

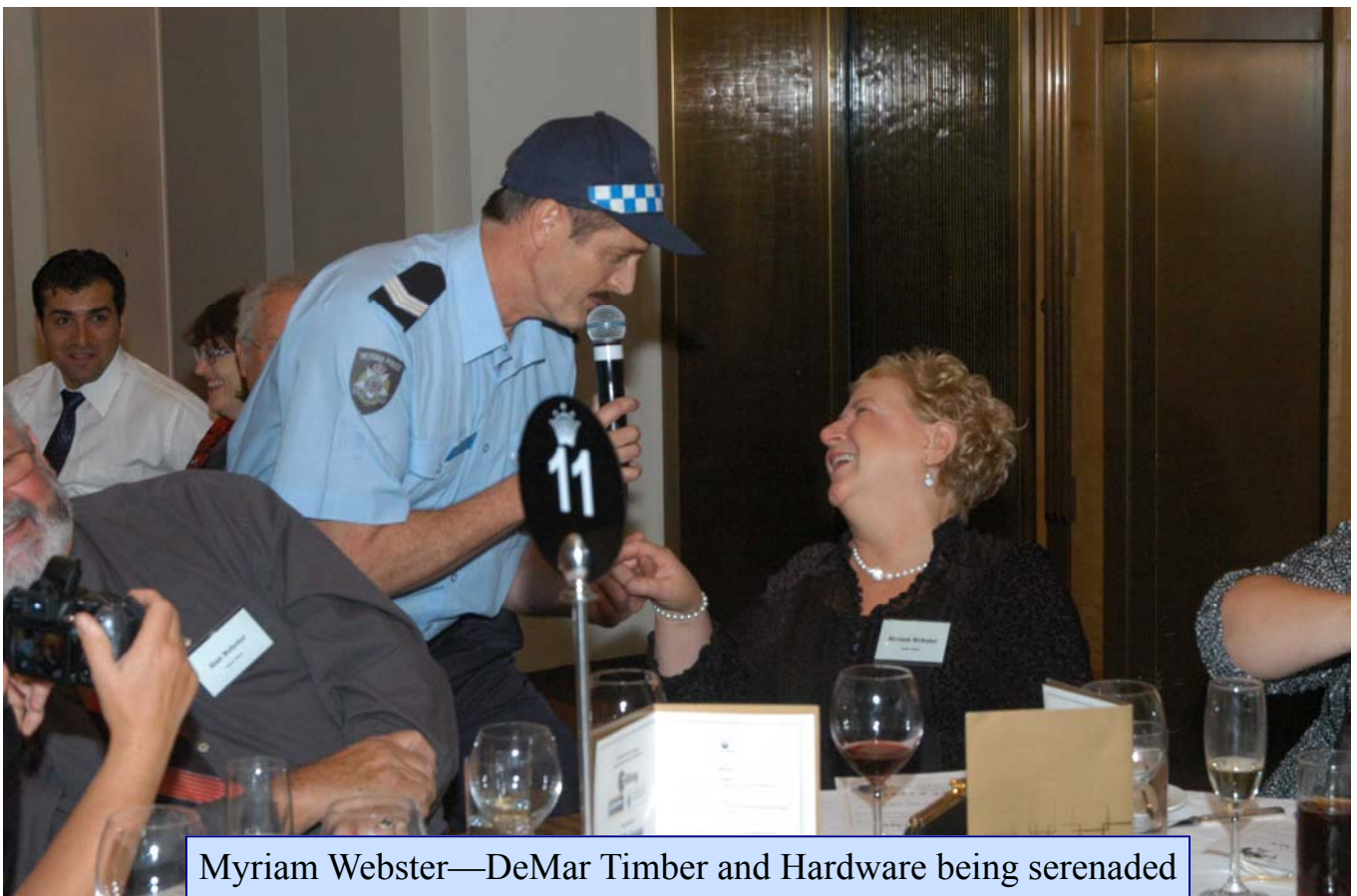
NEWSLETTER— August 2011

Welcome to ‘**SPLINTERS**’ the newsletter that keeps our members informed of TMA issues.

TMA Annual Charity Dinner

Our annual dinner was held on Thursday 30th March 2011 at the Crown Complex. With nearly 200 delegates in attendance it was a resounding success and we were very pleased to donate \$12,000.00 to the Burns Unit of the Royal Childrens Hospital from proceeds of the auction and the raffle held on the night. We were entertained by the incomparable **COPERA**, who serenaded some of our lucky members and then we sat back to listen to a dynamic presentation by David Parkin.

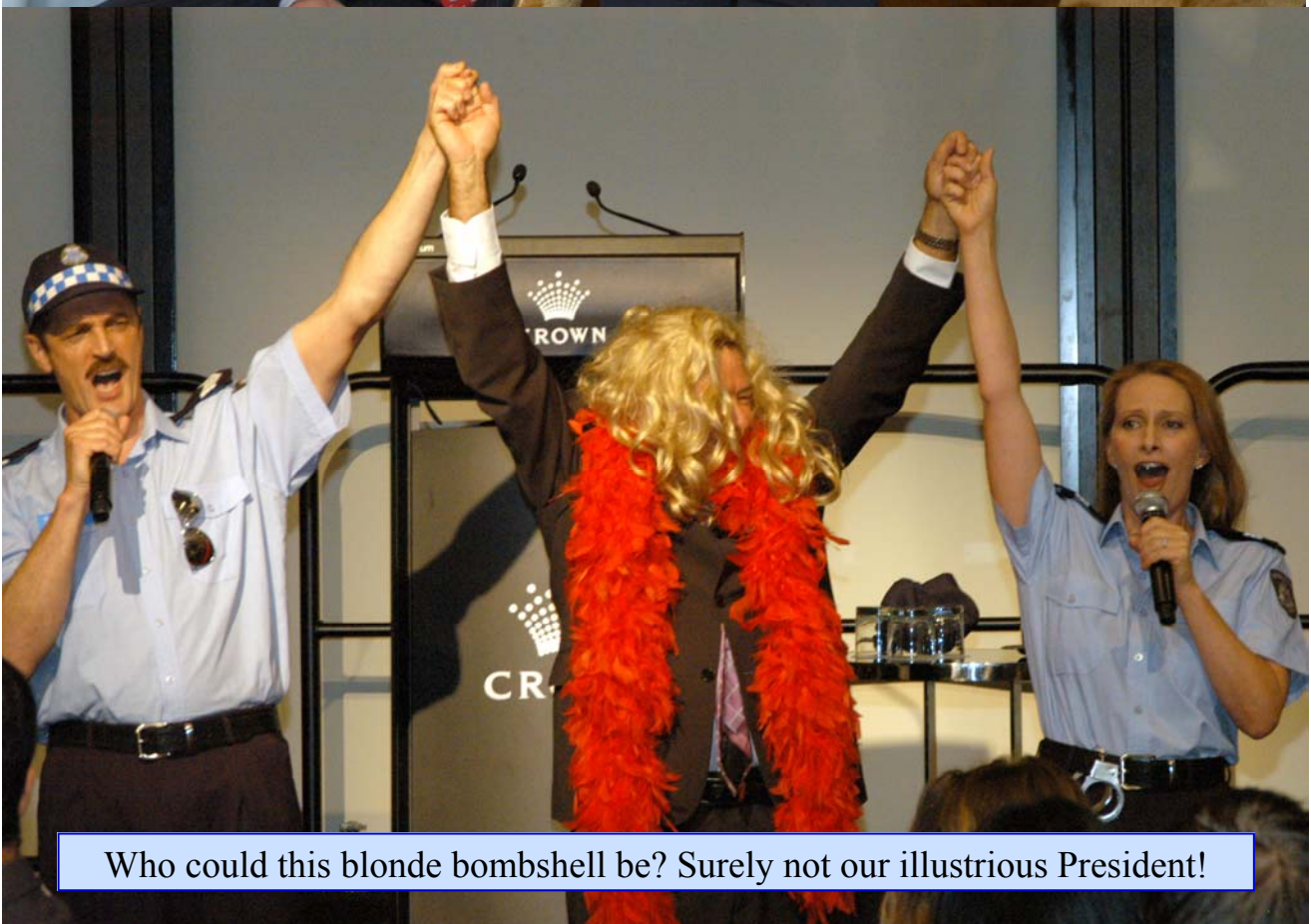
A special thank you to our sponsors Travel Design International, Lamcal Building Supplies, Tilling Timber, A.Lewis & Co Pty Ltd, AKD Softwoods, Outdoor Timber, Peuker & Alexander, Emrack International, Winners Recruitment and Timber Trader News.



Myriam Webster—DeMar Timber and Hardware being serenaded



Tony Mathews—Mathews Timber joins in the fun of the evening



Who could this blonde bombshell be? Surely not our illustrious President!

SPLINTERS



**Sixth
Edition**

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New force recruits Ron Caddy & Peter Roberts flanked by the entertainers Copera



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Frederick O'Connell scholarships were presented by Tabitha Lovett, Head of Philanthropy, Equity Trustees to six out of the seven successful recipients.

Scholarship winners were:

Rebecca De Wys – Dahlsens
Briana Gilbert – Dahlsens
Lexie Griffin – Dahlsens
Tom Webster – DeMar Timber & Hardware
Hayden Schreurs – Fagg's Mitre10
Kari Robinson – Lamcal Builders Supplies
Alex Holland – Bendigo Truss Plant



Anita Hopkins, EQT, Briana Gilbert-Dahlsens, Tom Webster-Demar Timber & Hardware, Kari Robinson-Lamcal Builders Supplies, Rebecca De Wys-Dahlsens, Hayden Schreurs-Fagg's Mitre 10, Lexie Griffin- Dahlsens and Tabitha Lovett EQT.

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Membership

Membership continues to steadily grow with new members enjoying the many benefits available and in particular our increased involvement with industry matters.

New members are:

ABCO Wholesale Pty Ltd
TBM Wholesale Timber Products
Kilkenny Lumber
G.Gay & Co Pty Ltd
Platinum Global Vietnam (Associate Member)
Timbeck Cedar Products
A.G.Brown Sawmillers

Breakfast Meeting – ‘Six Star Energy Solutions using Timber’

Over 60 delegates attended our breakfast meeting held on Thursday 23rd June 2011 at Bruce County Motel. Boris Iskra from Wood Products Victoria gave a very informative presentation. 6 Star Energy Rating was introduced on the 1st May 2011 and all members should be conversant with the new requirements.



David Murhan – Selleys, Jason Webster & Geoff Bagg- Corinthian and
Marcus Johnston – William Russell Doors



Also attending the breakfast Bowens Timber & Building Supplies staff
Standing – Tristan Cockshutt and Mick Lamb
Seated – Mick Grattan, Rick McKenzie, Steve Hollow and Danny Lamb

Timber Product Knowledge Course

Cost: Members \$198.00 Non-members \$275.00

The half day course offers an overview of the timber industry to participants and expands their product knowledge to offer better customer advice and service. It also provides a better understanding of timber grading and the applicable Australian Standards. A one day industry tour is included with the course and will visit a Pine sawmill, Processing and Finger Jointing plant, Treated Pine plant and large Merchant yard. Contact Peter Roberts for further details. Course subjects as follows:



Contents

Timber technology

The nature of Timber
Hardwood v Softwood
Components of Timber
Reaction wood

Sawmill practices

Breaking down patterns
Quarter sawn & Back sawn

Seasoning of Timber

Why dry Timber
Water in wood
Shrinkage
Moisture content & moisture meters
How timber dries
Timber flooring

Timber defects and grading

Grading & Australian Standards
Timber species and strength groups
Grades of timber
Moisture content, Sizes, Defects
Building codes

Treatment of Timber

CCA treated pine
Hazard levels and treatment
LOSP treatments
Alternative treatments

Manufactured timber products

Particleboard
MDF
Plywood
Engineered Wood Products

Timber Finishes

Paint
Stains & Clear finishes

Timber Mouldings

Life Cycle Assessment of timber
Environmental Credentials

NEWSLETTER — August 2011***Industry Representation*****Forest and Wood Products Council (FWPC)**

President Ron Caddy attended the last FWPC meeting held in Sydney on the 9th August 2011 which was also attended by the Minister for Forestry, Joe Ludwig. High on the agenda was the debacle that has occurred in Tasmania regarding the Federal and State Governments announcement to dramatically reduce the hardwood resource. We are in discussions with FIAT and other relevant associations to offer our assistance.

Australian Forest Products Association (AFPA)

AFPA was formed with the merger of NAFI and A3P. A Policy Forum meeting was held on the 20th July 2011 in Melbourne with various sections of the timber industry represented. The group was split into 3 chambers: Resources, Processing and Pulp & Paper. The TMA attended the Processing chamber which identified the need for technical and marketing sub committees to be appointed to consolidate and promote our industry.

Wood Products Victoria Ltd (WPV)

Peter Roberts attended the last WPV meeting held on Thursday 18th August 2011 as a proxy for Ron Caddy who sits on the Board. WPV provide valuable technical advice provided by Dr Alastair Woodard and Boris Iskra. More recently Dr Woodard has been communicating with the Green Building Council promoting the attributes of timber and in particular timber's life cycle assessment (LCA) credentials.

Senate Inquiry – Illegal Logging Prohibition Bill 2011

We were part of a joint submission with the Window & Door Industry Council (WADIC) and the Decorative Wood Veneers Association at the Senate Inquiry held on the 16th May 2011 in Canberra. Senators Richard Colbeck (Lib), Kerry O'Brien (Lab) and Christine Milne (Green) were present. Legislation is still being formulated and further meetings will be convened by the Dept. Agriculture, Fisheries and Forest (DAFF).

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Website www.timber.asn.au

Our website continues to grow in popularity averaging over 22,000 page hits per month. Popular sites are 'Members Directory', 'Product Search Directory' and 'Display Centre'.

Bookshop

We have an excellent range of timber publications for sale which are great 'point of sale' products. Full details available on our website www.timber.asn.au or contact Ingrida on 9875 5000.

Showroom

For the first 6 months of the year total enquiries were up by 13% and Showroom visitors were up by 30%. The following analysis shows the number of visitors and the product enquiries for the six months to 30th June 2011.



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Total number of visitors to the Timber Advice and Display Centre from January to July 2011 was 2926 with 5457 product enquiries.

Adhesives for Flooring	58	Insulation Acoustic	24
Adhesives for Timber Manufacture	12	Modwood	96
Beams Laminated	36	Mouldings	54
Beams Mechanical	21	MRTFC	11
Bench Tops/Cupboards	9	Particle Board / MDF	40
Cladding and Lining Exterior	106	Pergolas and Carports	50
Cladding and Lining Interior	55	Plasterboard	10
Coatings / Finishes	382	Plywood	34
Preservatives	40	Publications	57
Decking	291	Australian Standards	25
Door Hardware	313	Seminars & Courses	9
Doors	97	Span Table Information	72
Fasteners / Connectors	70	Stairs	28
Fencing Material	37	Termites & Borers	23
Fencing—Looking for Quotes	15	Timber Decay	22
Fire Retardants	11	Timber Technical Data	256
Fire Retardant timbers where to buy?	14	Timber Grading	32
Fire Retardant Timbers What Timbers can I use?	18	Timber Identification	25
Five Star Rating Information	2	How to care for Timber	176
Choosing a Species (Colour)	352	Treated Pine / Durables	143
Floor Laying Techniques	226	Cypress pine	61
Floors Bamboo	133	Veneers	44
Floors Floating	208	Where and What to buy	309
Floors Stick Down	315	Windows	21
Floors T & G	318	Builders Checking what's new	59
Floors Parquet	81	Owner builders browsing all displays	165
Floors Problems	105	Not Ascertained / Other	26
Framing/Structural	111	Total	5457
Furniture Timbers	94		
Insulation Thermal	55		

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Member Benefits that are available to you.

Special NAB Merchant card rate – 0.6%, no establishment fee.

Caltex Fuel Card – 3.25 cents discount off pump price for unleaded and diesel fuel.

Credit Application Forms – personalized electronic version, one off cost \$75.00 plus gst.

Website Advertising www.timber.asn.au – banner ads available for \$1,000 incl. gst linked to your own website.

Travel Benefits – Travel Design International (03) 9686 2555 special discounts for members.

Canon photocopiers – CSG Print Services, Steve Norman 0408 555 362, \$500.00 rebate to members on purchase of a new copier.

Staff Recruitment – Special recruitment rates from Winners Recruitment, John McCaskill (03) 8823 5700

Apprenticeships & Traineeships – MEGT (Australia) 1300 365 022
www.megt.com.au

Frederick O'Connell Scholarships – tertiary scholarships available to member's children and their staff's children. Applications out January 2012.

Insurance – Austbrokers Phillips Pty Ltd provide comprehensive cover for all member's insurance requirements.



TRADE CREDIT INSURANCE – Exclusive arrangements now available to TMA members via Austbrokers Phillips

There would not be too many businesses which do not insure against Fire, Business Interruption, Burglary and Public Liability.

Likewise most business owners would take out trauma, life or income protection insurance.

However, only very few business owners take out trade credit insurance to cover themselves against bad debts. Credit insurance has been available for a long time and should be considered by businesses as protection against bad debts.

Trade Credit Insurance protects business customers against commercial bad debts that arise when selling goods and services on credit terms to other businesses. It is an ideal solution to protect business profitability and enhance management processes.

HOW DOES TRADE CREDIT INSURANCE WORK ?

Generally 85% cover for insolvency of trade debtors

Cover is available for “protracted default” which is deemed to occur when every endeavour to recover the debt and/or render the buyer formally insolvent has been made without success, for reasons beyond the insured’s control (satisfactory evidence of debt is required).

Premiums generally range from .15 % to .7 % of insurable turnover depending on the risk covered, indemnity level and excesses selected.

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Credit information and advice is available from your insurers as part of ongoing service support

Premiums are generally able to be paid annually or six monthly

THIS TYPE OF COVER WILL HELP

Protect your liquidity and cash flow

Preserve your profit and allow you to grow sales with confidence

Manage your credit policy and enhance your management information base

Enhance your credit or trade finance facilities and provide opportunities to restructure borrowings with your bankers

For further details contact Rose Dee, Austbrokers Phillips (03) 8586 9316

Peter Roberts
Executive Director