



Measure Twice Cut Once

APRIL 2018

The builder's guide to all things timber and hardware.

Getting To Know You: Tammy Debattista

Tammy is one of our internal/external sales reps here at Wilson Timbers. What that means is she is at her desk 9 out of every 10 days doing quotes, orders and purchasing making sure her clients are taken care of. The other day of the week she is on the road visiting her clients on site making sure they are happy. Tammy also looks over our OSA (Outdoor Structures Australia) range and DeckMate products.

As a condition of working here, Tammy has added 'annoy the shit out of everyone within earshot' to her job description.

We sat down with Tammy to ask her a few questions.



- 1. How long have you worked at Wilson Timbers for?** *On and off since 2010. I've left a couple of times and come back. I'm not sure if they will have me back, if I leave again.*
- 2. If you won \$1M what is the first thing you would buy/do?** *Buy a house and a car. Have 6 months off (I don't know if Wilson Timbers will let me) and travel. My husband wants to go to Japan. I'd like to see Greece – the blue waters and the whitewashed buildings. Since my husband picked Thailand (which is way too hot and sticky) for our honeymoon, I'm not sure he gets a vote on where I go with my million dollars.*
- 3. Best accomplishment?** *Getting my black tips in Rhee Taekwondo. I'm one step away from getting my black belt which I'll be doing in the next 3-6 months.*
- 4. What is on the top of your bucket list?** *I'll tick off doing a Spartan Race at the end of April. The best man at my wedding is flying up to do it with me.*
- 5. All-time favourite movie?** *The Grinch. I'm The Grinch when it comes to Christmas. I confiscated all of my nieces' loud toys one Christmas. When their mum asked me to give them back I said 'no.' They still call me Meanie Rah Rah.*
- 6. Where do you see yourself in 10 years?** *Still at Wilson Timbers. Gotta work somewhere and I'm good at my job.*
- 7. Tell us a joke?** *A blonde walks into a bar. It's such a dad joke.*

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- 8. Dream job?** *I'd like to join the police force. I reckon it would be neat to get paid to beat people up... I mean keep the peace.*
 - 9. What could you give a 40-minute presentation on with absolutely no preparation?** *Food. Food is life. I love to eat.*
 - 10. What is one thing you have learnt this year?** *Never take anything for granted.*
 - 11. What's the best piece of advice you've ever received?** *If anything in the garage needs oil, don't go to the kitchen pantry.*
 - 12. What would be your spirit animal?** *My husband says a dragon.*
 - 13. What weird food combinations do you really enjoy?** *Peanut butter and vegemite sandwiches. Occasionally peanut butter, vegemite and cheese sandwiches.*
 - 14. What's the funniest word in the English language?** *According to google it's Pong. The more times you say it the funnier it is. Pong. Pong. Pong. Pong. Pong.*

Welcome Aboard!

We'd just like to welcome:

- MMR Constructions
- WSP Services Pty Ltd
- Ed Malone
- HL Contractors QLD

To the Wilson Family.

All of whom opened an account and placed an order with us in the last month. Thank you to everyone who has loyally ordered from us in the last month – there are too many to acknowledge in a single article but we thank each of you for your business.



Hardwood Plantation Forest

We be trippin!!!

Written by Tammy Debattista

On Tuesday 20/03/18 a few of the staff here at Wilson Timbers had the opportunity to go to the Hurfords Green Mill at Kyogle and the Dry Mill at Tuncester. We had not only sales staff (Erin, Tammy and Chris) but we also had our accounts ladies (Diane and Jenny) join us for what turned out to be an exciting day! It was great for all of us to get to learn how the timber goes from trees in the ground to finished flooring, decking etc.

We started our morning with a coffee (a must when on a long car trip) and met Ryan (our Rep from Hurfords) at Chinderah and followed him through the forest and dirt roads to the plantation. Here we saw the plantation Blackbutt, Ironbark, Spotted Gum and Sydney Blue Gum trees and learnt how much effort it takes to keep the trees maintained. These trees have very little branches as

they are trimmed and maintained to help reduce the knots in the timber. *(Did you know knots are made from branches? I didn't until I went here!)*

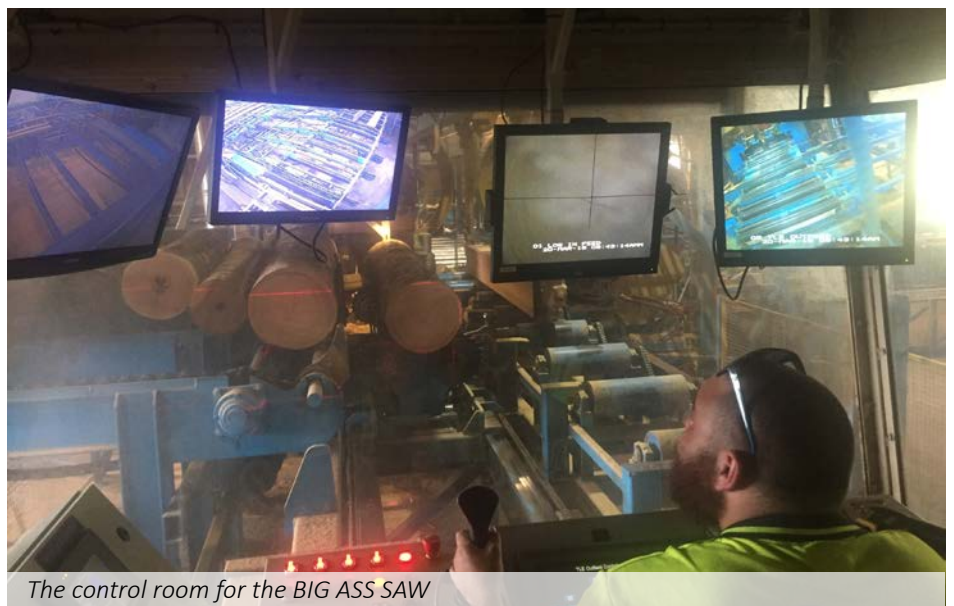
After the plantation forest we continued on the bumpy dirt road to Kyogle green mill, this was rather frightening with Erin driving..... I swear she thought she was rally driving! After we signed in and got our ear plugs we went into the yard and I fell in LOVE! We saw..... "The BIG ASS SAW!" This thing..... Words cannot explain! It was here where we got to see huge logs get cut into boards with 2 x 10m saw blades! The boards get graded, sorted into sizes, packed up, treated (yep, treated on site at Hurfords green mill!) and then put out to air dry for 8 + months depending on species and size etc. Hurfords have 2 treatment tanks, one for flooring that fits approximately 2 packs in at once

and a treatment tank for decking that fits approx. 4-6 packs.

Once the timber has air dried and is ready for the kilns it gets sent to Tuncester to the Hurfords dry mill. So we were on the road from Kyogle to Tuncester making sure we stopped for lunch of course! ☺ This mill was pretty loud and amazing also! It was here we learnt that Hurfords have 7 kilns! The air dried timber travels to



The Big Ass Saw



The control room for the BIG ASS SAW

the dry mill and gets put into the kilns for approximately 10 days (or until its dry to the correct moisture content) We briefly stepped into these kilns and oh golly gosh.....Talk about sweatin' balls!!! From the kilns it's time to produce some decking, flooring or cladding and that's when it gets a bit loud! In the shed there are 3 machines, one that splits the boards, and 2 of the same machine (for smaller flooring 14mm for overlay and larger flooring 19mm). The machine for the 19mm produces 75 lineal meters per minute, whereas the machine for the 14mm produces 35 lineal meters per minute. This includes grooving, checking, docking, grading, end matching, grading a second time, and packing.

I had no idea that Hurfords had such a huge range of species, from our known Ironbark, and Spotted Gum to Silver Top Stringybark, Sydney Blue Gum and Northern Beech species as well.

Jenny loved how it was a family business and that we got to see the process from start to finish.

Diane loved how diverse Hurfords are and that they have so many different products and species.

Chris was interested in the fact that Hurfords are the only company that grows plantation hardwood & are invested in the future of sustainable Australian hardwood.

Erin... Now, she loved the eye candy, the many different "species" of eye candy that is! She has always wanted to go on "Farmer Wants A Wife" so what better way to find her a husband than to send her out bush! ☺

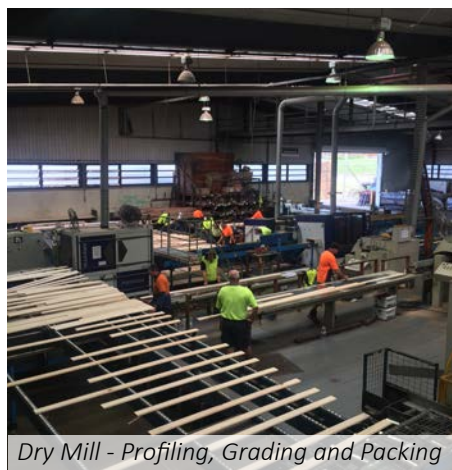
Seriously, she loved Hurfords company values and how they look after their team, a company she is proud to support and do business with.

And we all loved the BIG ASS SAW!!! If you would like to watch it in action check out my Instagram page, I've put up a short video, see it at https://www.instagram.com/wilsontimbers_rep_tammy/

We are grateful to Hurfords for spending the day with us to show us the ins and outs of how the tress get to be on our floors or decks etc. I am confident in saying we have all learnt a thing or 2 that will benefit us when talking to you about the Hurfords' product range.



1st Grading Station



Dry Mill - Profiling, Grading and Packing



Les, Ryan, Diane, Erin, Tammy, Chris, Jen

Discover How To Clad Houses In Better Than Carbon Neutral Materials While Saving Money On Both Materials And Labour!

Oh And Win A \$200 Pre-Paid Visa Card At The Same Time

We've just arranged a BBQ on Monday April 23rd 7:00am to 9:30am and you are invited. Steve from Weathertex is going to be hosting. We're really excited to be putting this breakfast on.

The biggest problem we all face with cladding is chasing water. It can cause all sorts of warranty headaches. We've all been there once or twice. The best case is you catch it early and lose time during the build while you chase the source.

Not With Weathertex

Weathertex products don't need silicone – so chasing water is a thing of the past. The assembly technique is simple and ingenious – which you can see when you come to the breakfast.

You'll also discover

- To speed up installation saving money on both scaffolding rent and labour
- How quick and easy it is to work with using standard tools
- How to impress 'environmentally conscious' clients with five simple words you can't use to describe any other cladding

If you need more information please get in touch with your rep. Otherwise make sure you get down to Wilson Timbers on Monday April 23rd 7:00am and 9:30am for a feed and a demonstration. That way you might also win \$200.



Making Your Home More Secure.

A couple of our clients have been looking for digital locks and asking us for recommendations. They are becoming more and more common these days and end clients are starting to demand them more as home security becomes more of an issue.

We are carrying the McGrath range of digital locks. They are available in Gold, Silver, Antique Copper and Copper – so they can fit in to most design schemes.

They set up to open with a fob, finger prints or by P.I.N. and can store up to 300 people at any one time. This can be really handy during construction because you can assign a pin to each tradie and disable it once they are done on site. No more having to worry about getting keys back etc.

They are battery powered with an expected battery life of 2 years and the unit puts out plenty of notice – so that you clients won't be surprised if they don't change the battery.

If you need any more info please give you rep a call and they will help sort you out.



What Happened At The Soudal BBQ Breakfast!

Last month, we kicked off our first supplier BBQ breakfast for the year – big thanks to Dale from Soudal for doing a great demonstration and putting on a feed of snags, bacon, eggs, hash browns, OJ and coffee.

The products that got the most interest were:

Soudal SMX 35 Seal And Stretch:

Once cured forms a strong, flexible (about 20% movement), UV resistant, waterproof seal. SMX 35 bonds to most common building materials. SMX 35 can be used on damp and wet surfaces.

It can be used inside or outside, for expansion joints, joints under waterproofing membranes, concrete joints, sanitary, bathroom and kitchen areas – it's mould resistant and can be used for lap joints in roofing, guttering or cladding as well as in air conditioning ducts. It's concrete grey water potable approved so you can use it in water storing structures like tanks.

About Soudal SMX 50 Seal And Stick:

Is a high adhesive strength version of SMX 35. Once it is cured it forms a strong flexible, waterproof seal and can bond with most common building materials. It can be used on damp and wet surfaces. In terms of applications it can be used anywhere seal and stretch doesn't have the adhesive strength you need. Most commonly, this is used for masonry and precast concrete joints – we've seen a lot of our clients who use fibre cement products buy this as a joint sealant and adhesive.

About SMX 30 Plus Floor Sealant:

A universal parquet adhesive and is a moisture barrier. It cures so that you can walk on your floor after just 2 hours and can be sanded after 12 hours. It is solvent and water free. As well as being free of nasty chemicals like Isocyanates (common in flooring adhesives) – no more laying floors and breathing in nasty chemicals.

You can use SMX 30 Plus on solid, slab prefinished, on-end parquet, wood-planks up to 180mm wide as well as wood-blocks and laminates. It can bond to: mosaic concrete, screeds, wood chipboard and existing ceramic tiles- and can work with floors with underfloor heating.

Due to limited space we can only keep so much Soudal product in stock. If you need anything we can special order from their catalogue with a couple of days lead time. For the full range go to <https://wilsontimbers.com/hardware/adhesives-sealants/soudal.html>



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