



Measure Twice Cut Once

NOVEMBER 2018

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

Getting To Know You Cherie Barber.

Cherie is the 'senior sales rep' here at Wilson Timbers and we just realised it's not on her business card... "oops!" We might need to fix that. What that means is that on any given day, Cherie is making sure that any one of her 150 clients are getting what they need. Whatever they need, she'll hook them up nine times out of ten.

We sat down with Cherie to ask her some of the more important questions in life.

1. **How long have you worked at WT's for?** "10 years in April"
2. **Favourite quote?** "Look like a girl. Act like a lady. Think like a man and Work like a boss."
3. **Biggest fear?** "Water. Murky water really freaks me out. And we just put in a swimming pool at home so go figure."
4. **If you could have a super power what would it be and why?** "I'd like to be able to fly. I hate being stuck in traffic so much. It's only getting worse. I'm commuting 140kms a day so I'd know. Flying would make my life so much easier."
5. **All time favourite movie?** "Gone in 60 Seconds. Nicolas Cage and Angelina Jolie. So good together. If it was on tonight I could watch it and do the dialogue word for word."
6. **What is your porn star name?** (First pet, first street) "Sheeba Laycock"
7. **There are two types of people in this world. What are the two types?** "Trade and Retail"
8. **What's the title of the current chapter of your life?** "Tired."
9. **Which of your scars has the best story behind it?** "When I was in

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primary school, I'd gone across the road to a friend's house and we decided to play T-ball. We couldn't find a bat so we just used a golf club we happened to find. My friend is batting, takes a backswing and *thwack* she's hit me on the eyebrow with the golf club. I'm bleeding everywhere. "Her mum walks me home, trembling. Mum takes a look at me and says "you'll be right" puts me in the bath to wash all the blood off and never even takes me to the doctor."

10. **What would be your spirit animal?** "Gotta be a cat. I might have been a cat in a past life. I have three minions at home. I'll ignore people for no reason. I can snap and go feral for no reason. I like a good nap."
11. **What's the funniest word in the English language?** "Moist"



Upcoming BBQ Schedule.

We've just finalized our BBQ schedule through till the end of the year.

November 16th –
DeckMate Concealed Fix
Decking System

November 23rd –
CSR's Rediwall

November 30th –
Dowell Windows and Doors

December 7th –
NRG's Greenboard

December 14th –
River Sands Concrete

Each session will run from
7:00am -8:30am

Where:
Wilson Timbers Yard -
13 Davey St, Moorooka.

If any of these are of a particular interest for you, put them in our calendar and come down to hang with some friends, get a feed and learn about some new products that will help you do your job faster, do a better quality job – so your clients love you and brag about you to their friends and family or so you can do the job for less – so you can put more money in your pocket.



The Big Barbecue Recap.

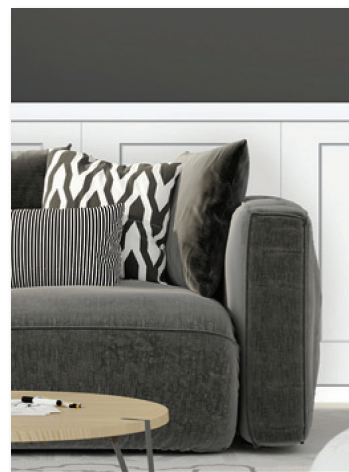
Wow – when you are doing a trade breakfast every week and miss a month of recaps things get out of hand quickly don't they? We've got two months of trade breakfasts to recap just in case you missed one... Here's what you missed out on

From September

Easycraft

Easycraft's range of decorative wall linings: Ascot.Vogue got a lot of positive comments from the attendees. It gave builders another product that could add to the Hamptons look that is so popular right now.

Made in Australia from Australian timber the product range offers a range of panels and rails for feature walls and dado height panelling. It is easy to assemble using a hidden tongue and groove system. Ascot.Vogue is preprimed ready for painting. Bonus. Check out the Ascot.Vogue display in Erin's new office!



Bondor's LuxeWall

FlameGuard is part of Bondor's LuxeWall range. It is a non-combustible and fire-rated walling system made from COLOURBOND with a non-ozone depleting Mineral Wool core. FlameGuard is ideal for any building project that needs FRL or FM Approval to qualify for insurance. FlameGuard can achieve up to a 3 Hour Fire Rating.

A lot of our builders thought it would be a great option where they had to build fire rated boundary walls. As core filled blockwork isn't exactly a premium look.



From October

Here's what you missed out on by staying away from our trade breakfasts in October...

BGC Innova Timber Effects Cladding.

If your clients need fire resistant cladding but are looking for a natural timber finish to the home, then BGC's Innova is exactly what you need. With a timber grain embossed into the panels, Innova looks like timber (even more so once stained or painted) and has the fire resistance and longevity of fibre cement.

Innova won't rot, twist or combust. It is easy and fast to install and is incredibly low maintenance over its lifetime.

The Innova products are available in both weatherboard (stratum) and panel (Duragroove) profiles to suit your client's preferences. With multiple widths and lengths available to make construction easy.



Hume Evolution Soft Close Cavity Slider System

The team at Hume got to work and have come up with a soft closer system for their Evolution Cavity Slider Door units. It has the same effect as any other soft close door. It slows down just prior to closing so that there is a gentle bump against the door jam, not a massive BANG.

The Evolution Soft Close is simple to install on new units and can be very easily retrofitted on to existing Evolution cavity units should your clients ask.

We promise to keep you up to date with the best products and ideas on the market. Be sure to come on down to our next trade breakfast.



Say Good Bye To T-Blades And Ugly Post Stirrups!

If you don't like the look of galvanized stirrups and hate using T-blades to show off your timber posts – then we've just found an alternative.

These new coloured post supports are great – they have a special coating that is hard to chip. Even if one of these post supports does get chipped then the steel still can't be seen.

Best of all they look absolutely amazing. See for yourself:

They are in stock here at Wilson so you can get them with your next order – they are very cost effective and certainly won't blow out a build budget.



Welcome To The Family

We'd like to welcome:

- Urban Artifacts
- Grand Additions Pty Ltd
- Terry Toohey Constructions
- Newlands Commercial Constructions
- Built By Jake
- R3 Constructions
- Silverback Cargo Care
- Landscapes Solutions
- Baztech Constructions
- Pearson & Co

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.

Hardwoods Don't Always Meet The Right Standard For Your Project.

Selection of the right quality of materials, following best practices in design, construction, finishing and maintenance all make a difference how well an outdoor timber structure ages and remains usable.

Following a lot of standard industry practices an outdoor timber structure might last for 20-25 years before it needs significant repairs or needs to be replaced. Following industry best practices for design and construction and choosing materials of an appropriate standard will cost a little bit more than the cheapest alternative but will result in a structure that lasts 45-50 years as long as the proper maintenance routines are followed.

This is what Stuart Madill who is the technical consultant and business

development manager for our sister company Outdoor Structures Australia specialises in. He works with project owners, architects, landscape architects and builders who need or want help in selecting timber for large or complex building projects.

Part of Stuart's role is to facilitate OSA's Continuing Professional Development Courses. They are a series of training sessions on how to build long lasting timber structures that age gracefully.

Topics In The Continuing Professional Development Courses Are:

1. Timber Preservation
2. Hardwood Grading
3. Timber Decks- Designing for Durability
4. Utilising Small Diameter Hardwood
5. The Seven Deadly Sins of Timber Design
6. Timber Joints
7. Architectural Timber Battens
8. Timber 101
9. Boardwalk Design
10. Footbridge Fundamentals.

If you, or you know someone who might be interested, such as a landscape architect, architect or construction engineer please contact Stuart on **0403 385 707** or at stuart.madill@outdoorstructures.com.au



WILSON TIMBERS

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