MASTER GLAZIER TONY HODDER

LOCATION:SOUTH AUSTRALIA

MEMBER PROFILE

ALL AREAS GLASS AND GLAZING

All Smiles for All Areas Glazing

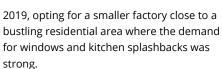
Angela Farrell



Tony learned the trade from 70-year-old Englishman Bernie, who had glazed 'half of London'. He was quick, tidy, and proud of his work. Tony considered himself extremely lucky to have learned the ropes from such an experienced glazier. Within a couple of years, he was working unsupervised doing hack outs for the local housing trust, private customers and local businesses.

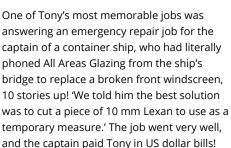
The Englishman decided to retire, and offered the business to Tony, which he gladly accepted. A year later he employed his brother Grant who has been with the company ever since. He attained Master Glazier status alongside Tony. Very much a family business, Tony employed his (late) Father to assist with some projects, and his Uncle Graham, a bookkeeper (and former Australian roller-hockey captain) who keeps Tony's decision-making in check.

In 1990, Tony purchased a large factory in Elizabeth, where All Areas successfully traded until they moved to Pooraka in



When asked how the glazing business has changed since 1985, Tony recalls 'I remember being one of seven people fitting a 6 mm thick glass panel! Before the days of 10.38 mm laminated safety glass, you needed many hands to help resist the bow in the glass. I remember handling the old, wired glass and hoping it wouldn't crack on us, whereas now we use toughened glass.' Even though Tony has played semi-professional football in Adelaide and has enjoyed keeping fit with other sports his whole life, he admits that the body feels those heavy installs. 'Panel sizes are getting bigger, and of course heavier!'

Back in those early days,
Tony remembers spending
'\$50,000 per year on yellow
pages ads, but now thanks
to search engines and social
media, we don't have to
spend a cent to get found!
And of course, now I carry
a pocket-sized mobile
phone, not the brick phone
and pager, which is a relief
when you're on site and
moving around.'



Tony also recalls delivering a frameless custom-made shower screen to Coober Pedy, some 8 hours' drive from the factory. 'When we arrived at the underground house, I asked the customer where the new bathroom was. He said he hadn't dug up the floor yet, because he was going to build the bathroom once he saw how big the shower screen was! Our business motto is Goolwa to Gawler, but that job stretched us and our motto!'

Moving forward, Tony sees the use of glass and its different fixing methods increasing even more. The number of glass varieties has increased so much that we now have to remove a sample from the client's window, screen or mirror, and then match the thickness and type before we can replace or repair it.' This approach must be working, because All Areas Glass and Glazing has retained some customers for over 30 years.

A few bad cuts as an apprentice, many overseas trips with the family, delighted customers, and a thriving glass business; Tony Hodder is glad to be providing stunning windows, splashbacks, shower screens and mirrors - not chasing around after sheep!

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