

## Media Release

---

### **MULTI-MILLION DOLLAR NT MANUFACTURING INVESTMENT CREATES A WINDOW TO A MORE PROSPEROUS FUTURE**

- *Construction specialist Northern Trade Solutions is diversifying its capabilities, adding a new specialty glass manufacturing division, Northern Glass Solutions (NGS), with support from the Northern Territory Government.*
- *Co-investment project links NGS with the Australian Glass & Window Association as well as James Cook and RMIT Universities to research, test and establish manufacturing capability for special-purpose glass products, including triple-glazed, quadruple-glazed, and specialised glass.*
- *The 12-month, \$5.4 million project is being supported by a \$668,072 co-investment from the Northern Territory Advanced Manufacturing Ecosystem Fund (AMEF), administered by the Advanced Manufacturing Growth Centre (AMGC)*

An award-winning multidisciplinary construction company is expanding into sophisticated glass manufacturing, adding to both its service offering and the Territory's economy through a new project supported by the Northern Territory (NT) Government and the Advanced Manufacturing Growth Centre (AMGC).

Northern Trade Solutions' new subsidiary, Northern Glass Solutions (NGS), is investing in the capability to meet growing needs in the NT and elsewhere for special-purpose and energy-efficient glass products, which are currently imported from southern states or overseas.

The existing gap in the local market means increased costs, longer lead times and potential delays, as well as increased danger of product damage due to transportation distances that are sometimes over 3,000 kilometres by road.

Its new factory at East Arm Business Park will be equipped to produce special-purpose products, including triple-glazed and quadruple-glazed, laminated, tempered, acoustic, fire-resistant, cyclone-resistant, safety and bullet-proof glass, the latter not currently being manufactured in Australia.

The project will establish a local supply of energy-efficient products designed to comply with the 2022 National Construction Code (NCC) updated 7-star efficiency rating, and meet the requirements of the Window Energy Rating Scheme (WERS), which classifies Northern Australia as a Cooling Climate Zone – where the focus is on preventing solar heat gain in buildings.

With strong local and export potential to the Pacific Islands and Southeast Asian countries, the project is expected to create \$12.6 million in new revenues and 22 jobs within five years. Throughout the project, the team will establish a state-of-the-art glass manufacturing line, upskill existing staff, and hire 10 new workers.

NGS will deploy highly automated, Industry 4.0-ready equipment while also investing in and implementing new traceability solutions and an ERP system.

NGS will also collaborate with the Australian Glass & Window Association, as well as James Cook University (JCU) and RMIT University, to research, test, and establish manufacturing capabilities for special-purpose products suitable for Cooling Climate Zones.

The project seeks to establish an in-house research and development department that collaborates with the above expert institutions on R&D for future technologies and applications, including prototyping and testing with JCU for cyclonic regions. Through these collaborations, the project can tap into expertise and access the latest research findings, fostering a culture of innovation and continuous improvement in the glass manufacturing industry in the NT.

As part of the project, NGS has been awarded \$668,072 in co-investment from the Northern Territory Advanced Manufacturing Ecosystem Fund (AMEF), administered by the Advanced Manufacturing Growth Centre (AMGC). Accounting for cash and in-kind contributions, NGS will match the \$668,072 co-investment in cash and contribute an additional \$4.1 million to the 12-month project, representing a \$5.4 million investment in the Territory.

**Jiayun Li, Owner of Northern Glass Solutions** said: "Our management team is excited by the opportunities to strengthen and grow the glass processing industry through the support of the Northern Territory Government. With over 15 years of experience guiding us, we're proud to be expanding NTS into glass manufacturing – supporting our loyal customers and helping build a more self-sufficient and resilient Territory."

**AMGC's Northern Territory Director, Charmaine Phillips**, said "This increased capability will address a yawning gap in the local market which Northern Trade Solutions understands better than just about anyone else. This will provide a comprehensive range of specialised glass solutions, designed for our demanding climate and with great value outside of it as well."

Administered by the Advanced Manufacturing Growth Centre (AMGC), NGS's project is the fifteenth business to receive co-investment through the AMEF, which was launched in 2021. **Across all projects to date, the AMEF has spurred manufacturing activity, which is expected to create over 276 new jobs and generate over \$147 million in new revenues for the Territory's economy in its first five years.**

**ENDS//...**

### **About Northern Trade Solutions**

Northern Trade Solutions (NTS) has provided expert building and fit-out services in the Northern Territory since 2010, including glazing, metal fabrication, carpentry, façades, and demolition. Known for quality workmanship and a skilled, multi-trade team, NTS partners with trusted contractors to deliver complete, hassle-free solutions. The company is a proud Master Builders NT member, with accredited project managers and qualified leadership offering expert support across projects.

### **About Advanced Manufacturing Growth Centre (AMGC)**

The Advanced Manufacturing Growth Centre (AMGC) is an industry-led, not-for-profit organisation. AMGC's vision is to transform Australian manufacturing to become an internationally competitive, dynamic, and thriving industry with advanced capabilities and skills at its core.

Through the delivery of its world-leading research, workshops, and ground-breaking projects, AMGC aims to develop a highly skilled and resilient local manufacturing industry that delivers high-value products – via the integration of innovative technology – to domestic and international markets. <http://www.amgc.org.au>

### ***About the Advanced Manufacturing Ecosystem Fund***

The Advanced Manufacturing Ecosystem (AME) Fund of \$7.5 million seeks to build the advanced manufacturing ecosystem in the Northern Territory. The fund aims to grow advanced manufacturing capabilities and increase investment in and output of advanced manufacturing activity in the Northern Territory and grow the number of advanced manufacturing jobs located in the Northern Territory.

The AME fund will provide grants to industry led advanced manufacturing projects located in the Northern Territory across the Territory's priority sectors where those projects:

- Commercialise new products and processes, including transitioning a new product or process from prototype stage to full commercial operations
- Support early stage, fast fail, grants to support small scale and pilot research projects in advanced manufacturing

### ***Media Contact***

**Tyson Bowen**

Advanced Manufacturing Growth Centre

**M:** 0418 826 936

**E:** [Tyson.bowen@amgc.org.au](mailto:Tyson.bowen@amgc.org.au)