



Measure Twice Cut Once

AUGUST 2017

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

Getting To Know You: Jeff Hitchcock.

Jeff is one of our drivers here at Wilson Timbers. We see Jeff regularly, when he pulls up with an empty truck gets the next delivery loaded and ties it down properly, (see p3 for how he doesn't do it). Then he's back off on the road again.

We caught up with Jeff for a quick Q and A.

1. How long have you worked at WT's for? *I've been driving here for 13 years after stints as a tow truck driver and a taxi driver.*
2. If you won a cool million dollars, what is the first thing you would buy/do? *"Pay off all my debts and retire to Agnes Waters/1770 area and go fishing."*
3. Best accomplishment? *"Getting married, buying a house and an investment property."*
4. How do spend your free time? *"Fishing – when Valerie my wife lets me. I live about 1km from Redland Bay but I still can't get in enough fishing. I also like travelling – especially taking driving trips. Just getting in the car and heading up to places like Toowoomba or the Sunshine Coast or down to the Gold Coast."*
5. What is on the top of your bucket list? *"Trips to England and America. I want to get to England and see some of my extended family. My Grandmother is English, coming to Australia when*

she was six. I'd like to see where she came from and meet the family that stayed behind."
I want to head to America get myself a mustang – cos I've always wanted one since I was a kid... then drive it the length of route 66."

6. Where do you see yourself in 10 years? *"Retired. I'm 57, I figure I'll retire in 10 years' time. So 3,627 days to go..."*
7. What's the dumbest thing you've done that actually turned out pretty well? *"Getting married. Valerie and I have we've been married for 21 years now. At the time, a few friends joked I was making the biggest mistake of my life."*
8. What is one thing you have learnt this year? *"Don't take life too seriously."*
9. What gets you fired up? *"Traffic. It has gotten worse in the last few years."*
10. What weird food do you really enjoy? *"Chicken Feet. There's more meat on them than you might think."*
11. What's your "Back in my day, we..."? *"Back in my day, we actually talked to each other when we were face to face. Not with our noses buried in our phones. Gotta go – I've got to get back on the road."*

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It's Tough Work But Somebody Has To Do It...

To say 'thank you for your business' Craig from Solaris organised through our very own Erin to take Cam Lepp and Darren of Marshall Renovations for a day of golf and networking at Brookwater Golf Club. Marshall Renovations is a regular user of the Solaris Insulated Panel.



Craig @ Solaris, Cam, Darren @ Marshall Renovations and Erin @ Wilson Timbers ready to tee off.

We Have Just Received The Confirmed Schedule For Ready Set Reno.

It is extremely good news as we will be airing on 9Life On Sunday night directly after "The Block", weekly room reveal.

We've taken the liberty of finding out when you can tune into "Ready Set Reno" and see us in action:

- * Sunday 10th September – This will be the Zou Build Ep – where Zou Build use our DeckMate DIY
- * Sunday 17th September
- * Sunday 24th September
- * Sunday 1st October
- * Sunday 8th October – This will be Michael and Carlene's House – The Reveal!!! Where Michael and Carlene reveal their DeckMate DIY deck.

Because final air times for "The Block" haven't been published yet we haven't received the final air time, but we can assume off previous seasons this will fit in prime-time beginning 8:00 to 8:30.

A Good Night Out: A Report From The Boral/ Bostick Trade Night.

Nigel, Tammy, Erin, Stuart, Caleb and Chris took Steve Cossetini and Darren Marshall of Marshall Renovations to the Boral/Bostick Trade Night just a few weeks ago.

Everyone had a good time – we had a feed and some drinks and got to learn all about the Boral's engineered Blackbutt and Spotted Gum wide-board flooring products and the New Bostick Axios Glue.

Thankfully 'learning all about' didn't mean sitting through a long-winded boring sales presentation...

We got to have a go at laying some flooring under the supervision of 'the experts.' Just in case you can't find the instructions you need on Youtube you can always ask one of us.

Bostick were launching a new hardwood flooring glue called Axios which is much easier to clean up than any other hardwood flooring glue

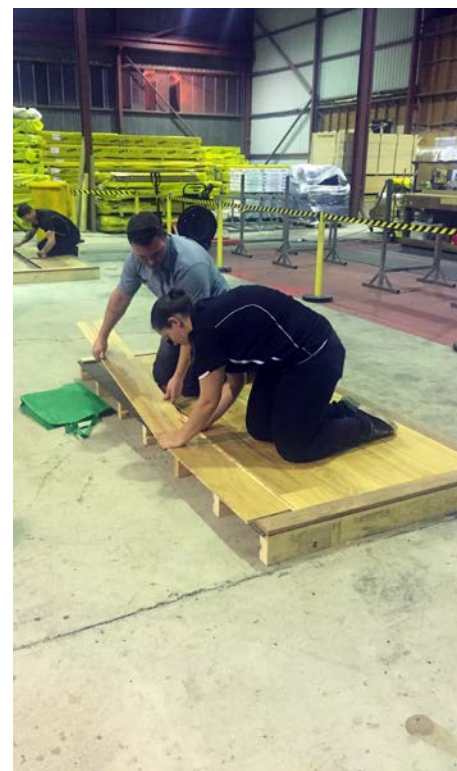
on the market. It can be wiped up when it is wet and when Axios is dry, it can be either wiped/buffed away or scraped off with a plastic scraper – should be way easier to get a perfect finish when you are laying flooring.

With the Boral Wideboard – ask your rep to see some samples – putting some photos in here wouldn't do it justice.

We routinely get asked to attend trade nights, like these – they are an opportunity to learn best practices as well as have some fun and hang out while getting a feed and a drink. If there are any products you'd be interested in getting more information on – let your rep know the next time you see them and we'll keep you in the loop of upcoming trade nights that are relevant – or if you are flat out, we can always get the relevant supplier to come to your job site.



Nigel laying some flooring at the Boral/Bostick trade night.



Not to be outdone by Nigel, Tam and Daniel started their own project too.

Level Master: How To Level A House With A Single Spanner.

The big problem with traditional stumping 'systems' is that as soon as the ground moves or levels it throws the foundations out of level – now if nothing is done about this, then you get cracks in your walls and doors don't open or close properly.

Doesn't matter how good the workmanship is – your end customer will think you've done a 'dodgy' job. Now they are left with the unenviable task of re-stumping their house to get it back on the level (hard to get a referral if they think you've done a dodgy job). We know that most restumping companies charge between \$500 and \$700 per stump. Depending on the stump counts this could easily be a \$15,000 to \$25,000 for a smaller home. For some of the larger newer homes \$35,000 plus for a restump wouldn't be unheard of.

This is a large bill to build into a new home. Especially when it can be avoided... at almost zero cost. Taking the time to explain this to potential clients will make your proposal far more attractive. 'It might cost the

same but by choosing us, you are avoiding a \$35,000 restumping bill down the line.'

Let Me Explain How

Level Master have created a fully adjustable stumping system that can be used for new homes (or restumps) that cost about the same as many conventional stumping 'systems.' With Level Master the height of each individual stump can be adjusted with a spanner allowing you or the homeowner to relevel the house in a matter of hours.

Level Master's house stumps are all hot dipped galvanised stumps pre-cut to the desired length and are shipped pre-assembled ready to install.

If you need some more information contact your rep, who can talk you through the details.

P.S. Level Master also have the only adjustable stair stringer on the market meaning your stair cases can be every bit as adjustable as your stumps.

Insecure Timber

I guess all of you out there live sheltered lives. Nobody saw anyone doing anything stupid and reported it to us. But we did get a few funny photos forwarded to us from the deepest darkest parts of the internet.



If you've got a photo of a dodgy tie down (or anyone doing something stupid on the job) then send it through to your rep or share it with us on our facebook page <https://www.facebook.com/WilsonTimbers/>



Adjust the levels of a house with a single spanner.

Thanks for the Referral.

A huge thank you to Luke Henkey at Redchip Constructions for recommending us to Martin Langton from Martcon Projects. Marty was already familiar with Wilson Timbers, as he had come to a few of our annual Trade/Golf days as Luke's guest.

It's easy for builders to stick with their usual suppliers as they often "can't be bothered" trying someone different. However, Marty was on the lookout for a company who could not only supply high quality material but also deliver WOW with service!

Luke reminded him about Wilson Timbers, and Marty gave us a shot. Since then, he hasn't looked back. We asked Marty what else he loved about Wilson Timbers. "Having someone as a point of contact is a huge benefit for me" he said. This enables him to be more efficient with the running of his jobs and assists him with communicating time frames with his clients, among many other things. We appreciate your business Marty, and look forward to servicing you for years to come.



Tammy presents Luke with a small token of our appreciation – A voucher for either Breaky or Lunch at Todd and Pup – an amazing local café. Marty dodge being in the photo by taking it. Crafty fellow.



To prove they really know each other. Marty and Luke on site together.

A Letter From The Manager

By Nigel Shaw.

I have had the privilege of running Wilson Timbers for a little over 15 years now and during that time I have had the opportunity to visit some of our suppliers sawmills and forests both here and overseas.

What I can tell you is, we really do live in the "lucky country" when it comes to environmental and social impacts, particularly when it comes to forestry and timber sustainability. As we all know, in Australia we have a rule for everything, from road rules to OH&S rules, animal welfare rules, E.P.A. rules, building rules and the list goes on and on. Sometimes to the point of being ridiculous.

However, most of these rules are designed to protect us, and our future generations.

So when it comes to logging in Australia, guess what, we have rules for that too. You can pretty well guarantee that any Australian grown and harvested forest product is sustainable and will be around for future generations.

When it comes to imported hardwoods, the same does not apply. Most imported hardwoods like Merbau are in fact, rainforest timbers from places that nobody seems to care about, like Borneo, West Papua and the Amazon. In many instances people are forced out of their homes by gun point so that the forests they have lived off for generations can be cut down and shipped off to faraway lands like Australia.

Most of us have heard about the plight of the West Papuans and the

homeless Orangutans of Borneo or the ever decreasing Amazon rainforest. But how many of you realize that by using these imported timbers, we are contributing to the problem?

In nearly all cases these forests are not being re-planted, the land is either used for farming or palm oil plantations which have no environmental benefits.

These forests are the lungs of our earth, they absorb CO2 and release pure oxygen back into our atmosphere. In West Papua alone they are clearing a football field size of rainforest everyday never to be rejuvenated. In 20 years they will no longer exist!

This is a global problem that needs to be addressed by all of us!

All we can do is educate and offer alternative sustainable products like Australian hardwoods or composites such as Modwood, to our customers until the message is received abroad and sustainable practices are enforced.



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