



# Measure Twice Cut Once

FEBRUARY 2018

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

## Getting to Know You: Shane Brodrick

Shane is one of our yard people here at Wilson Timbers. Most of the time he's pulling orders and serving customers. Of late he's been driving one of our delivery trucks for us.

We sat down with Shane to ask him a few questions to better get to know him.

- 1. How long have you worked at Wilson Timbers for?** *"Eight or nine years but who's counting."*
- 2. Best thing about working for Wilson Timbers?** *"Has to be sense of family. Everyone here is really tight. Everyone in the yard is like*



*a big family, they are happy to train everyone up and help them grow. Nigel is pretty good about organising Friday nights out for the group."*

- 3. Best accomplishment?** *"Learning to drive a truck. I've got my learners at the moment, passed all the written tests – just need to pass the practical test to get my full licence."*
- 4. What is on the top of your bucket list?** *"Getting back to New Zealand. My family is from West Auckland. Last time I was there was 1990. This time I've got to get my partner Ludmyla, and the kids Acklyluna, Zarkarji and Nicholas back as well – makes flying a bit more expensive."*
- 5. What is one thing you have learnt this year?** *"How to drive a truck."*
- 6. Have you ever saved someone's life? Tell us about it?** *"Saved my step-son Nicholas' life. This was years ago – he was like 8 or 9 at the time. We were on a family fishing trip at the Nerang River Nicholas had gone for a swim. We all told him not to go too far out... He did. He got caught in a rip. I dropped my rod and dove in to get him. I got him back to the beach and realised my keys were at the bottom of the river and my mobile phone was ruined."*

### In This Issue

- We catch up with Shane for a chat
  - Some hidden gems that you may not be using
  - The best way to avoid a trip for those supplies that went missing/weren't ordered/were forgotten about...
  - Bringing the 'Hamptons Look' to your clients that want it.
- 7. Which of your scars has the best story behind it?** *"I was up a ladder when it fell out from under me, I grabbed a roof rafter so I didn't fall – which sliced my hand open. I've got a nice big scar on my left hand."*
  - 8. What would be your spirit animal?** *"I'm going to say a wolf. It seems to fit."*
  - 9. Favourite movie quote?** *"I'll be back." Arnie.*
  - 10. What about the opposite sex confuses you the most?** *"Women can be hard to read sometimes. Ludmyla says she tells me something and I swear she hasn't, and then she gets upset and I'm not too sure why."*

## The Christmas Party

Nigel had plans to do something "big" for our end of year Christmas Party – However the year got away from us all. So we kept it pretty low key and went for a lunch at the Norman Hotel – Brisbane's Worst Vegetarian Restaurant. The afternoon started off civil and ended with karaoke and table dancing..... noooooooooo!

Just kidding.

Although I am sure most of you know, "IF" that was the case, who would be responsible, haha. The crew was glad to let their hair down so to speak, and relax after a big year of changes and a lot of hard work. Steaks were eaten, cocktails and shots were drunk, and the day turned into night as some of the crew partied on at Ballistic, a local brewery we often frequent on a Friday afternoon. The next day there were plenty of sore heads that's for certain. After having 2 weeks off we are back and ready to service you for 2018.



## It Pays To Know The Market.

The hardest thing about being in the construction business is the amount of options available. Just because you've used a product for years or even decades doesn't mean that it is the best on the market.

I'd say that if you've ever been using a product for that long and haven't looked around, some bright spark has probably gone and made a better one. Unfortunately they probably haven't told you about it.

This is where you need someone who actually knows the market. This is our job at Wilson Timbers – to keep sourcing and finding the best products at the best prices.

One of these providers is Soudal. Soudal are a family owned adhesives company, independent from the large multi-nationals like Selley's, Bostik, Sika and Fuller. Soudal were founded in 1966 but they only launched in Australia in 2009. They are global operation with 17 factories around the world. Soudal's product quality is excellent – everyone who buys them from us praises their quality. And they are considerably cheaper than many of the brands you are familiar with. These savings on consumables add up over the years.

For example:

You ask for	It would be better to get from us
Selleys Liquid Nails	Soudal Strong as Nails or Soudal Soudabond Easy
Fuller Max Bond	Soudal Strong as Nails or Soudal Soudabond Easy
Sika Flex Pro	Multibond SMX35 Seal and Stretch
Sika Flex 11FC	Multibond SMX50 Seal and Stretch
Bostick Ultra Set	Soudal SMX30 Plus (Inc. moisture barrier)

Soudal also has a reputation for creating products that are either free of or low in noxious chemicals – there is nothing nasty to breathe in, which is great if you have to spend a day applying floor adhesive. We know Soudal's T-rex adhesive is free of solvents and isocyanates and yet it is 'the world's strongest sealant adhesive' according to strongman Derek Boyer with a '1 second grab time.'

If you want to see their products in action before you invest your hard earned in it, then come on down and check out their 'BBQ and demo' morning Wednesday 28th of February between 6:30 and 9:00am. Please RSVP by 26th so we know how many to cater for by calling 3277 1988 or giving your rep a head's up.





# Hate It When The Apprentice Takes Forever To Go To The Shop And Get Something For You?

There is probably nothing worse than running out of supplies – you know, little things – nails or screws or sealant. Nothing worse than the phone call or when someone yells out “Hey mate, we got any more framers?”

Cos you know the job has to stop; somebody has to down tools and go for a drive, otherwise your team will be sitting around doing nothing and running up their bill or worse losing a day of productive time and getting ever closer to that all important client deadline. We all know the apprentice is going to get that job, he is going to drive to the nearest hardware store and get lost despite using Google Maps.

He’s going to wander around and not be able to find any help, get lost in the store, get a snag, eat it sitting on the curb, come back with the wrong thing, go back out to the next store and it might be a couple of hours before you can get back to work... Not to mention like \$40-50 bucks in his wages.

## We Can Now Sherpa (Like Uber for deliveries) It Straight To Your Job Site

We can now get anything that can fit in a car to you within 2.5 hours of you placing your order. We’ve been experimenting with this for a few clients over the last couple of months and it has worked well. If you need some supplies – adhesives, fasteners, tools, etc. We can get it to your job site for you rather than sending the apprentice to the store.



And to be honest the pricing is actually better than a lot of courier companies. Considering how quickly it will get to you.

For example we can get a delivery from our yard to a job site in Camp Hill for \$13.59 for same day delivery, \$18.62 for a delivery within 4 hours and \$22.81 for a delivery within 2.5 hours.

If you need it urgently – we can take care of it, organise the delivery for you and it will just go on your account with us – no hassles – you can get all of your team working on something else while you wait rather than wasting your teams time making a trip to the store.

I’m not saying you should be using this service every day but it can help you out of a jam. If you need any tools, adhesives, fasteners or any other hardware products that we can fit into a car then give us a call on 3277 1988 and we will get whatever your heart desires straight to your job site.

**Fun Sherpa Fact:** If you need to save even more money, you can always get a Sherpa to deliver your order on a bike. For maximum points order 10kgs of nuts and bolts and only pay for bike shipping. It might take a bit longer but the look on the cyclist’s face will be worth it both on the job site and for us in the office.



## Yes, We Can Get Ironbark!

We’ve had a few of our clients ‘sheepishly’ asking if we can supply them job lots of Ironbark DPR or sawn timber. The short answer is ‘yes’ and like all of our products we only supply high quality products.

The Narrow Leaf Ironbark we supply:

- Doesn’t shrink as much as other hardwoods because it is grown in a semi arid environment.
- Is a dense timber, evenly grained, minimal defect and no gum vein thanks to the dry growing environment
- Has an even pale reddish brown, colouring – excellent aesthetics
- Is Dura Class 1 timber, S2 structural rating
- Not susceptible to Lyctid Borer so chemical treatment to sapwood is not essential
- Has minimal surface checking compared to other Ironbark species

If you need a ‘job lot’ of Ironbark we can get it to you in 8 days. For example, if you order it from us on a Tuesday before 4pm we can have it delivered to your job site the following Tuesday.

The same is true for all of the common hardwoods we supply.



## Welcome Aboard!

We'd just like to welcome

- Partex Interiors
- Josh Building Services
- MDC Projects
- JMAC Constructions
- Modern Commercial Projects
- J & L Shuttlewood
- Sancoe Joinery and Shop Fitting
- One Point Design and Construct

All of whom opened accounts with us and placed their first order last month.

## Introducing: Hume Doors' Hampton Collection.

No doubt you are seeing the latest trend in home design coming through the architects and interior designers: "The Hamptons Look."

Based on the summer holidays destination of the rich and famous of New York – no doubt your customers are also starting to look to you to provide them with designs in this style or their architect is bringing these designs to you.

Thankfully, Hume Doors has been hard at work creating a range of doors that fit in those open spaces that are part of a Hampton's interior.

As always, Hume's doors are made from high quality materials and the doors come in a range of profiles and can be customised with solid, clear or frosted glazed door inlays

to help create space or privacy as the design dictates. Due to space constraints, I can't show you every combination.

The clear glazed doors will allow natural light deeper into the house, while the solid doors can provide privacy to bedrooms while maintaining a consistent look and feel with the rest of the home.

We understand you are in the business of pleasing your customers and we are continuing to help you cater to the latest architectural and interior design trends.

If you need any advice about getting the Hamptons look please get in touch your rep or give the team at Wilson Timbers a call on **3277 1988** and we help you out.



HAM1



HAM4



HAM5



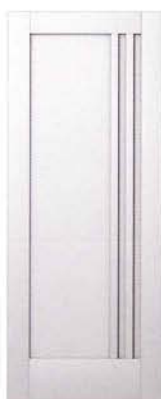
HAM6



HAM10



HAM12



HAM16



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