



Annual Report AND Financial Statements

TIMBER AND BUILDING MATERIALS
ASSOCIATION (NSW) LIMITED

09





“...the services TABMA can now offer members have been improved so as to add value to your membership dollar”

President's Report

At the end of my second year as President of TABMA (NSW) I am pleased to present the President's Report on behalf of the Board of Directors.

After a period of six years and 12 consecutive interest rates rises we saw the cash rate set by the reserve bank drop from 7.25% in March 2008 to the current level of 3%. Interest rates together with the First Home Owners grant have provided a solid platform to support and stimulate confidence. However, supply side constraints are also still clearly impacting the emerging recovery in trade-up buyers and investors. Fortunately, the renovation market was relatively stable.

Although it has been a testing year, TABMA has been able to continue achieving targets set in the three year business plan formulated last year. We did this by maintaining constant communication with members through networking events, seminars, field officer visits and written correspondence and ensuring that our commercial operations remain viable.

Seminars held during the year included Chain of Responsibility, Treated Timber Information Seminar, Timber Product Knowledge Information Session and the Risk, Interest Rates & The Economy seminar.

The TABMA Gala dinner, held on 7 November 2008 at Luna Park, was attended by over 250 people and was hugely successful. This year's dinner, will again be held at Luna Park and will incorporate the presentation of TABMA's Awards to recognise excellence in the industry.

The menu of services TABMA can now offer members has been improved so as to add value to your membership dollar. We also revamped the TABMA Newsletter and Website and encourage all members to visit www.tabma.com.au to make use of the facilities and information on this site.

With three members of staff now constantly in the field visiting both existing members and potential members and armed with the new menu of services, we hope to

grow TABMA's membership in the coming year. We are also focusing our efforts on building the membership of TABMA's credit information bureau, BTC.

On the financial side the Group reported a profit of \$73,905 compared to the \$30,498 profit for the previous year. Again all commercial divisions traded profitably. TABMA's waterfront operation Timber Tallying (NSW) Pty Ltd handled 8.0 million superfeet of imported West Coast of America timber for the year. Our credit information bureau, BTC, maintained its member base and introduced a new reporting service in conjunction with Creditworks Australia Pty Ltd. TABMA Training Pty Ltd continued to offer its services to industry, though market conditions saw the number of trainees reduce to just over 50 by the years end. And, TABMA Consultancy is still expanding its valued OH&S site audits with now over 100 customers using this service.

I am also pleased to report that TABMA, with Timber Development Association (NSW) Ltd and NSW Forest Products Association, are relocating to common premises at 486 Pacific Highway, St Leonards. This move will see the three associations sharing some common administration services and working more closely together to better achieve overall goals.

We will continue to monitor the three year business plan so as to ensure that members' needs are being met and our financial goals are being achieved. This will be the basis for securing TABMA's long term survival in a market place that places increasing demands on value for the membership dollar.

Finally, I would again like to thank the Board for the support needed over the past year to ensure the change in strategic direction was maintained and where appropriate accelerated.


Peter Hutchison



I am very pleased to report an above budget financial result for the 2008/09 financial year.

This result was brought about by concentrating on our core businesses, ensuring that what we do we do well and providing increased services and benefits to our members along with improved communication.

The 5 divisions of TABMA (Services & Benefits, Building Trade Credit, Group Training, Timber Tallying and TABMA Properties) all performed well over the twelve months.

Justin Dwyer has joined us as Group Training Manager and he brings to our association a wealth of successful experience in this competitive field.

Timber Tallying had a very good 2008/09 and as the market starts to rebound we should see, in 2009/10, a substantial increase in the volume of timber handled

During 2008/09 we formed alliances with the Windows & Doors Industry Council (WADIC) and with Hardware & Building Traders (HBT). These alliances have strengthened our membership and given us the opportunity to promote Group Training, OH&S Audits and our services and benefits to a previously untouched base.

We continue to work closely with like associations such as Timber Development

Association (TDA), Forest Products Association (FPA), Timber Trade Industrial Association (TTIA) and Forest & Wood Products Australia (FWPA). So much so that TDA & FPA will be joining us on our relocation to St Leonards and sharing Level 6 of the building with us.

Throughout 2009/10 we will be working closely with FWPA, assisting them in promoting their "wood naturally better" campaign throughout Australia.

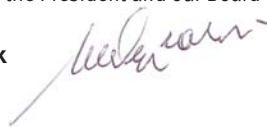
The opportunity for TABMA to become a truly national association remains on our agenda and management with the support of the NSW Board of Directors will be exploring opportunities as they arise.

After a difficult period TABMA WA, under the local guidance of Lynn Gabriel-Kenworthy, is starting to regain strength and a foothold in the WA timber industry.

As mentioned in the President's report the Annual Dinner held last November at Luna Park was a great success and this year will be an Awards Dinner to be held again in November at the same venue.

The successes achieved in 2008/09 could not have been achieved without the commitment and contribution of our staff and the support and encouragement of the President and our Board Members.

Colin Fitzpatrick



CEO's Report

Association Activities

■ TABMA Annual Awards/Gala Dinner

TABMA hosted its first bi-annual Gala Dinner on Friday 7 November 2008 at Lunar Park on the spectacular Sydney Harbour with over 250 guests in attendance.

This year TABMA will be holding the bi-annual TABMA Awards Dinner on 6 November 2009 and due to the huge popularity it will be held again at Luna Park. The awards recognise success within the industry with 5 finalists from within each category being judged to a strict set of criteria. Guests will enjoy fine dining and will again be entertained by the jazz band Buzz.

Winners from the 2007 awards were:

Best Building Materials Centre, City Region – New Line Building Supplies; Best Building Materials Centre, Country Region – Brennan's Mitre 10 Home & Trade, Dubbo; Best Building Materials Centre, State Wide – Brennan's Mitre 10 Home & Trade, Dubbo; Best Building Supplies Warehouse over 6,000 sq m – Magnet Mart, Gunghalin; Best Frame & Truss Operation, City – Austek Frames & Trusses; Best Frame & Truss Operation, Country – B & J McNamara; Best Frame & Truss Operation, State Wide – B & J McNamara; Best Traditional Timber Yard – Peninsula Timbers; Best Specialist Timber Merchant – Fedwood; Wholesaler of the Year – Hyne; Host Trainer of the Year – Mister Ply & Wood; Trainee of the Year –

Jamal Ferrer-McGee trainee at Swan Le Messurier; Apprentice of the Year – Ryan Greener apprentice at A.W. Edwards Rintoul; Supplier of the Year – John Cook & Sons, St Marys; Sales Representative of the Year – Mike Hill, John Cook & Sons

Communications

■ TABMA Talk

We produce a quarterly newsletter that keeps members up-to-date with industry issues, regular member profiles and new services.

■ Email Information

TABMA is endeavouring to improve its communication with members and as part of this we continue to send out many email information circulars during the year.

■ Industry Networking

Member breakfasts, events and information seminars are regularly conducted to ensure you are both well informed and given an opportunity to network amongst industry peers.

■ Seminars

- Chain of Responsibility seminar – Rydges Hotel Parramatta 21 August 2008
- Treated Timber Information Seminar – Rydges Hotel Parramatta 28 October 2008
- Timber Product Knowledge Information Session – Courtyard Marriot Hotel 24 February 2009

– Risk, Interest Rates & The Economy seminar 26 May 2009

■ Finished Size & Profiles Book

TABMA received funding to update the existing Finished Sizes and Profiles 2005 book. This work commenced during 07/08 and was completed in December 2008. The publication is a marvellous promotional tool for members assisting their customers to more easily specify timber products and can be found



on TABMA's Website

<http://www.tabma.com.au/resources.php>

■ TABMA Website

The new TABMA website was released during the year. It includes many useful sections for members to source business information, provides exposure for TABMA members through a powerful search by postcode function and has a database that allows prospective trainees/apprentices and host employees to find and match vacant positions. The site is regularly updated with new information.

Membership Services

■ Parry Carroll Lawyers **NEW**

A long established CBD firm of 8 lawyers with specialities in business law, tax, litigation, insolvency and property work. The firm is pleased to provide TABMA members with a one hour meeting, free of cost or further obligation, on their first dealing with Parry Carroll.

For an appointment, contact John Theoharris on (02) 9277 3144.

Email: johnt@tabma.com.au

Web: www.parrycarroll.com.au

■ DIY project sheets

A full set of handyman projects sheets including the stand are available to all members. These are a fantastic “add on” sales tool.

■ Technical advice

Through TABMA’s relationship with the Timber Development Association you can obtain expert advice on complex issues relating to the correct use and/or specifications of timber products.

■ Publications

In addition to a quarterly newsletter, the Association subscribes to many national and international publications of which relevant details are passed on to the various sectors of Membership.

■ Members activities

Regular networking and information meetings are held in Sydney and regional locations and we encourage all members to attend these meetings. From time to time we conduct study tours in places of industry interest.

Other General Member Benefits

■ Savings

Discounts for TABMA members on a range of services and products, from the following suppliers:

- > Mobil – fuel
- > Ryda.com – electronic devices
- > CK Sport – corporate clothing
- > Speed-e-gas – gas cylinders
- > NUS Consulting – electricity
- > Gow Gates – general insurance
- > QBE Trade Credit – debtors insurance
- > Disprax – computer software
- > Veolia – waste disposal
- > Travelcorp – travel
- > Barringtons – first aid training.

■ Industry Specific or Commercial Advice

The Association endeavours to keep abreast of all commercial, legislative or bureaucratic issues that impact on our industry and possibly your business. Whilst important or critical issues are communicated as they occur members are invited to seek advice from TABMA at anytime.

Our efforts to provide this information are strengthened through our close alliance with NSW Business Chamber.

■ Group Buying Discounts

We are continuously reviewing opportunities to use our membership base as leverage to buy commercial commodities or services at reduced rates and are keen to explore any product or services put forward by members.

Commercial Activities

■ TABMA Training Pty Ltd

TABMA Training provides a very important service to our industry ensuring members are given the choice to train up new staff through the group training environment. This method of training is very cost effective for members who are relieved of all the administrative and human resource burden of training new staff.

■ TABMA OH&S

TABMA offers a very cost effective Occupation Health & Safety auditing and

advisory service so members can best manage the risks and exposure associated with the workplace environment. Through a Certified Safety Auditor TABMA can help members better understand the OH&S Act 2000 and associated legislation.

■ TABMA Recruiting

Through this division we provided a permanent placement service where members used TABMA to find people to fill permanent and casual vacancies. Our rates are very competitive and members benefit from TABMA’s knowledge of the industry.

■ Timber Tally (NSW) Pty Ltd

A valuable industry service that ensures the timely delivery of timber imported by TABMA importers from the American West Coast into Port Kembla.

■ Building Trade Credit (BTC)

BTC continued its service to industry providing valuable credit referencing information to suppliers to the building and construction industry via its new Web database www.btconline.com.au. BTC members now have instant access to the BTC credit database using sophisticated searching tools and user friendly interfaces and reports. BTC also enhanced its reporting product by offering public record searching information available from ASIC and Veda Advantage through a joint venture arrangement with CreditWorks Australia Pty Ltd.



TIMBER AND BUILDING MATERIALS ASSOCIATION (NSW) LIMITED

Incorporated in New South Wales • Associated Not For Gain • Limited by Guarantee

Councillors 2008/09 Peter Hutchison, President – MiTek Australia Ltd; John Harrison, Vice President – Harrison’s Timber Pty Ltd; Ian Halliday, Vice President – Harper Timber; Peter Carruthers – Arch Wood Protection (Aust) Pty Ltd; Brenton Christopher – John Cook & Sons; Danny Gattone – Swadlings Timber & Hardware Pty Ltd; Ron Gattone – Crescent Timber & Hardware Pty Ltd; Glen Johnston – Stockwells Joinery Pty Ltd; David Nash – Heyden Frame & Truss; Simon Olding – Simon B Olding Pty Ltd; Michael Swan – Swan Le Messurier Pty Ltd; John Walker – Belmont Timber Co Pty Ltd; Gary Walker – Belmont Timber Co Pty Ltd; John Wilson – Hardware & General Supplies Ltd; Mark Willey – Gunnensen; John Wilson – Hardware & General Ltd; Brian Ziebell – The Laminex Group

Chief Executive Officer Colin Fitzpatrick

Company Secretary & Registered Office

John Theoharris, Suite 603, Level 6, 486 Pacific Highway

St Leonards NSW 2065. Tel: (02) 9277 3100, Fax: (02) 9437 1222, Email: info@tabma.com.au

Staff Lynn Gabriel-Kenworthy – Membership Manager TABMA (WA); Justin Dwyer – Group Training Manager; Todd Regner – Membership Manager (NSW); Kevin Kelly – Manager Timber Tallying; Kevin Lui – Company Accountant; David Jones – Group Training & OH&S Consultant; Melanie Firke – Group Training Administration

Bankers ANZ Banking Group

Auditors Stewart Brown & Co, Tower 1, Level 2, 495 Victoria Ave, Chatswood NSW 2067

Subsidiary Companies Timber Tallying (NSW) Pty Ltd; TABMA Consulting Pty Ltd; TABMA Properties Pty Ltd; TABMA Training Pty Ltd