



# Measure Twice Cut Once

AUGUST 2019

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

## Dirty Mos, Backroom Dealings and The Curse Of Not Being Hairy.

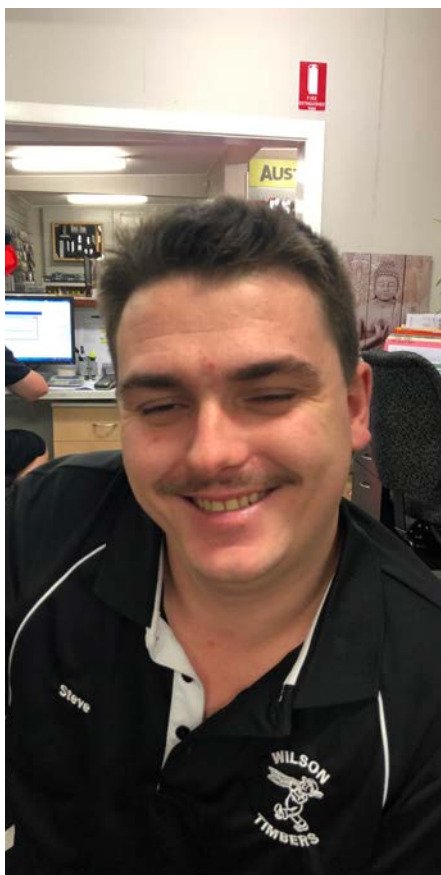
If you've been in the office over the last couple of months, you may have noticed that Steve-O has been growing a mo. It has been a somewhat controversial facial accessory. After all, it's not 'Movember.'

Steve-O admits to not being the most hirsute of gentlemen or 'blessed with the hairy body' as he put it. When he doesn't shave, his beard is patchy. Caleb came to

Steve-O with a proposition a couple of months back...

***"I'll pay you \$10 a month to grow a mo."***

Steve's theory is that Caleb felt the fellow manning the front desk most of the time should be well-groomed. Steve admits that he wasn't necessarily on top of his shaving regimen. After all if your beard is patchy and kinda slow



growing then why bother shaving every day?

Steve-O jumped on the \$10 a month offer and has been clean shaven ever since. He's happy – a bonus \$10 a month (which may or may not cover his additional shaving expenses). Caleb is happy he's got a professional clean shaven fellow on the front desk.

Everyone wins. Or is this just a conspiracy theory?

The only down side (for some of the people here in the office and possibly for you) is that when you walk in the office you are greeted with this face. There's no getting around the fact Steve-O is growing a mo and Caleb is paying him \$10 a month to do it.

### In This Issue

- Dirty Mos, Backroom Dealings and The Curse Of Not Being Hairy.
- Are You Ready For Decking Season?
- The Right Light Takes Any Outdoor Space From Invisible To Inviting After Dark.
- Come And Have A Good Fun Afternoon And Support A Great Cause.

## You No Longer Have To Wait For Stringers!

Good news everybody: We now have a stock of stair stringers in the yard. No more of that having to wait one or heaven forbid two days for your stair stringers. You can pick 'em up now!

1 to 8 treads for both bolt on and in-ground are on the shelves. 9 plus treads are still a one to two day lead time. Custom orders or landing to landings can be supplied, although prices and lead times would have to be given after we speak to our supplier.



## Are You Ready For Decking Season?

It's only August but by the time you get our next newsletter, decking season will be well and truly under way. The days are already getting longer and those jobs your clients are putting off until we have some extra light at the end of the day are getting done.

People are looking at their backyards and thinking "Finally – It's time to add on a deck."

Are you going to be ready to cash in on their readiness to buy?

Hopefully, you are and when they do – remember there are alternatives to traditional decking timbers that offer some of your fussier prospects a deck that looks like timber with none of the hard work that comes with maintaining timber.

Trex decking for example has...

### A 25 Year Fade and Stain Warranty.

That's right, your clients won't have to worry about their new Trex decking fading for 25 years and no oiling every year. Each of the 5 luxurious colours offer a deep wood grain rich colour for the next 25 years. Guaranteed!

The unique 3 sided shell of the decking material is also guaranteed not to stain for 25 years.



### It Is Low Maintenance.

Just mop it with soapy water every spring. Your client will be able to clean it in a matter of minutes. Imagine offering them that instead of your competitor telling them to sand it back, scrub it down and then oil it. They might have to hire a pro or spend days doing it themselves.

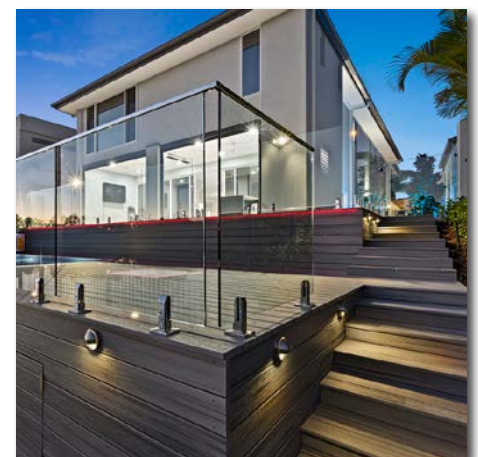
### More Flexibility On Installation.

Trex can be installed with just 38mm of clearance underneath – even then there is no risk of the timber rotting or mould and mildew forming. Much less clearance needed – so you can quote cheaper and avoid the earthworks compared to the other bloke.

### It's Environmentally Friendly.

Trex has never felled a single tree in all their years of making decking materials and timber composites. Instead it uses reclaimed wood, used pallets and sawdust for the raw materials of it's timber composite and the plastics in it are all recycled too – saving 180 million kilos of plastic and wood scrap from landfills.

Gear up for decking season – we can help you to quote projects, supply you with samples and brochures so that you can present effectively to your clients or anything else you might need. Just ask your rep.





# The Right Light Takes Any Outdoor Space From Invisible To Inviting After Dark.

Lighting enhances the appeal of any outdoor area. It makes for safer night-time strolls and impressive deck-side ambience. Best of all, it can be a great point of difference for you over other decking companies, while being simple to install and no need to subcontract out to a sparky (all you need is a power source nearby).

## Add Class To Any Outdoor Area

Trex's Deck Lighting System includes two types of lights which can be used to light up any outdoor space.

**Recessed Deck Lights** – Can be used to light up paths to and from a deck and the deck itself. These recessed deck lights can be installed into almost any decking material or railings for that matter.

**Stair Riser Lights** – Can be installed into step risers and are durable enough to handle years of foot traffic.

Together these lights can be combined to create a one of kind lighting system for each of your clients. With black, white and bronze colours available you'll be able to match the lights to any design.

## Don't Worry They're Easy To Install.

Trex have developed a proprietary installation system – The wires can be daisy chained together. A system of splitters and hubs means you don't have to split wires. Just plug everything in and it is good to go.

There are dimmers and timer controls available as part of the system giving you and your client total control of the finished look.

Your client will save 75% on the power costs compared to incandescent systems. Trex Deck Lights uses only CREE LEDs which are the world leader in energy efficient lighting. It is durable to boot – the lights are water, salt and air resistant even in the harshest climates, which is why Trex offers a 7 year warranty on the LED lights and housing.

If you need more information you can always get in touch with your rep or check out our NEW display deck the next time you are in our yard – which features some Trex Deck Light lighting.



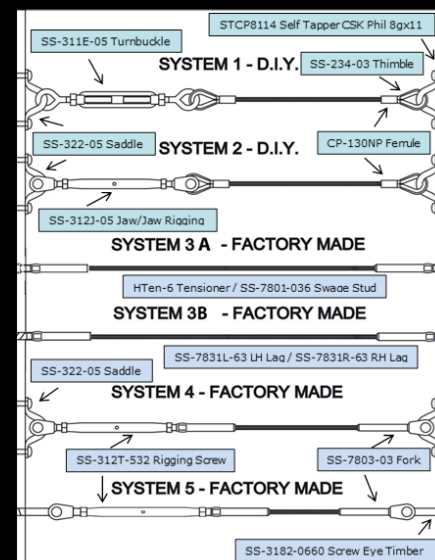
Remember We Also Supply Wire Balustrades.

While you all know we are the place to go for timber for decks posts and stairs, we also supply wire for balustrading systems.

For both timber and steel posts we offer a variety of different systems that will work with your client's design, look amazing and be easy for them to maintain.

Just supply the measurements, and what system you want (see below) and we can take care of the order for you so that it is all ready to install on the job site – no swagging wires or any of the fiddly stuff. Just drill your holes and run your wires, tension (if required) and you are done.

FYI – We can also supply the DIY Kits if required.



## Wall And Ceiling Decorations Just Got Easier

Everybody knows EasyCraft's decorative wall and ceiling panels look great, are cost effective and are quick to install, but not too many people know how impact resistant and durable they are. The structural composition of the panels make them the perfect choice for both residential and commercial applications. You don't need to compromise design and aesthetics for durability and performance.

Ask Wilsons about the wide range of EasyCraft profiles and products that can quickly and cost effectively add another dimension to any environment.



## Come And Have A Good Fun Afternoon And Support A Great Cause.

If you'd like an afternoon out on Saturday, August 24 – then please consider joining us and the 'Women in Forests and Timber Network' (WFTN) to raise some money for "Friends with Dignity Australia."

*Friends With Dignity is a national not-for-profit community organisation providing assistance to men, women and children who have been displaced by domestic violence.*



*They work with a network of refugees and community services to provide critical and practical services for people who are displaced due to domestic violence.*

*There are no paid positions at "Friends With Dignity." We are all dedicated volunteers who believe in a world where everyone has access to a safe and loving home free from violence and abuse.*

Everyone is welcome – Men, Women, Families and Friends – you don't have to work in timber or be a tradie. Everyone is welcome to come and enjoy a really fun afternoon out.

**When:** Saturday 24<sup>th</sup> August  
2:00pm - 5:00pm

**Where:** The Pineapple Hotel

**Who:** Women, men, family & friends are all welcome

**Tickets:** \$30 and include a welcome drink, canapes and \$5 donation to 'Friends With Dignity.'

Wilson Timbers has a crew of eight going and we are looking forward to seeing you there as well.



**WILSON TIMBERS**  
The Hardwood & Decking Specialists

Wilson Timbers  
13 Davey St  
Moorooka  
Qld 4105  
Ph: (07) 3277 1988  
E: [info@wilsontimbers.com](mailto:info@wilsontimbers.com)  
Web [www.wilsontimbers.com](http://www.wilsontimbers.com)