june 2010

TABMA QUEENSLAND
QUALITY • SERVICE • INTEGRITY

TABMAtalk

quote of the month

"One does not need to be a good fighter to put up a good fight."
P.K. Shaw

this issue

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A MERCHANTS VIEW OF TABMA QLD SCHOOL BASED TRAINEESHIPS

TABMA Queensland recently placed a school based trainee with one of our merchant members. Fineline Timbers at Woodridge is a long term member of TABMA Queensland and their Manager, Brad Ford is also a Director of TABMA Queensland. I recently spoke to Brad to gain his perspective in relation to his new trainee.

Karen: Why did you choose to employee a school based trainee?
Brad: There are a couple of reasons, first up; we have the need in our yard for an extra set of hands but not fulltime. When I looked around at various options, the school based trainee suited best. The second reason is the opportunity to give a young, local person a go and provide them with a head start in our industry. I'm a strong believer that in order for the industry to survive into the future we must train our own. Most of us were given a start at some stage; in fact I started in our industry as an office trainee at Ringwood and Ply during the recession of the early 90's. Without the forethought and tutelage of employers like John Kilminster, where will the next generation of industry staff come from? This responsibility falls on all of us and we all need to play our part in securing the future of our industry not mention our own businesses.

Karen: Why TABMA Queensland?
Brad: TABMA know our industry the best, they know all the good, bad and ugly. As TABMA Queensland performed all the short listing for us, they can convey to the employee a realistic view of employment conditions and expectations. To me it's pretty simple, I don't go to a Holden dealer to buy a Ford, nor do I go to a generic employment company to secure Timber Industry staff.

Karen: So how did you start this process?
Brad: I was surprised at just how easy it was! I phoned Alicia and explained what I was looking for and Alicia did the rest. In no time at all, Alicia had visited all the local High Schools and called for applications. Alicia then interviewed all applicants and sent 4 to me for the final interview. I was surprised at the calibre of the applicants and their enthusiasm to work at Fineline Timbers. It's good to see that the next generation are keen for a head start and are prepared to do the hard yards to get there.

Karen: Did it take up much of your time?
Brad: Not at all! Alicia kept me up to date on how she was progressing, so I didn't need to follow up or worry about it at all. Sometimes you just need to trust people, as I said before, Alicia knows the industry and knows Fineline Timbers, and I just needed to let her get on with what she does best.

Karen: So how is your trainee going?
Brad: John has fitted into our culture perfectly. This is all down to Alicia and her interviewing techniques. Alicia has a good eye for spotting the right candidate, all I had to do was trust her judgement, and I'm glad I did. John is reliable and keen, I'm sure he'll be here for some time.

Karen: So summing up, how would you rate your experience with a TABMA school based trainee?
Brad: Excellent, this was far easier than I originally thought it would be. My only regret is not doing this earlier.

So what are YOU waiting for? Let's all get together and train for our futures. Trainees provide a win/win for employers and the trainee. They don't cost the earth and TABMA Queensland will organise everything. Stop whingeing about not being able to recruit experienced staff and do something about it.

Timber & Building Materials Association (Queensland) Ltd
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FORTITUDE VALLEY QLD 4006
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Alicia Oelkers Group Training & Recruitment Manager
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Membership Anniversaries

For the month of JUNE, the following TABMA Queensland members are celebrating their membership anniversaries. Thank you for your fantastic support of the Association!

GILL & CO (Cleveland) - 9 Years -

GILL & CO (Rocklea) - 9 Years -

VERSACE TIMBERS - 9 Years -

WOODHOUSE TIMBER CO. - 9 Years -

LAZARIDES TIMBER AGENCIES - 6 Years -

CONGRATULATIONS!

STRATEGIC RECOMMENDATION REPORTS: Timber Decking Markets and The Alterations & Additions Market

The Timber Development Association [TDA] conducted research on behalf of the FWPA into two specific sectors of industry; the Alterations & Additions Market and Timber Decking Markets. In conjunction with this research a series of free forums were held throughout Australia to share some of the information from their research and gain feedback through discussions with industry representatives. In Brisbane this forum was held 8 April, 2010.

The two reports from this research project have now been released and outline key findings and strategic recommendations. If you would like copies please contact our office and I will forward to you. The executive summaries of their reports are outlined below:

TIMBER DECKING MARKETS

While a small range of new products have been introduced to the local decking market, timber currently retains the pre-eminent position in this market amongst those surveyed. Virtually all users demonstrated clear preference for timber decking on the basis of its natural appearance, overall reliability and ease of use. However, complacency from the local timber decking industry can only lead to increasing attack and market share losses to emerging alternative products. It is also important to note that all user segments report a high product failure/dissatisfaction rate associated with treated pine decking, resulting in its choice as the 'low end product solution'.

The timber deck market size was estimated to be around 145,000m^3, with hardwood, particularly imported hardwood, dominating the market. The overall growth of the sector has been targeted as a lucrative opportunity by competing industries and is evidenced by the introduction and marketing of a number of alternative products. These products include:

- Wood-plastic composite
- Timber deck Tiles
- Bamboo Products

These currently supplement the traditional materials of hardwood and treated pine. However distributor promotion of these new products also indicates a progressive move away from 'just decking' to a targeting of a wider range of applications in the outdoor room market. Thus further endangers the traditional timber market.

The research has provided an understanding of the current preference drivers for users as a whole, however to maintain and strengthen the timber industry's presence in the decking market, some key strategic actions are required in the following areas.

PRODUCT DEVELOPMENT

- Develop products and services that address all timber decking user needs by:
  - Removing or lessening maintenance requirements (if this is not possible manage the expectation of the end user or specifier.
  - Offering pre-finished timber decking to reduce installation time and/or maintenance.
  - Pre-fabricate some or all decking components to reduce installation time and/or maintenance.
  - Improving fire (bushfire) performance.
- Develop products and services that specifically address the shortcomings of treated pine decking:
  - Utilise products and services that specifically address the shortcomings of treated pine decking:
  - Improve training on installation to address treated pine decking's shortcomings.

INFORMATION

- Improve access to information, especially via the internet by:
  - Developing a purpose built website for specifiers and builders (destination website for all timber specification and construction).
  - Increasing the number of case studies for inspiration (for specifiers), and client demonstrations

(for builders).
- Making design and estimating tools much easier to access and integrate with other software ie. span tables, and estimating tools (maybe smart phone applications).
- Encourage timber company website launching and optimising for popular search engines (eg. Google).

MARKETING
- Improve brand proposition for hardwood decking products by:
  - Reinforcing the value/quality proposition.
  - Strengthen the built environment messages.
  - Monitor competitive products and fixings systems with a focus on their perceived environmental and long term performance shortcomings.

ALTERATION & ADDITIONS MARKETS - TIMBER & WOOD PRODUCTS

Examination of the alterations and additions sector has demonstrated that regardless of the user, timber and timber based products rate well as a material of choice in both structural and aesthetic applications. Importantly, the users clearly stated that there is no need to have timber products and services specifically directed to the alterations and additions sector a they clearly understood how timber products can be used in a multitude of situations and applications.

The size of the market was not well understood by users, with estimates fluctuating between 25 to 300% of the new house construction sector. Much of this uncertainty was due primarily to the large amount of hidden work undertaken by DIY'ers and builders that is not required to be approved by authorities. However, the majority of respondents seemed to believe that this sector is slightly larger than the new house construction sector, due to the combination of population growth, changing demographics and the move to inner city living. I tis anticipated by all respondents that this sector will continue to grow.

This research has highlighted primary strategic drivers that the industry as a whole should note. However to strengthen the timer industry's presence in the alterations and additions sector (and conceivably the whole construction market) some key strategic directions are required, and they are:

INFORMATION

- Make the primary information channel via the internet, and
  - Develop a generic central information website
  - Encourage company and industry websites to be search engine optimised
  - Increase the number of case studies and picture galleries for inspiration (specifiers)
  - Increase the amount of installation information and preferably video demonstrations (builders)
  - Make technical data much easier to access and integrate with specifier's software, ie. CAD ready details, span tables.
- Access marketing channels and target communications according to the needs of the user
  - Consumers - inspiration and possibility
  - Builders - quotes and estimates, construction information and sizing
  - Specifiers - inspiration and possibility
- Expanding marketing of products outside traditional areas; for example, decking used as sun or privacy screens, and floating timber floor as internal linings.

NEW OR REFINED PRODUCTS
- Develop products that speed up the construction process, or are easier to use, for example part-assembled, pre-assembled or flat packed systems.
- Increase the range of pre-finished timber products.

ENHANCE PERFORMANCE AND APPEARANCE OF TIMBER PRODUCTS
- Make it readily distinguishable between products that are pre-primed 'ready for finish coating' and factory coated 'temporary protection only'.
- Colours - pay attention and make available fashion colours.
- Make available fire resistant products and information for appropriate demand, eg. bushfire construction.

TIMBER PRODUCT IMPROVEMENT FOR EXTERIOR APPLICATIONS
- Either develop systems that remove or reduce maintenance of wood in exterior environments or manage the expectations of timber products in this environment, particularly focussing on pine as a cost effective solution with higher maintenance requirements than more durable species.
- Develop, in cooperation with coatings manufacturers, specific and/or generic solutions and information on the requirements for the coating or staining of timber products to deliver minimum maintenance outcomes and maximum customer satisfaction.

AN INVESTMENT IN PEOPLE IS AN INVESTMENT IN THE FUTURE

In the May 2010 edition of Leading Business (CCIQ Publication) there was an article titled **'10 Years On: Taking the Pulse'** which compared Australian business ideals and trends from 10 years ago to now. For a full copy of this article, please contact our office and I can forward a scanned copy to you.

The article includes a number of lists:

- ideas that have 'stuck',
- fads that have waned,
- buzz themes for 2010,

as well as the following about Australian Business:

AUSTRALIAN BUSINESS:

WHERE IT SHINES:

1. International Outlook
2. Team Leadership
3. Risk Averse
4. Strong Operations Management Skills

WHERE IT DOESN'T:

1. People Practices; Attracting, developing & retaining employees
2. Measuring & improving management practices.
3. Overrating management performance
4. Centralising and reluctant to foster autonomy of operations
5. Investment in management training and education
6. Fostering innovation

This indicates that **people management** is a KEY area of improvement for Australian businesses. I would suggest that there are three areas for your attention as a business owner/manager:

1. **Succession Planning** [What would happen if key people were suddenly unable to work? Who is next in line to replace your key personnel if they were to retire/move up in the management chain/move on?]
2. **Assessing the entry level positions for your key roles and incorporating traineeships for this level.** [This has the benefits of reducing the costs of introducing workers, increases the level of knowledge of your workforce with formal qualifications and encourages training within your organisation.]
3. **Training plans and career path development.** [Assessing your areas of skills shortage for future growth of your company.]

It is estimated that in the current working environment, employees make up around 80% of corporate tangible assets (Workplace Training Advisory Australia, 2009). With so much value locked up in your staff, an investment in training is an investment in the future!

WHAT ARE SOME BENEFITS OF TRAINING?

Operational Efficiency – employees are better skilled at their jobs, being able to complete tasks more effectively and in a timely manner.

Increased Job Satisfaction – putting an emphasis on the training and development of staff, increases morale amongst employees.

Increased Employee Motivation – workplace training shows that employees are valued and as a result this increases staff motivation as well as loyalty to the organisation.

Improved Managerial Skills – it is not only about having an aptitude for management – but managers and supervisors must be trained on coaching and performance management skills.

Increased Resilience – employees are more adaptable to change and their capacity to adapt to new technologies and new procedures is expanded.

Risk Management – training on issues such as workplace diversity and age discrimination reduces the risk of complaints and discrimination in the workplace.

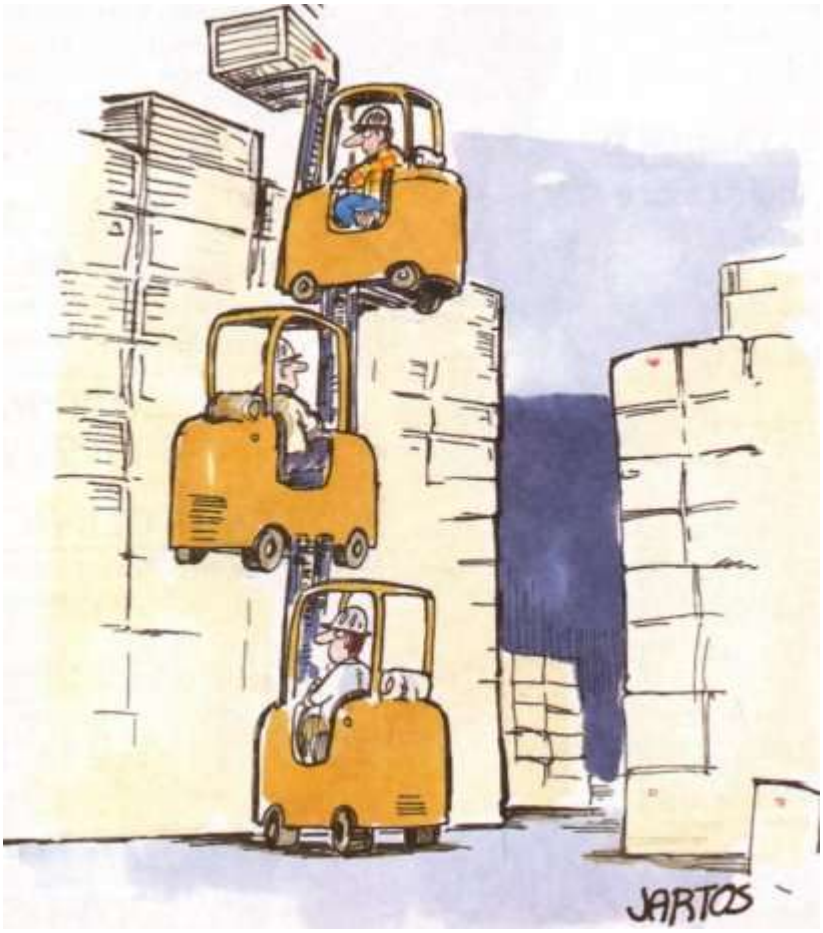
Call TABMA Queensland on 3254 3166 to see how we can help you with all of this!

ARE YOUR FORKLIFT OPERATORS LEGAL?

Check & Copy Their Licences

Zero harm at work

FORKLIFT LICENCING FAQ'S:



I have lost my forklift licence, how do I get a new one?

Phone Workplace Health and Safety Queensland (Licensing Hotline) on 1300 655 986 for a replacement card.

I have an old paper-based forklift ticket that was issued prior to 1992. Is this still valid?

No. You need to phone Workplace Health and Safety (Licensing Hotline) on 1300 655 986. The Department will allow old paper certificate holders to make a fresh application for a new licence using their old paper certificate/s as evidence of competence until 30 April 2010. This means that certificate holders will need to present their old certificate, along with a declaration and/or letter from the applicant's employer that the applicant has worked in the occupation/s in the previous five years and pay the appropriate fee to Australia Post ($70.10) receive their new licence.

If I have to do a course what do the courses cover?

The course is modelled from the OHSCER207A Operate a Forklift Truck unit of competency. Course content includes:

- Planning the work for the prevailing working conditions
- Using the controls and operating systems to manage the operation of the equipment
- Locating the load and identifying the load characteristics
- Safely moving the load
- Monitoring forklift controls
- Stopping, shutting down and securing the equipment after the completion of the operations.

Elements covered are:

- 1.0 Assess and secure equipment and work area
  - 1.1 Conducts routine checks
  - 1.2 Plan work
  - 1.3 Check controls and equipment
- 2.0 Shift load
- 3.0 Secure site
  - 3.1 Shut down equipment
  - 3.2 Secure site

WHSO's for Hire

Your Safety Net

TABMA Queensland Members receive 20% discount on OH&S services conducted by WHSO's for Hire.

I have a New Zealand forklift licence, is this valid in Australia.

No it isn't, you will need to get an Australian Forklift Licence.

Can I just 'transfer' my New Zealand licence over to an Australian one?

Unfortunately it isn't as simple as that, you will need to apply for Recognition of Prior Learning (RPL) with an RTO This will establish what course you will need to complete.

THE ADJUDICATION PROCESS :: STEP 1 – THE PAYMENT CLAIM

Introduction

If you believe you are entitled to receive payment from a client or another contractor/ supplier and you are getting no joy in receiving that payment then you may be able to use the adjudication process under the QLD *Building and Construction Industry Payments Act 2004* (the Act).

When you claim for monies you are the "Claimant" and the other party is the "Respondent".

Timeframes under the Act are very strict and you must be careful to abide by them accurately otherwise the whole process could be deemed to be invalid and time will be wasted.

There are three possible paths to adjudication. All of which starts off with the service of a "***Payment Claim"*** from a Claimant to a Respondent.

A Payment Claim

The Payment Claim is the first and foremost document on which the entire adjudication process is based upon. Previous invoices and payment claims do not govern the timing of the adjudication process.

You can only claim at the time allowed in your contract (see Reference Date below) and if that is not agreed or stated then the Act allows you to claim once per month from the end of each month up to 12 months after the works and/or supplies were provided.

The time starts ticking when the Respondent ***receives*** the Payment Claim.

A Payment Claim is based on works, goods and services provided under one contract/arrangement. The contract/ arrangement may be verbal and/or in writing and may be for one project site or many project sites depending on how you were engaged.

Even if the contract/arrangement is verbal in nature it is suggested that you will still need to have evidence of the contract/ arrangement in the form of written documentation between the parties (emails, faxes etc).

What it must show

A Payment Claim can be a normal invoice but must:

(a) identify the construction work or related goods and services to which the progress payment relates; and

(b) state the amount of the progress payment that the claimant claims to be payable (the claimed amount); and

(c) state that it is made under the Act. Commonly the following words are added onto the invoice *"This is a Payment Claim under the Building and Construction Industry Payments Act 2004 QLD." (or a different name of the Act if in a different State, Able Adjudication can advise the correct name of the Act in your jurisdiction)*

What you can Claim

The Claimant may wish to claim for numerous past unpaid invoices in relation to the contract together under the one Payment Claim. You can do this by attaching all the invoices on the back of a Payment Claim coversheet which covers all the criteria above and making sure that it is plain what sum you actually claiming (for example that would be the total of the past claims, less any amount paid where they have been part paid).

You can claim for any money that is due and payable under the contract.

Giving the Payment Claim to the respondent

The Claimant should serve the Payment Claim on the Respondent and keep evidence of how they served the Payment Claim. An example might be facsimile receipt, registered post receipt etc.

Reference Date (when the Payment Claim can be made)

The Payment Claim can only be served when the contract states you have a right to make a claim for payment, if the contract does not state this or it is a verbal contract and no date for issuing payment claims has been agreed. Where no date for making a Payment Claim is stated or agreed the Act requires that claim be issued after the last day of the month including work up to the last day of the month.

What happens next ?

Having provided a Payment Claim when the contract allowed and claiming for the money due and payable you have initiated

ABLE ADJUDICATION Cont.

the process requiring the Respondent to issue a Payment Schedule within 10 Business Days of the date they receive the Payment Claim. You are now potentially on the path to enforcing your right to payment using the Adjudication legislation.

Conclusion and Pathways

The three paths to adjudication are:

- Where the Respondent replies in writing (within 10 business days) and disputes the claimed amount, states an amount they are willing to pay and gives reasons for not paying;
- Where the Respondent replies in writing (within 10 business days) and states an acceptable amount they are willing to pay but still refuses to pay that amount;
- Where the Respondent fails to reply in writing (within 10 business days.

If path 1 occurs and you want to apply for adjudication then you have 10 business days to do so (no later) to an authorised nominating authority (ANA).

Over the next few months the other two paths and the adjudication process itself will be covered.

Able Adjudication Pty Ltd is an Authorised Nominating Authority (ANA) in QLD and NSW and appoints independent adjudicators to make decisions on payment disputes in those states. Information on how the Act operates and the process can be found at the relevant government web sites in your State or Territory, Able Adjudication's website www.ableadjudication.com.au or by contacting Able Adjudication by e-mail info@ableadjudication.com.au or phone 1300 922 303. For a full appreciation of rights and obligations it is advisable to consult the relevant legislation and/or obtain legal advice. Able Adjudication disclaims any liability (including for negligence) to any person in respect of anything and the consequences of anything done or not done by any such person in whole or partial reliance upon anything in or omitted from this article.

UPCOMING EVENTS

8 July 2010
FREE* INFORMATION SESSION:
HARDWOOD DECKING & FJ STRUCTURAL
~ Pacific Wood Products

14 July 2010
TABMA Queensland Board Meeting

22 July 2010
~ FIRST AID COURSE; FULL
~ FREE* INFORMATION SESSION:
EWP & TIMBER TREATMENT
~ Tilling Timber & Corbek Timber Preservation

28 July 2010
FREE* INFORMATION SESSION:
RECYCLED TIMBER
~ Kennedy's Classic Aged Timber

5 August 2010
FREE* INFORMATION SESSION:
PANEL PRODUCTS & OUTDOOR TIMBER
~ Gunnersen, Weathertex, Australian Hardboards, Boral Plywood & Tasman KB

August - September 2010
PRE-VOCATIONAL COURSE - MANUFACTURING

9 October 2010
QTI Awards Gala Event

FREE INFORMATION SESSIONS

Our session held at TARMAC Qld was not only well attended but extremely informative. Our attendees go to see the treatment plants in operation while learning of the different treatment types, hazard levels, jargon and processing requirements. The reference booklets provided will be invaluable and included timber grading information and chemical data.

L to R: Brett Morris (Tarmac Qld), Keith Maitland (Tasman KB), Tony Taynton (Forsyth & Romano), Will Freeman (Hantech Qld), Rohan Smith (Forsyth & Romano), Simon Bowell (The Timber Depot), Jack Parminter (The Timber Depot) , Luis Varney (Beveridge Timbers), George Butler (Brims Builders Hardware), Paul Adams (Brims Builders Hardware), Karen Shaw (Brims Builders Hardware), Fiona McDonald (Fineline Timbers) James Greene (Tarmac Qld) and Danny Tuesley (Sid's Place).

NEW Sponsor +

Queensland Timber Importers Exporters
QTIEWA
and Wholesalers Association inc

Early Sponsors

GUNNERSEN

TIMBER QUEENSLAND

WADE SAWMILL PTY LTD

Thora Wholesale Timbers P/L "The Merchants Hardwood Yard"

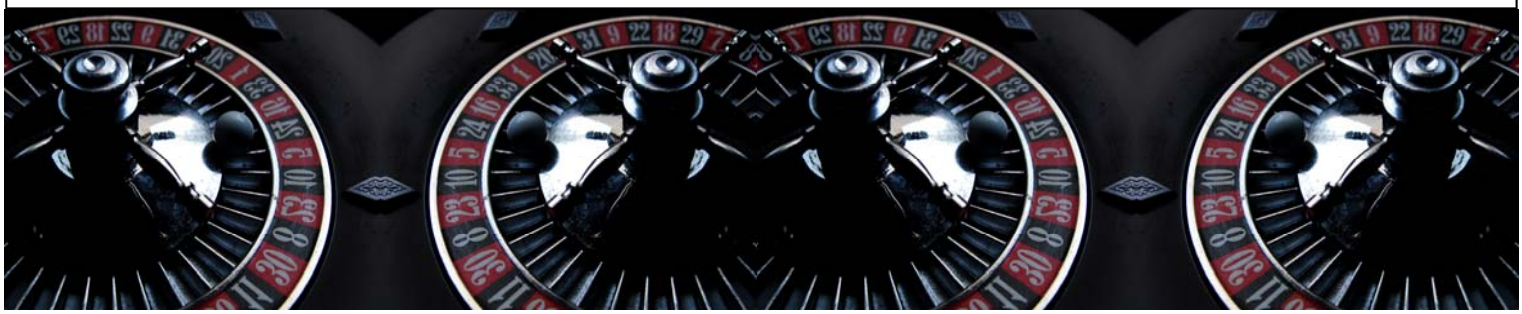
Tilling

Kennedy's Where Quality Timber Does Not Cost OUR Earth

forestworks LEARNING AND SKILL DEVELOPMENT
FOREST, WOOD, PAPER & TIMBER PRODUCTS INDUSTRY

Simmonds Lumber Pty Limited

AsianPacific TIMBER MARKETING



Forms & Judging Criteria Available to Download: www.tabma.com.au - QLD - Information Sheets

Award Categories:

Best Specialist Timber Merchant
Best Building Materials Centre (Metro)
Best Building Materials Centre (Regional)
Best Timber Wholesale Operation
Best Specialist Service Operation
Best Training Culture
Best Frame & Truss Operation (Metro)
Best Frame & Truss Operation (Regional)
Best Timber Manufacturing Operation
Best Sawmilling Operation
Best Wholesale Sales Representative
Trainee of the Year
Apprentice of the Year

WHO DESERVES RECOGNITION FOR EXCELLENCE?

QUEENSLAND TIMBERINDUSTRY Awards
EXCELLENCE | RECOGNITION | CELEBRATION

Organised by TABMA QUEENSLAND QUALITY · SERVICE · INTEGRITY

Free* Product Information Session

RECYCLED TIMBER

KNOWLEDGE IS KEY

In addition to our Free Product Information series scheduled for 2010, we have organised two sessions to increase the level of knowledge across industry about the niche sector of recycled timber.

These two hour sessions will cover:

- What your expectations should be for the appearance of recycled timber.
- Explanation of the Industry Standards: (produced by FWPA, July 2008).
  ~ Recycled Timber for Visually Graded Recycled Decorative Products
  ~ Visually Stress Graded Recycled Timber for Structural Purposes
- Where recycled timber is sourced from now and what sources will be available in the future.
- How to understand and interpret photos of recycled timber.
- The link between recycled timber and sustainability.
- How merchants can profit from this market segment and turn an enquiry into a sale just by having more knowledge.

TABMA Queensland members are able to send as many staff as they wish **FOR FREE** to these sessions until all places are taken. Please email Karen@tabma.com.au or call 3254 3166 to reserve spaces for yourself and/or your staff.

TREE of

Knowledge

Trainer:
Kennedy's Classic Aged Timbers
Location:
200-228 Potassium Street
NARANGBA Q 4504
Time:
2.30pm to 4.30pm
Dates:
Session 1: Wed 28th July 2010
Session 2: Wed 8th September 2010

An initiative of TABMA Queensland & Kennedy's Classic Aged Timbers.

Kennedy's
Where Quality Timber Does Not Cost OUR Earth

TABMA
QUEENSLAND
QUALITY • SERVICE • INTEGRITY

RESERVATION FORM

Tick the Boxes You Would Like to Make Reservations For

Participant Name .....

Company Name .....

Email Address .....

Phone .....

Address (Non-Member Only) .....

Suburb/Post Code (Non-Member Only) .....

SERIES A 2010: APRIL TO JUNE

DATE & TIME	SUBJECT/S	TRAINING PROVIDER	LOCATION
☐ **22.04.10:** 2.30pm-4.30pm	EWP	Dindas Australia	433 Wondall Road, Tingalpa
29.04.10: 2.30pm-4.30pm	Outdoor Timber	Tasman KB	123 Boundary Road, Salisbury (Tasman KB Office)
	Pine Decking	Tasman KB	123 Boundary Road, Salisbury (Tasman KB Office)
	Hardwood Decking	Oceania	123 Boundary Road, Salisbury (Tasman KB Office)
	FJ Structural	Oceania	123 Boundary Road, Salisbury (Tasman KB Office)
☐ **13.05.10:** 2.30pm-4.30pm	Treated & Primed	Woodhouse Timber Co	32 Bernouli Street, Darra
	Mouldings	Woodhouse Timber Co	32 Bernouli Street, Darra
☐ **20.05.10:** 2.30pm-4.30pm	Flooring	Gunns Timber	500 Brunswick Street, Fortitude Valley (TABMA Office)
	Structural Hardwood	Gunns Timber	500 Brunswick Street, Fortitude Valley (TABMA Office)
☐ **27.05.10:** 2.30pm-4.30pm	Panels	Gunnersen	500 Brunswick Street, Fortitude Valley (TABMA Office)
☐ **10.06.10:** 2.30pm-4.30pm	Pine Framing	Tarmac Qld.	113 Beatty Road, Archerfield
	Treatment	Tarmac Qld.	113 Beatty Road, Archerfield

SERIES B 2010: JULY TO AUGUST

☐ **08.07.10:** 2.30pm-4.30pm	Hardwood Decking	Pacific Wood Products	79 McCotter Street, Acacia Ridge
	FJ Structural	Pacific Wood Products	79 McCotter Street, Acacia Ridge
☐ **22.07.10:** 2.30pm-4.30pm	EWP	Tilling	20-24 Nealdon Drive, Meadowbrook (Tilling Office)
	Treatment	Corbek Timber Preservation	20-24 Nealdon Drive, Meadowbrook (Tilling Office)
☐ **05.08.10:** 1.30pm-3.30pm	Panels	Gunnersen	123 Boundary Road, Salisbury (Tasman KB Office)
3.30pm-4.30pm	Outdoor Timber	Tasman KB	123 Boundary Road, Salisbury (Tasman KB Office)
	Pine Decking	Tasman KB	123 Boundary Road, Salisbury (Tasman KB Office)
☐ **26.08.10:** 2.30pm-4.30pm	Flooring	Simmonds Lumber (AST)	146-164 Buchanan Road, Banyo
	Mouldings	Simmonds Lumber	146-164 Buchanan Road, Banyo
	Treated & Primed	Simmonds Lumber	146-164 Buchanan Road, Banyo

SERIES C 2010: OCTOBER TO NOVEMBER

☐ **14.10.10:** TBA	EWP	Hyne	TBA
	Treatment	Hyne	TBA
	Pine Framing	Hyne	TBA
☐ **21.10.10:** 1.30pm-2.30pm	Outdoor Timber	Tasman KB	123 Boundary Road, Salisbury (Tasman KB Office)
	Pine Decking	Tasman KB	123 Boundary Road, Salisbury (Tasman KB Office)
2.30pm-4.30pm	Panels	Gunnersen	123 Boundary Road, Salisbury (Tasman KB Office)
☐ **04.11.10:** 2.30pm-3.30pm	Hardwood Decking	Ford Timbers	45 Ellerslie Road, Meadowbrook (Big River Office)
	Structural Hardwood	Ford Timbers	45 Ellerslie Road, Meadowbrook (Big River Office)
3.30pm-4.30pm	Flooring	Big River Timbers	45 Ellerslie Road, Meadowbrook (Big River Office)
☐ **11.11.10** 2.30pm-4.30pm	Treated & Primed	ITI Qld	TBA
	Composite Decking	ITI Qld	TBA
	FJ Structural	ITI Qld	TBA