



# Measure Twice Cut Once

DECEMBER 2018

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

## Getting To Know You: Erin Gardner

Erin is the Marketing and Sales Manager here at Wilson Timbers, she has been guiding the sales team for over a year now, but has recently added marketing to her job description. After years with us as a rep she earned this promotion. Erin is also the person who coordinates this newsletter and makes sure that it gets into your hot little hands every month.

After exhausting every other staff member on the Wilson payroll, Erin has been 'politely' forced to take her own medicine and do a staff profile.

Here's Erin's view of the world:



- 1. How long have you worked at WT's for?** *"13 long years, this month"*
- 2. Tell us something we may not know about you?** *"I nearly died, I got meningococcal when I was like 19. I was covered in these red spots and I couldn't walk when I finally got to the hospital. They thought it wasn't a big deal and were about to send me home. My boyfriend at the time noticed a purple dot inside the red spots. Once the doctors saw that I was admitted. If I had of gone home the infection could have been so bad that I might have lost limbs or even my life."*
- 3. Favourite quote?** *"If you CAN solve your problem, then what is the NEED of worrying? If you CANNOT solve a problem, what is the USE of worrying?"*
- 4. Best accomplishment?** *"I set the goal of running a half-marathon and I completed one in 2014. That was enough."*
- 5. Go to karaoke song?** *"It depends, solo it's '9 to 5' by Dolly Parton. As a duet, 'Don't go breaking my heart' by Elton John and Kiki Dee."*
- 6. Worst habit?** *"I have two – I can't make a decision and I'm a perfectionist."*
- 7. All-time favourite movie?** *"I have two – 'Dirty Dancing' which is a classic and Casino I just like Robert De Niro in it – he's so manly."*
- 8. Where do you see yourself in 10 years?** *"I would like to be out bush, away from civilization and*

### In This Issue

- We FINALLY get to know Erin
- A brand new screening option
- A chance to choose a good cause and then help us, help it
- Black is the new black in construction

*be semi-self-sufficient."*

- 9. Dream job?** *"I know it is super-cliché but I'd like to be working with animals, it would be fulfilling."*
- 10. What is one thing you have learnt this year?** *"So many people are ruled by their egos. So treasure the genuine people in your life."*
- 11. Have you ever purchased anything you regret? If so what?** *"Although I don't regret it, a lot of people have looked at me in horror when they find out I spent \$4,500 on wine when I went to the Barossa Valley. I've become a wine snob."*
- 12. When do you feel truly "alive"?** *"When I'm out hiking or bush walking – it makes me feel like I'm one with nature."*
- 13. What weird food combinations do you really enjoy?** *"None! I hate it when different foods touch. Potatoes can't touch peas and neither of them can touch the meat. I can't have two different types of meat. Chicken and bacon are right out."*

## Bracing & A Form 15.

A lot of our clients have used Level Master adjustable stumps in their builds over the years (to rave reviews I might add). However, what gets overlooked is that Level Master also supply cross-bracing with a Form 15 (when required).

If you need bracing for an upcoming project then by all means get in touch with your rep so they can get you a quote or you can just order from us (the choice is yours).



## Important Reminder: Christmas Trading.

Just in case you don't know what's going on here are our trading hours for Christmas:

**Finish:** 11am Friday 21st  
December

**Re Open** 6am 7th January 2019  
Have a safe and happy holidays!

# Keep The Sun And Annoying Pests Out And Increase Air Flow All While Looking Stylish.

We've teamed up with Phantom Screens as a way to add screens to your projects seamlessly and easily. Phantom Screens provide THE largest motorized screens on the market, up to 8m wide by 5m high. No other screen provider comes even close

These screens are ideal for creating shade outdoor areas when the sun is beating down on them or creating privacy when your clients need it as well as obviously protecting them from nasty bugs.

Phantom Screens can also be used to cover large openings with multi-panel, sliding, stacking or bi-fold doors – and are a great way to facilitate air flow and block out the sun during some of the day before being retracted from sight when they aren't needed.

Phantom screens can also be fitted to standard doors and windows as you need them as well.

We can provide you with an estimate with just the measurements of the opening. As part of our agreement, Phantom Screens also installs. If you would like an exact price we can arrange for the installer to come out and do an exact measure up so we can provide you with a quote. Just ask your rep for a quote.

Come on in and check out the display for yourself and feel free to send your clients in to view and test the automated screens for themselves. They'll be impressed with the ease of operation, and the range of materials/colours we can supply.





# Calling All Volunteers.

On a fine spring day, the 'ladies' in the office started talking about those fireman calendars that get done for charity. We thought builders are every bit as good looking as firemen, so we should start a competing calendar and raise money for a worthy cause. We'll be selling it on social media and at work related functions and more – promise this isn't a harebrained scheme.

As far as we know it would be the first builder's calendar in the world.

The plan is to produce and have them ready for the 2020 year. This will give us a good 6 months to shoot and produce to start selling August 2019. Could be a great Christmas present for wives, mothers, sisters and even nannas.

## We need your help though!

Erin is looking for 12 brave men to volunteer or 12 groups of brave men to volunteer. If you volunteer early you get to choose your month and

we'll see to it you get a bit of self-promotion on your featured page.

Just so you know, we are in the process of choosing a charity to support. It will be an environmental/sustainability cause, but as we go to print we still haven't chosen one. We'll be sure to announce it here as soon as we choose.

If you would like to be part of this first of its kind project or have a suggested charity that needs or deserves support then could you let Erin know by emailing [erin@wilsontimbers.com](mailto:erin@wilsontimbers.com) or giving her a call and she'll be in charge of bookings and we'll be filling the months on a first come, first serve basis.

We promise to take care of everything and make it a lot of fun for the fellas all while helping a great cause. It will be tasteful too – so there is no need to be concerned.



## Better Late Than Never!

Remember the big hail storm a few years ago? We do. Every day we went outside and looked at the company cars. We knew the ones that didn't have any signage were all the ones that were damaged in THAT hail storm

In a 'better late than never' moment, we finally got around to getting those long neglected cars re-signed. I'll admit we took the opportunity to try something new – this is what the guys at Best Signs at Morningside did for us:



Hope you like the new design!

A big thank you to the crew at Best Signs in Morningside for their hard work.



## No Longer Stumped.

About 6 months ago we ran out of concrete stumps when our supplier was bought out. Since then we struggled to find a new supplier – finally we got a supplier lined up – it turns out, we are getting the same stumps as before, we are just buying them differently.

We've got concrete stumps back in stock. In both 467mm and 600mm lengths.

They are there ready for your next project. Be sure to include them in your next quote.



## Simpson Strong-Tie's Outdoor Accent Range: Looks Like Bolts With The Ease Of Screws.

Simpson Strong-Tie have just launched their new Outdoor Accent range. It's a decorative range of timber connectors and fasteners that make building custom timber outdoor easier and more stylish.

We didn't have 100% attendance at the Simpson Strong-Tie BBQ last month. I thought we should catch you up on this brand new range of matt black decorative hardware that feature a technological break through.

The Outdoor Accents range's technological breakthrough is a patent-pending washer that is designed to look like a bolt however it is screwed in. The Sawtooth™

point on the screw allows for faster installation, requires less torque and requires no pre-drilling of pilot holes. These screw and washers are designed to fasten the mission style Outdoor Accent post bases T and L straps and angles.

The post bases are well designed – keeping timber off the ground and away from moisture while still being easy to install.

The Outdoor Accent range is in stock at our supplier's warehouse. If you need more information then get in touch with your rep and they can hook you up with the brochures and talk you through the range.



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