Crafted with Capral case study to learn more about PCW and their long-term partnership with Capral.

