



# Measure Twice Cut Once

SEPTEMBER 2019

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

## Nathan Wins 'Most Pets At Wilson Timbers' Award!

We thought we might get everyone to show off their fur-children, Nathan brought in photos of the 14 pets he takes care of. Nathan and Bianca breed Sphinx Cats, Jack Russell Terriers and Bulldogs for a bit of holiday money. Nathan's fur family get it's own article and we'll get to everyone else's furry family members in the coming months.



**Bellatrix** – The youngest breeding sphinx cat in the family. Sphinx cats are so rare here she was brought into Australia from New Zealand.



**Tiffany** – The oldest Sphinx cat in the house. She may be pregnant or fat. Most likely pregnant.



**Fish** – Newest member of the family. It's actually Nathan's sister's dog but they are taking care of her.



**Gidget** – A good mum, she's the other female Jack Russell, and has been a good breeder.



**Cardiac** – The family troublemaker. Always barking at the neighbour and getting the other dogs to do the same. Only gets away with it because he's a pet – not a breeding dog.



**Vages** – The family security dog of two years. She's bigger than a lot of male rotties.



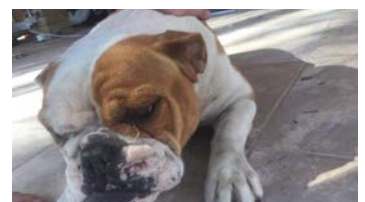
**Chucky** – The stud Sphinx Cat. Life is good for Chucky.



**Duggie** – Nathan and Bianca's stud Jack Russell. He's actually pretty stocky for a Jack Russell.



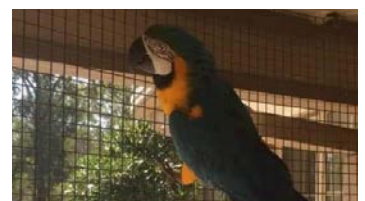
**Lola** – She is the oldest bulldog in the family at 11 years.



**Pikelet** – The newest and she is expecting with one pup. Exciting times.



**Joey** – Nathan and Bianca's son's budgie. His grandparents got it for him and he loves Joey.



**Minty** – He is a 10 year old Blue Macaw, which can live for 150 years.

### In This Issue

- Nathan's Zoo
- We have some winners in our midst
- How the industry is combatting the illegal timber trade
- What you missed at the Builder's Coach Workshop

## Make Sure You Get The Right Wrap

There has been a lot of conflicting information about what building wrap to use for different claddings.

Each of the cladding suppliers have their own specifications (when in doubt, check them out).

Most are now requiring the same water barrier, vapour permeable class as Hardies (which is High Water Barrier Vapour Permeable Membrane - Class 3 or 4) in order to warrant their product. Bradfords Enviroseal RW ProctorWrap is the way to go, and is very cost effective compared to other options on the market.

If you are unsure what wrap to use for any project just touch base with your rep and we can advise you on what to do.

We just purchased 40 rolls of builder's wrap just before all the cladding suppliers changed their recommendation. With the change in recommendations it can really only be used for brick veneer walls - so if you are building in brick we got some builders wrap - you might be able to get a good deal on it.



## Eclat Building Co Wins Master Builders QLD Gold Coast Renovation Project Under \$750,000!

Congratulations to Andrew and the team at Eclat Building Co. Their restoration of the Herrmann House in Kalbar was amazing and a well deserved winner of the Master Builders QLD Gold Coast Renovation Project Under \$750,000.

So if you are heading out towards Moogerah Dam, be sure to stop in at Kalbar and check out the Herrmann House. Eclat also did the restoration of the White Chapel and built the Black Hall in the main street of Kalbar. They all look amazing. What a wonderful place

to get married and hold your reception. Imagine the gorgeous photos!

It was an honour to work with you on this project Andrew! Looking forward to the next one.



## A Redchip Constructions Project Is Featured In Home Beautiful Magazine.

Luke and his team at Redchip Constructions just had their Hamptons look home in Cooparoo on the first page of Home Beautiful Magazine Volume 2.

Awesome job Luke. Luke used a lot of James Hardie product lines for this job – HardieDeck, Linea, Axon, Hardiflex

and Secura Flooring as well as Villaboard. Love its style – this project looks like an instant classic.





# Some Feedback And The Other Side Of The Illegal Timber Trade.

To say we got some feedback about the illegal timber article we wrote a couple of months ago would be putting it mildly.

It prompted a whole lot of research into the other side of the debate.

If there is a way that we can avoid supplying illegally harvested timber to you we will do it. We received a lot of feedback about how the 2 main suppliers of Merbau/Kwila are working very hard to combat this problem – so we thought it best to update all of you on what we found out.

We've spent quite a bit of time reading and researching the certification programs available. Some are:

- Certisource
- DNA Lumber
- Natures Barcode (which is new)
- PEFC
- FSC

Of these, FSC claim to be the best. It makes sure the timber is legally logged – they check using DNA testing of the trees and trace it back to the place of origin – it's really thorough. They also make sure the logging companies adhere to other social obligations such as replanting, managing erosion and maintain roads in the areas they work, as well as pay locals fair wages and support the infrastructure for the local villages too.

The big problem is FSC certified Kwila costs about 10% more. Would you pay it? I hope you could explain to your clients that your competition may be cheaper because they won't pay for certified timber. The other problem is there isn't that many FSC certified Kwila product lines available. T-Pac one of our suppliers of Kwila is working to expand their range of FSC certified Kwila.

Honestly we've found the certification processes each of these groups use, a little confusing. Maybe we aren't looking in the right place? Or maybe it's intended to be that way for a reason? But rest assured we will not give up. We welcome any supplier who wishes to take us to Indonesia and show us firsthand the process and the sustainable way they log

timber and run their mills. We will even pay our own way! Although this wouldn't get to the bottom of the issue, it would certainly give us a deeper understanding of the role we all play in the war against illegal logging.

All of our suppliers assure us that their product is 100% legit – which is what we expect. Their product is certainly certified by one of the many certification programs. We're after some transparency about the certification process – as soon as we start probing we have our concerns. Nobody doubts that our suppliers are doing the right things – there is just a nagging feeling that something is amiss somewhere way back down the line. We will continue to explore this, and it's up to you to do your research too and make up your own minds on the issue.

Hopefully you can help reassure us that we are just being paranoid.

At the same time we have found this link from May 2019. All about flaws in Indonesia's certification programs, mainly SLVK certification which we accept here in Australia as an approved certified product. <https://news.mongabay.com/2019/05/in-indonesia-a-flawed-certification-scheme-lets-illegal-loggers-raze-away/>

## Happy Retirement Cameron Innes!

Cameron Innes of Inntec Refurbishments has decided to retire. It certainly marks the end of an era for us here at Wilson Timbers. Cameron has been a loyal customer of ours for 40 years now!

Thank you for your loyalty and support over all that time Cameron, you will be missed.

Digging through his archives Cameron found a photo of himself with the late Col Wilson from the 80's.



## We Love Feedback!

We always love hearing from you be it about the newsletter or anything else. We received a couple last month regarding our article on buying Sustainably Logged Australian Species Decking.

Here's what you had to say:

*"I want to say how delighted and 100% supportive of you I am, as a builder/carpenter of 30 years in your aspiration to become Brisbane's first timber yard to stop selling imported timber. It's a worthy vision and gutsy position to take and promote through your newsletter and for me a plus that will send more business your way. For me the greatest challenge is handrails and finding an alternative to Kwila. You used to be able to source ironbark and spotty gum handrail components that I used and promoted shamelessly as a sustainable difference to my competition. It would be great to find a new source."*

*"I have a long history of environmental activism and concern that could be seen as in conflict with my profession but we all need houses and the future needs fundamentally different approaches to how we treat the planet that start at the bottom up such as you and me making environmental choices not financial. So good on ya and thank you."*

Oliver Bergel  
OB Carpentry

*"Really liked the July issue. Nice car Di. But most impressed with the rest of the issue. That's why I use Aussie timber and why I get it from the best in the business. Kudos to the editor."*

Daniel Berry  
D&K Constructions

# Recap From Kurt's Influence And Scaling Workshop.

Frankly, the team at Wilson Timbers were blown away by the quality of Kurt's workshop. From the feedback forms so were the attendees. There was a lot of positive feedback and it seemed like many of the attendees came away with a renewed focus on the importance of marketing, becoming an influencer and using Kurt's marketing ladder.

It seemed like everyone had a personal breakthrough on the day.

Kurt covered

- The importance of marketing (marketing generates leads, without leads you can't win jobs).
- Getting a marketing strategy, believing in yourself and taking action (without action the best strategy in the world is worthless).
- Engage with suppliers and other social media influences (so you can get more leads).
- He spoke about the importance of having a mentor. The importance of sharing with other builders, getting together, discussing what works and what doesn't (you can learn from your friends if you want to and help each other solve problems too).

We also heard from our sponsors on the day:

- Hurfords – Who filled everyone in on timber species currently available as alternatives to typical species and some info on some new product lines.
- Trex/Decking Solutions – Spoke about the benefits of Trex Decking and opportunity to become a Trex Pro Deck Installer.
- Weathertex – Sustainability benefits of the product range and the manufacturing process.

Finally, we heard from Brendon and Andy of King Builders, and their experience with working with Kurt. They connected with Kurt after attending our Builders Coach Workshop last year. Hearing them speak it was clear that they were excited about their business moving forward. Andy spoke passionately about the changes they have made to the business and how they now, choose their clients instead of the client choosing them. How great is that!!!!

Word is a couple more of our builders have reached out to Kurt over the last few weeks – we hope their business comes ahead in leaps and bounds too.

Kurt is going to contribute a monthly article in the newsletter. We would like to put on another workshop in about 12 months' time. Hopefully we will see you there.



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