



Measure Twice Cut Once

AUGUST 2018

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

Getting To Know You Chris Metcalfe.

Chris our (relatively) new sales rep. This means he spends his time on the road most days looking for new customers. He sees it as a fun game. Knocking on doors looking for builders and carpenters who might be open to switching suppliers. The rest of the time he is in the office following up, processing orders and the like.

We sat down with Christian and asked him a few questions, and these are his answers.

- 1. How long have you worked at WT's for?** "I started in June 2017. So a little over 12 months now."
- 2. Best thing about working for WT's?** "Working for a small family company. I like the team spirit and the fact that every time I ask if we can do something for a client



we all start looking for a way to make it happen. I used to work for Bunnings and if you asked for anything outside of their box, the first thing you heard was 'NO!'"

- 3. Someone you look up to and why?** "Anyone who is successful. If you are happy, healthy and playing the game, then you have my respect."
- 4. Biggest fear?** "I'm not sure what the future holds. I think mankind may be heading in the wrong direction between the big brother stuff and the environment. It worries me"
- 5. Best accomplishment?** "I got out of a relationship with my high school sweetheart after we bought a house together. We were drifting apart and had turned into friends. Getting out meant I refocused and figured out what I wanted out of life. I ended up here otherwise I might still be drifting along with her."
- 6. How do spend your free time?** "On a boat fishing. I also like taking my partner Leanne and our son Mason 4x4ing. Straddy or Morton Island it doesn't matter. Otherwise I probably have a can in my hand somewhere."
- 7. Worst habit?** "I have a thing for the ole coffin nails."
- 8. If you could trade lives with anyone for a day, who would it be?** "Anyone from the third world living in real poverty. Just to know what they really go through. I think we have it pretty good. I see too many people who have it really easy complaining

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about how tough life is."

- 9. Dream job?** "Running adventure tours or fishing tours. It would be nice to have my own business. Waking up and having people pay me to take my boat out."
- 10. What gets you fired up?** "Lazy people, whiners and complainers."
- 11. What's the best piece of advice you've ever received?** "'Put a pair of jeans on.' My mate's dad said we would drive me home on his motor bike. I was wearing shorts and just as I was about to leave my mate said 'put a pair of jeans on.' I did. We had an accident on the way home. Bad. I broke my leg in three places, had compartments syndrome and a false aneurism. It was 3 months in hospital, 6 weeks of continuous operations because of the compartments syndrome and it was 12 months before I could walk again. If I hadn't of put on a pair of jeans. I would have lost my leg."
- 12. When do you feel truly "alive"?** "Being out on the boat on a beautiful day and feeling the breeze on my face."

New BGC Products In The Yard.

With all the renovation's and yard improvements that we've made over the last couple of years there are still some nice perks for our customers.

One of them is we've been able to put in some undercover storage for fibre cement products. This means you can have them delivered the next day or picked up the same day rather than the customary 1-2 day wait when we are bringing them in on demand from the supplier's warehouse.

Here is the range of products we are keeping in our inventory:

2400 x 600 x 4.5mm Fibre Cement

2400 x 750 x 4.5mm Fibre Cement

2400 x 900 x 4.5mm Fibre Cement

2400 x 1200 x 4.5mm Fibre Cement

3000 x 1200 x 4.5mm Fibre Cement

2400 x 1200 x 6.0mm Fibre Cement

2400 x 1200 x 6.0mm Duraliner (Villaboard)

3000 x 1200 x 6.0mm Fibre Cement

1800 x 1200 x 6.0mm Tile Underlay

2700 x 600 x 19mm T&G Durafloor – both internal and external

175mm Nuline Weatherboard (Linea)

300mm Stratum (Stria)

Kozzo And His Infernal Machine.

If you've ever been into the yard and wondered where's Kozzo, the answer is he's probably doing something on our CNC router. He's our best operator and has done some great work including creating all the programs for our StepMate stringers. Kozzo also uses our CNC router to create bollards, park furniture and to do custom engraving for our clients.

If you are building anything that requires a 'custom shape' that you need to produce in quantity, odds are

Kozzo will be able to help. We can do engraving for you as well as custom sculpting or patterning to help you create all sorts of special finishes and architectural features for your clients.

What can be done with a CNC router is almost limitless. Our philosophy is we will try anything once so if there is something that you would rather not do by hand then talk to your rep or else give Kozzo a call directly on 0466 118 696 to talk about your project and how we can make it work.



New Partnership Announcement: We can now supply Dowel Windows for you!

Wilson Timbers has just commenced a partnership with Dowel Windows. This means we can now supply you with aluminum windows, doors and screens as part of your order. When you provide your plans we can arrange a take-off for the windows, get you a price and co-ordinate delivery on your schedule.

Just one more way we can look after you and make your life a little easier.

Dowel has been involved in residential window fabrication and construction since 1860 and continues to be a market leader and innovator to this day.

Dowel's Thermaline range helps to improve the energy efficiency of any



home where this range is installed. Thermaline has a thermal break in the frame so that heat can't pass through the aluminum frames. Helping to keep the home cooler in summer and warmer in winter.

Thermaline comes in a range of single and double glazed options so that your client is able to select the right glazing solution for them.

If you'd like a quote for an upcoming project, just get in touch with your rep and they will get your plans from you and take care of the rest. Simple as that.



Did You Know?

We Can Prime Your LVLs For You.

As you probably know we've been oiling timber for our clients for ages. However some of our clever clients figured out that we could prime their LVL for them at the same time, so that their entire timber order was ready to install when it was delivered.

For those builders it saved time and it saved labour. Yeah we know that's normally an apprentice's job, but kids these days... or if your apprentice is so busy doing more important/higher value work for you – having your timber arrive on site ready to install is far better than having timber spread out all over the job site and then waiting for the primer to dry.

If you need any of your timber oiled or primed we can do that for you (lead times may apply) for not much more than what you'd pay for primer or oil. Talk to your rep and they'll take care of it for you.

Welcome To The Family

We'd like to welcome

- Small Lot Homes.Com
- Cedar and Suede
- Ezy Projects

To the Wilson Family. All of whom made their first purchase or opened an account with us last month. Thank you to everyone who purchased from us in the last 30 days.

Lightening Skips

We have decided to join forces with Lighting Skips. We can now offer bin pickup and delivery as part of our services.

How good is this, you can order your bins through us for the same price as going to Lightning Skips. No more fuss dealing with suppliers who don't deliver or pick up when they say they will.

Once you confirm an order for these Skips it will be delivered in 24 hours or your money back!

We love working with companies that are family owned and operated. We love other suppliers who put as much emphasis on customer service as we do, so that you can get your job done with the least amount of fuss and stress, so that you make the most money you can.

We've been using Lightning Skips for our rubbish disposal for a while now, and we couldn't be happier. If you place an order before 12pm, you can get same day delivery or pick up anywhere in the Brisbane Metro area and they guarantee to deliver within 24 hours of order confirmation.

Next time you need a skip bin talk to your rep and they will take care of it for you!



Here's What Happened at the ITI Trade Breakfast!

Quite a few of our builders know ITI because of their market leading EZITRIM Plus range of moldings which come in a massive range of profiles and are very easy to work, cut, drill and paint. ITI put on a breakfast to showcase their Glosswood range. We got some really good feedback about Glosswood from attendees.

The next time we put on a breakfast remember, you could be sitting down, under a gas heater having a hot brekky, coffee and O.J. listening to new ideas.

For the benefit of those who couldn't attend, here's what you missed out on.

Glosswood is a pre-finished premium wall and ceiling product that can be used inside and in under-cover outdoor areas. It comes in a wide range of colours (perhaps most importantly, burnt timber or Shou Sugi Ban style), with no sanding or painting required.

Glosswood is easy to install thanks to a T&G profile and has a range of matching trims available. The boards come in 90mm and 130mm widths and 2.4m and 3.6m lengths and are made from plantation grown sustainable lightweight hardwood.

Surprisingly for a premium finish product, Glosswood is very cost-effective.



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