

August 2018

# TIMBERLINK

## Relationships and Growth - How Timberlink Works with You

Meeting the Living Building Challenge™ Using Timberlink's FSC Timber

Timber in high demand across the globe

Stretching for an injury-free winter

Timberlink on TV - Made of Tasmania Campaign

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AUSTRALIA | NEW ZEALAND

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# Timberlink Invests in Fabricator Segment



Timberlink is a Silver Sponsor of the Frame and Truss Manufacturers Association (FTMA). The FTMA is an independent, national organisation representing fabricators of and suppliers to the building industry in Australia.

FTMA Australia's vision is to provide a support network where the best people strive for the ongoing pursuit of excellence, unity and success for businesses within the timber engineered solutions industry. Their members are professionally supported in an environment focused on enhancing business opportunities and ensuring excellence within the sector.

"Frame and truss manufacturers represent a large and growing percentage of our business" said National Sales Manager Julia Hall. "We're delighted to be able to be involved in such a fast-growing industry and to be able to support it in a key time for its development".

Julia went on to say that "Timberlink believes that it is vital that fabricators and timber manufacturers combine and collaborate to grow the category and ensure timber remains the number choice for Australians to frame their house".

It is an exciting time for the industry and we look forward to working closely with the members and fellow sponsors.



## Timber in High Demand Across the Globe

Our CEO- Ian Tyson Visits the Annual Global Softwood, Log & Lumber Conference

The 8th Annual Global Softwood, Log & Lumber Conference took place in Vancouver in May this year and our CEO Ian Tyson was invited to travel to Canada as a guest speaker. The conference saw many big players from the largest softwood manufacturers and log suppliers in Europe, Canada and the United States, as well as representatives from Russian and Uruguayan industries, give insights into their businesses covering both domestic and export markets. This was a true insight into the global nature of our sector and also a growing realisation of how Australasia is part of this global dynamic.

Ian gave an overview of Timberlink and the Australasian market, as well as participating in panel discussions. Representatives from around the world heard about demand and supply chain issues in both a localised sense and in relation to the burgeoning Asia-Pacific market. Ian remarked that "it was great to hear from some of the world's largest timber producers and understand how confident they are in the growth and future of the softwood industry".

### North America

Worldwide it is understood that the timber and forestry sectors are going through a relatively strong phase. Much of this is built around the continued recovery of the American economy, combining with the rise of China. In the United States the strengthening economy has led to an unemployment rate of just 4%, which in turn has contributed to a housing recovery in a market decimated by the financial crisis of 2008. Incredibly there is now between 1 to 3 years wait for new houses to be built in some States. This is owing to both a lack of qualified trades and tight supply of materials, including timber. Australia is certainly not the only country that relies on imports to support building with timber, increasingly the American market will require this to come from not only Canada but also Europe.

In Canada the striking scale of the industry was made clear as 26 mills closed last year due to a lack of supply of timber. This has been caused by a combination of fires, disease and planning issues. The equivalent of an entire years cut was lost in recent fires. In British Colombia a battle epidemic effected 30% of the timber in British Columbia, where half of Canada's pine reserves are situated. Despite this and an import tariff put on Canadian lumber by the current Administration, both export numbers and overall profitability remain strong in the sector. The resurgent American housing market shows no signs of slowing and some Canadian

producers have been moving operations down into south of the United States where there are strong reserves of plantation pine (Southern Yellow).

### China

China continues its strong growth in timber demand. On top of growing its own pine, China imports a large portion of Russian exports in finished timber. Interestingly, New Zealand sells the highest volume of raw logs to China of any nation in the world.

### Uruguay - an interesting study

One of the more thought-provoking presentations of the conference was made on the story of Uruguay. Despite being relatively small, the South American nation has planted over 280,000 hectares of pine plantations and 3 times that amount of eucalyptus plantations, almost all since the 1990's. This is in contrast to Brazil, which has 1.6 million hectares of plantations but exports almost zero of these logs. Uruguay has a concerted strategy to sell the logs to manufacturers around the globe once these trees are

mature. It is an interesting case study and one many nations will no doubt be keeping an eye on both for profitability and as an economically efficient way to fight climate change, improve water and air quality and create local jobs.

### A bright future for timber

A great deal of knowledge and optimism was brought back to the business and Timberlink is excited about the strong future of timber and forestry, not only here but across the globe.

**"It is great to see others investing heavily in their future as Timberlink is also been doing" said Ian.**

"We believe the value of wood fibre worldwide will continue to grow in all its forms, as its role strengthens as an employer of regional jobs, an energy source, storing CO2, improving air quality, improving water quality, right through to being the silent structure that holds up so many houses across Australia and the world".

"It was great to hear from some of the world's largest timber producers and understand how confident they are in the growth and future of the softwood industry"

Ian Tyson



# National Building Approvals - Australia

Approvals are up 5% for detached dwellings for the 12-month period to May 2018 to 122,000 overall. Approvals did fall by 9% for the May quarter on a seasonally adjusted basis however.

National approvals for multi-dwellings were higher for the May quarter in 2018 by 5%, while for the year ending May 2018 approvals have reached 107,500 which is 2% higher than last year.

Trend analysis of the house approval data shows that the strong upward growth in the eastern states has now eased off, but still remains at historically strong levels.

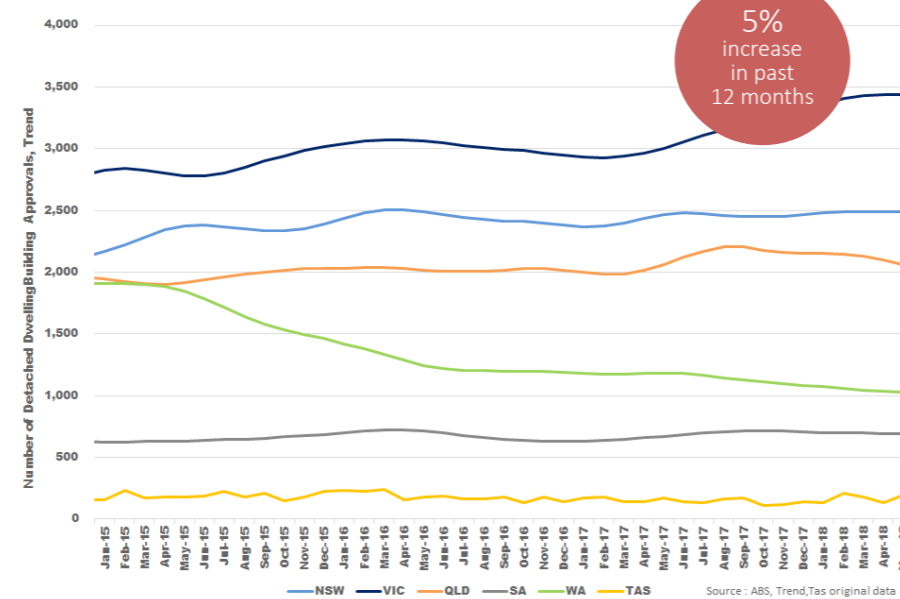
National spending on alterations and additions (A & A) has experienced strong growth over the last 12 months to May 2018, increasing by almost 9%. Victoria has experienced the highest level of A & A activity with total spending reaching over \$2.8B during the year ending May 2018, with the national total reaching \$8.5B.

A good indication of the demand for housing construction is the number of approvals not yet commenced (ANYC). As of Dec 2017, ANYC were around 12,000, which is 20% higher than Dec 2016, this shows how approval levels have outpaced commencements over the year to Dec 2017.

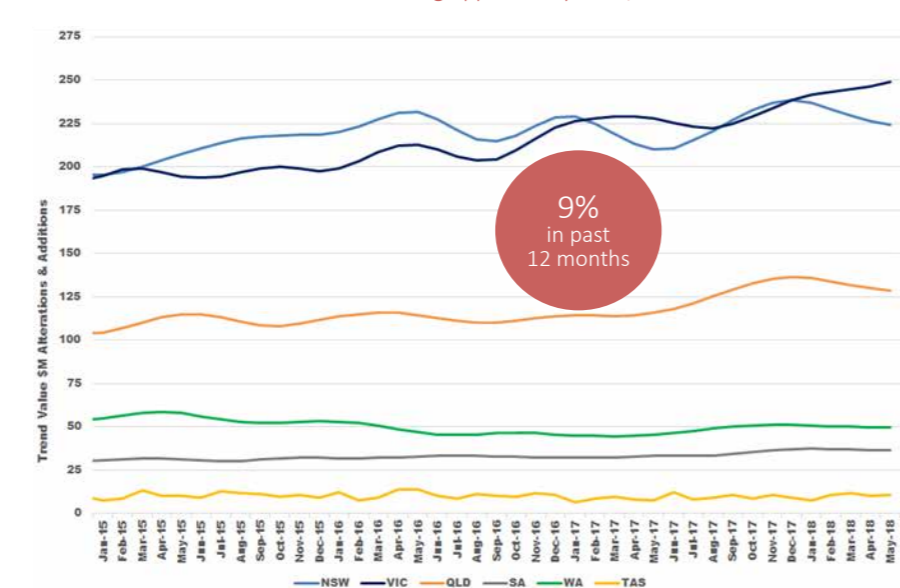
Average commencement times show the amount of time housing commencements take to start by quarter. For example,

South Australia's time of 1.05 means approximately 3 months and 3 days. The longest lead times are currently experienced in SA 1.05, TAS 0.92 and NSW 0.85, while VIC 0.62, WA 0.75 and QLD 0.6 experiencing shorter lead times.

Detached Dwelling Building Approvals By State, Trend Series

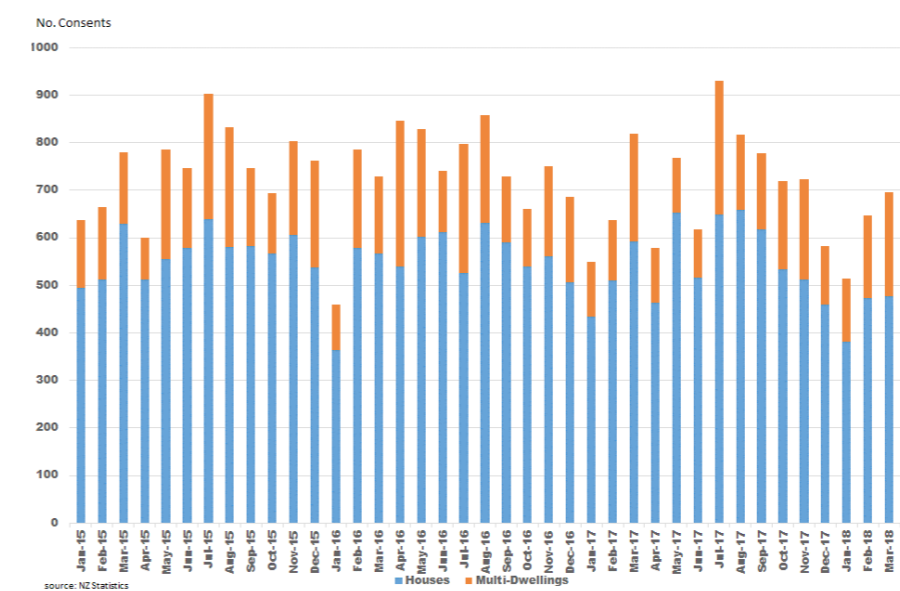


Value \$M of Alteration and Addition Building Approvals By State, Trend Series- Australia

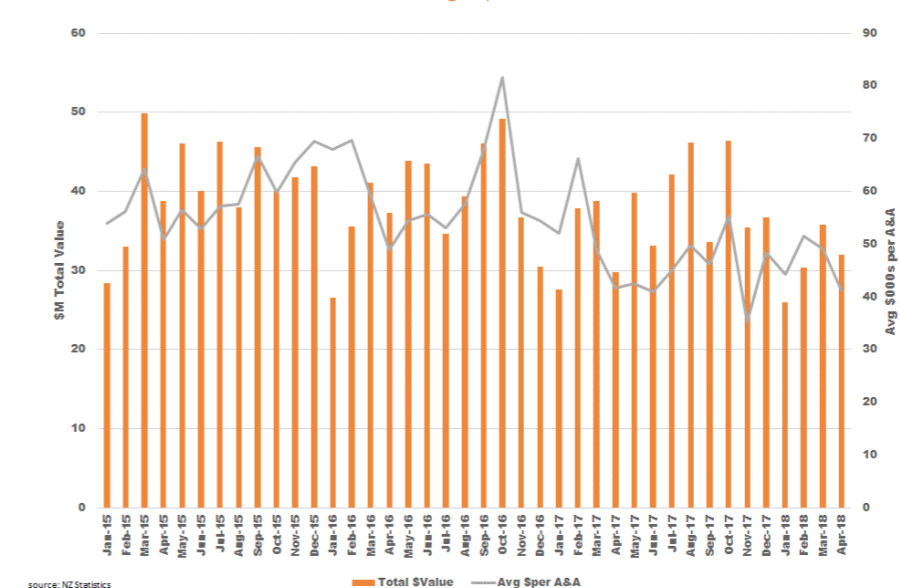


# New Zealand Housing Market

Housing Building Consents By Dwelling Type – South Island New Zealand



Value \$M of Alteration and Addition Building Expenditure – South Island



Residential construction is continuing strongly in New Zealand on the back of solid economic growth that is underpinned by a rising population. GDP growth is at 2.9% and employment growth is at 3.1% while the unemployment rate has fallen to only 4.4% (ReserveBankNZ).

On the South Island house building consents over the past 12 months have decreased by 2.5% to April. Multi-dwelling consents have also been fallen over the past 12 months and were 2% below last year's April year end period, with the percentage of total dwelling consents represented by multi-dwellings remaining at 24% over the past year.

Additions & alterations spending on the South Island is also beginning to return to normal levels, falling by 4% in the 12 months to April 2018. The average spend per additions & alterations project declined by \$12,000 to \$45,500, this is likely related to the wind down of the Canterbury rebuild.



# TIMBERLINK. MADE OF TASMANIA.

Our industry first 'TIMBERLINK. MADE OF TASMANIA' campaign has been showing on television, print and outdoor media across the apple isle this year. The campaign shows Tasmanians the fantastic role that Timberlink's plantation timber plays in the community today. It is a renewable resource run by a sustainable business, employing over 200 Tasmanians in the manufacturing sector. That pine is then used to build homes, decks, pergolas and businesses.

**The banner ad has been seen over 1.5 million times by Tasmanians on the internet, whilst the video has been seen over 350,000 times.**

Billboards were placed at 10 key sites across the state and television ads have been played on Channels 7, 9 and 10 for the past 3 months.

Our madeoftasmania.com.au website is also up, with DIY guides for decking, fencing and sheds now available for download. We also created a product catalogue for our range in Tasmania and we sent this catalogue out to over 1700 tradies in the post, asking them if they were MADE OF TASMANIA?

The campaign has had a significant impact upon tradies in Tasmania, with Timberlink's brand awareness almost doubling, whilst our brand preference went up over 3-fold.

**We would like to thank our customers for their support with the campaign and we look forward to building on this in the months to come.**

The campaign has coincided with strong growth in the Tasmanian economy. Retail spending is up 3.1% for the year to April, giving businesses confidence and house prices in Hobart are up 7.2% last quarter and an incredible 20% for the year. Tasmania is an exciting place to be right now and we are proud to be a part of it.

**For further information visit [madeoftasmania.com.au](http://madeoftasmania.com.au)**

Our industry first TIMBERLINK. MADE OF TASMANIA. Campaign has been showing on television, print, outdoor and online media across the apple isle this year.



One of the Together We Build billboards with Timberlink's Julia Hall (Left) and Shaun Roberts (right)

## Homefest

Timberlink unveiled a new "MADE OF TASMANIA" tradeshow stand at the recent HIA Homefest in Hobart in May.

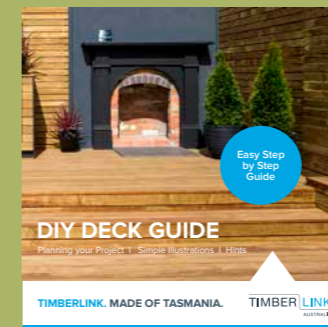
The event was held at the Princes Wharf, and over 10,000 Tasmanians come through over 2 action packed days.

Homefest is held on the weekend and saw a great mix of tradies, DIYers and families coming through. With house prices surging in Tasmania it is easy to see why so many are taking a keen interest in their homes.

Our own stand saw great interest on the back of our "MADE OF TASMANIA" advertising campaign. Our sales team, led by Gareth Watson, helped inspire Tasmanians to their next big project, sound in the knowledge that they are using renewable, Tasmanian, plantation pine.

We handed out our new DIY guides, as well as our Tasmanian product guide to hundreds of tradies and DIYers.

These are all available at [madeoftasmania.com.au](http://madeoftasmania.com.au)



Left to Right: Cathy Golesbowski with Timberlink's Gareth Watson and Dave Rollins



# Creating a Safety Culture Starts with Looking After your Mates

One of the main challenges for a 'young business,' is that of establishing a robust and positive safety culture throughout the organisation. That is why Timberlink is always looking for innovative new ways to help inspire our people to make permanent behavioural changes towards a safety-first attitude.

Timberlink recognised very early on that 'looking after your mates' was going to be a key pillar of achieving a strong safety performance. Encouraging all employees to speak up, interact and look out for each other doesn't come naturally to everybody, but by providing training and encouragement, we are certainly on the journey to a culture of interdependence which is supported by trust and mateship throughout the organisation.

As part of this journey we have started giving out monthly safety awards at our mills for those who show an outstanding commitment to safety and their mates. The awards we give out are...

**The Safety MVP** – for going above and beyond, general legendary behaviour.

**Safe Act** – for finding a safety initiative, or intervening in an unsafe act, or finding a hazard that was difficult to spot and fixing it.

Awards such as this are designed to encourage employees to talk to each other about safety issues, physical hazards and even check on each their mates for mental health issues.

The feeling that people get when they know that their workmates care about them is something you can't buy off the shelf and is immeasurable in the benefits it brings.

Increased morale, reduced absenteeism, and a strong rate of staff retention all adds up to a harm free environment, quality outcomes for our customers, and a structured journey in achieving operational excellence.

Mateship has been synonymous with many outstanding performances in history, whether it be defending our country, sporting feats or the performance of successful organisations in any field.

Mateship also provides the opportunity for anybody in our organisation to be a leader, coach or mentor of others which creates a terrific environment to work in, and one which empowers us all to succeed.

One thing's for certain, as our company grows and prepares for whatever challenges lay ahead, 'looking after your mate' will be a constant in everything we do.



Recently Timberlink has adopted the "safety starts with you" initiative and you will now see this sign across all our sites.



Safety MVP Ashley Herrerwyn (left) with CEO Ian Tyson (right)



## Stretching for an Injury-free Winter

Stretching muscles before and during work in cold conditions is just as important as warming up for a sports match to avoid injury.

This is why Blenheim Timberlink staff were invited to attend stretching advice classes in May, where Blenheim sport and exercise scientist and stretch expert Fiona Gibb showed how a few minutes of simple exercises could make a big difference in injury prevention.

Fiona refers to her favourite quote: "Muscles are like chewing gum they will snap if you try to stretch them when they are cold but the more they are warmed up the more flexible they will become". She goes on to say that "It is just as important for office staff to stretch as it is for machine operators, as working in this role involves a lot of sitting – which the human body is not designed to do for long periods of time, but as technology has developed this is more the case."

Fiona says stretching can be part of anyone's work day to prevent injuries within the workplace and to increase staff's sense of wellbeing as they may start to release issues such as lower back pain.

Timberlink Health and Safety Advisor Erin Price says the company initiated the stretch sessions for the first time this year to prevent the occurrence of strain injuries in cold conditions.

"We had had a few strains and sprains so we were looking at alternative ways to help."

The sessions captured 70 out of 86 staff, with the rest being taught by their area supervisors.

Staff were encouraged to stretch each morning before work and after breaks, at lunchtime or during a microbreak whenever it suited them. Feedback showed about half the total staff had implemented stretching regularly.

Fiona demonstrated six different stretches, from the neck to the knees. These were: neck rotations, wrist rotations, arm circles, trunk rotations, trunk sidebends and half squats.

"The reason I chose these stretches was because they suited all departments. For example, office staff use their wrists most of the day with typing, using the mouse, answering the phone and filing. In production, their wrists are used too with organising the different bits of timber by flipping them/collecting them."

Fiona felt staff reacted well to the sessions and enjoyed them, and she hoped that the stretching would bring more interaction during break times as staff stretched in groups.

"I have been given feedback that some staff are taking on board what has been said, which is great to know."

# Relationships and Growth

## How Timberlink Works with You

To become a leader in your field takes a number of key attributes, hard work, dedication, knowledge and the ability to adapt and innovate just to name a few. But talking to Andrew Clements of AAA it is clear what he and his father value most, relationships.

“Definitely our relationships and service” says Andrew when asked what it is that has made AAA so successful. “We always try to lead the way with service and going all the way back with Dad, we always try to build good relationships with our customers and suppliers”.

Colin Clements, Andrew’s father, started AAA Trusses in 1986 with two employees in Narre Warren. It was so named to appear first in the phone book and it has since turned into a great Australian story in manufacturing, employing over 180 people over 5 different sites in Melbourne’s South East. Recently expansion has seen 2 new factories and offices opening up in Dandenong South to cater for trusses and frames.

The scale of the operation is staggering, AAA produce on average 150 roof trusses a week. That’s more roofs per week than is built in the entire state of Tasmania each month. Throughout AAA’s expansion over the past decade, Timberlink has been their choice of supplier. Andrew says the reasons for the choosing Timberlink are simple, “our values really align, relationships and service, it’s really simple, Timberlink is just good to deal with”.

Like AAA, Timberlink has expanded greatly over the past 5 years. Where other timber sawmill manufacturers across the

nation have stagnated or reduced their output, Timberlink has invested tens of millions of dollars in capital and increased production by almost 50% at our Australian mills. On top of this Timberlink purchased a sawmill in Blenheim, on the New Zealand South Island, making Timberlink the only Australasian sawmilling business.



Timberlink's Adam Watson (left) with Andrew Clements of AAA.

Despite this expansion Andrew says that Timberlink has never lost sight of the importance of relationships. Sales manager Adam Watson visits AAA timber buyer Ian fortnightly and State Sales Manager Alan Holter has known Colin and Andrew for 10 years.

Last year, Timberlink took Colin and Andrew to our Bell Bay mill in Launceston for a tour for some time away from everyone’s day jobs to enjoy their relationship. Andrew was amazed to see the process from forest to finished

product and said that even after spending his whole life working with timber, it gave him a better appreciation of the natural material. So much so that he wants to his staff to go on a mill tour as well. “I just want them to see how it becomes that product, so they can see the value in it, not just in a dollar sense, but to see that it grew from the forest and went through all this amazing machinery to get here”.

Being an industry leader, the Clements are full of praise for the FTMA and their role in changing the culture of the industry. “Kersten Gentle and the team have done a fantastic job putting them on the map, which is really important because safety is so important, and the FTMA are a great help with compliance” Andrew said. “The industry has changed so much in the last 20 years, it’s so much safer and the FTMA is a big part of that”.



*“Our values really align, relationships and service, it’s really simple, Timberlink is just good to deal with”.*

Andrew Clements, AAA

For the foreseeable future, Andrew is going to keep on doing what has served AAA so well in the past. Keep good relationships, offer quality service and keep the family owned model that has allowed the flexibility to change and adapt quickly.

Andrew and AAA rely on and trust Timberlink as their timber partner going forward. “They’ve grown with us and we appreciate the level of communication they have had with us in the shortage recently”.

AAA are currently making 60 wall frames and over 4.5 kilometres of posi-struts per week on top of their truss business and have recently started making aluminium windows as well. They supply many of the big builders in Melbourne, including Porter Davis, Henley, Fairhaven and Boutique homes.

Like Timberlink, hundreds of families rely on AAA for employment and to help them build their homes. We’re proud to be associated with this great Australian manufacturing business and see the prefab manufacturing segment as key to our future success.

# Meeting the Living Building Challenge™ Using Timberlink's FSC® Timber

Camp Glenorchy is a net zero accommodation at The Headwaters, 40 minutes from beautiful Queenstown on the South Island of New Zealand. Situated along the shores of sparkling Lake Wakatipu the accommodation does not just take advantage of its surrounds. Rather it co-exists with the stunning environment that seamlessly envelops it through integrated design techniques, efficient usage of resources and taking into account the impact of the materials used in building. All this means you no longer have to pitch a tent to camp sustainably, you can do it style.

*Camp in style at Camp Glenorchy, New Zealand*

A key part of the environmentally sustainable regeneration of Camp Glenorchy was using Timberlink's timber that is FSC certified, sustainable plantation pine from our Blenheim sawmill in Marlborough region, South Island.

The camp is designed, built and operated in line with the philosophy and principles of the Living Building Challenge (LBC), recognized as the most stringent environmental building design certification in the world. Camp Glenorchy is also registered under the Net Zero Energy Building (NZEB) Certification™. These schemes are helping to pave the way for others and it is fantastic to see such entrepreneurial spirit turned to sustainable environmental options.

Timberlink's timber fits within these schemes as it is a renewable, sustainable resource. Every cubic metre we make has removed 631kg of CO2 from the atmosphere. This is why timber has a critical role to play in sustainable construction and manufacturing in New Zealand and all around the world.

The LBC is made up of the seven categories or 'Petals' shown above. All requirements must be met to pass the Living Building Challenge and Camp Glenorchy has gone above and beyond. Some of the measures undertaken by Camp Glenorchy include;

- A Net Zero Energy target
- Recycling its own water
- Generating over 100% of its electricity needs
- Being built on an existing site, not encroaching any further on the natural environment
- Use of low energy LED lighting
- Used as many of the recycled materials in the build as possible
- Avoids using materials with harsh chemicals or toxic substances
- Used sustainably sourced materials

Impressively Camp Glenorchy uses products that are either certified by the FSC or the Declare program. Internal room finishes are sourced from suppliers who offer products that are sustainably sourced and who have a published environmental policy to which they are committed. Bedding and cleaning products will be chosen with the same criteria in mind.

At Timberlink we are an FSC certified company. That means you can be sure our timber is sourced responsibly and sustainably. You may not think of timber as high tech but our mills are kitted out with some of the latest technology, and we have put in over \$7 million dollars' worth of capital investments at our Blenheim Mill since we purchased it in 2015. Along with Sawnwood

products, we create chips, pulp and shavings, some of which is used to fuel our boiler to power our kilns, and some of which is used by the local community and businesses. As an Australasian business, we also publish a Sustainability Report every year which tracks our environmental impact, safety record and our involvement with our local communities.

Camp Glenorchy has been designed to inspire its visitors to allow them to see what sustainability measures can be achieved with today's technology. All the information from the build has been posted online so guests and visitors can review all aspects of the sustainability choices and decide what makes commercial or economic sense to them.

"We recognise some of these systems will produce a positive return on investment (like solar) in 7-10 years. Other systems won't produce a positive return for a variety of reasons, including lack of market demand, cost to import and commission or government policies," says Paul Brainerd, founder and visionary behind Camp Glenorchy.

"It will be a living laboratory to measure the performance of these systems and determine their long-term operating costs. We will be sharing our building performance data over the next 3-5 years to determine what works and what isn't working as expected. This data will allow us to continuously fine tune the buildings to achieve higher performance levels over time," he adds.

Timberlink is proud to be associated with Paul and his team. They have committed to testing a wide-range of systems that were picked to meet the requirements of the Living Building Challenge in Glenorchy. It is hoped that this is helpful for visitors and that the impact of the build is a lasting one with its flow-on effects inspiring them in their builds for many years to come.

If you want to read more information on the build you can read about the full story here: <https://www.theheadwaters.co.nz/sustainability/>

For more information on Timberlink's sustainability visit: <http://www.timberlinknz.co.nz/sustainability>

For more information on the Living Building Challenge visit: <https://living-future.org/lbc/>

## Australian Forestry Standard changed to Responsible Wood

The Australian Forestry Standard (AFS) has changed its name to Responsible Wood. The rebranding aims to broaden the reach of the great message that is forestry sustainability in Australia.

Over 24 million hectares of forest in Australia are now certified to provide sustainable building materials to timber and paper manufacturers as well as retailers, builders and architects.

The Programme for the Endorsement of Forest Certification or PEFC logo will go unchanged. The PEFC is the world-wide umbrella body that governs Responsible Wood/AFS in Australia and Timberlink timber is certified by both of these bodies.



## The Next Chapter in Our Story

Timberlink recently updated its company video to reflect the ongoing changes in our business. The video is now in easy to view bite sized chapters, so you can go and view the subject that is relevant to you. It can be used at your next trade show, meeting or presentation.

The chapters are:

- Introduction
- Company Overview
- What We Offer Our Customers
- How Plantations Are Grown
- Mill Tour
- Safety
- Investing
- Communities
- Our Products
- Woodchip
- Sustainability



Just search  
"Timberlink"  
in YouTube

## Welcome Scott Freeman to Blenheim

Timberlink is delighted to announce that Scott Freeman has commenced as the Facility Manager at our Blenheim mill.

Scott has a broad range of experience that will help him to lead the team and support growth and improvement across multiple areas at the site. Scott is returning to timber after having spent the last 7 years working in the steel industry, most recently managing multiple sites in Queensland for BlueScope. Prior to that, he spent 6 years with Boral Hardwood.

Scott has a number of key focus areas, but he lists people, performance, leadership and safety as the main focuses and strengths that he will bring. He will also work closely with the sales personnel to ensure customer-focussed outcomes.

**"I always enjoyed working with timber in high school and so I just followed that through" said Scott.**

He became a machinist apprentice with Harper Timber in Sydney's west upon finishing school. After enjoying time learning his craft, running bandsaws and moulders and then working for a window and door manufacturer, Scott moved to Boral timber.

At Boral, Scott's talents for working with and leading teams of people were spotted and following his time there he moved to Orrcon Steel (Bluescope) and got his first taste of driving strategic outcomes with people.

### A Family Man

Scott has a busy young family and when asked what he enjoys doing on weekends he is quick to respond that he enjoys "spending time with my lovely wife and kids". He has 3 children, two daughters and a son aged from 1 – 10 and he and his wife are excited to move to Blenheim as they see it as the perfect place to raise a young family. When he isn't with his family Scott might be found watching Rugby League or even some Hockey.

Scott commenced his role in July and is looking forward to getting to know the business, meeting the staff, stakeholders and the local community.



Scott Freeman, Blenheim Mill Manager





## 24 Hour Lemon Race



Our staff at the Tarpeena mill in SA gathered for a different type of motor sport event recently. The 24 hours of Lemons is a charity event and our team raised funds for the Garvan Institute, researching prostate and breast cancer. Our Tarpeena facility manager, Roy Dias was proud to support our electrical supervisor, Ashley Heerewyn and his team with a donation for the great cause.

The 24 Hours of Lemons is a motorsport event where the rules require a budget of \$999 for the vehicle purchase. The race was held at Winton Raceway a couple of hours up the Hume from Melbourne. The team's car was a Nissan Skyline and although that sounds fast, it was quite the opposite! Ashley was delighted with the teams start, "it went really well, we climbed our way up to 12th, though all reports suggested this was from sheer consistency and certainly not pace".

But alas the team broke down with 4 hours to go. "After a bit of fault finding we worked out the air flow sensor had failed, and the team had to run the last 3 hours in limp mode" said Ashley.

Ash and the team completed 371 laps (1113km) in the end and finished in 22nd out of 27 finishes and had a blast doing it. A great day had for a great cause, well done to everyone involved.

## Minister for Agriculture Visits Tarpeena

Timberlink was delighted to host Tony Pasin MP for Barker and Hon Senator Anne Ruston, Assistant Minister for Agriculture and Water Resources for a tour of the Tarpeena saw mill.



The visit provided the opportunity to showcase the ongoing investment by Timberlink as we work to create a world class 21st Century facility in Tarpeena; as well as becoming the preferred supplier of quality products by our customers.

Our CEO Ian Tyson extended his personal thanks to the both Mr Pasin and Ms Ruston on their visit. "It was great to show them the level of investment we continue to make, and the innovation we have introduced as we build our site towards being a world class facility. Both showed a keen interest in our new technology, demonstrating their support of the local forestry sector and to the 200 local people that Timberlink proudly directly employs at our Tarpeena mill. We look forward to Governments ongoing support as we continue to invest, providing much needed Australian timber to build homes, offices and commercial buildings for all Australians"

## Our Buddies

### Timberlink works with Self Help Workplace to create Outdoor Buddy

We recently worked with the Self-Help Workshop in Launceston to create an amazing new promotional product that is made of Timberlink's own Tasmanian grown plantation pine and is made with heart in the local community. The Timberlink Outdoor Buddy- the perfect solution to your outdoor entertainment needs.

The Timberlink Outdoor Buddy is functional, portable and light weight – ideal for extra shelf space in your caravan, the camp site or your beach house. It comes complete with wine racks and the Timberlink Outdoor Buddy can hold your cheese, crackers and grapes while you relax in the great outdoors or even just at home. This product is made from 100% FSC certified Tasmanian plantation pine which is manufactured at Timberlink's Bell Bay mill in northern Tasmania.

The Outdoor Buddies were crafted by local workmanship at Launceston's Self Help Workshop, which has been employing people with disability since 1962, making the Outdoor Buddy especially sought after. The Workshop currently employs over 50 people doing amazing community work and making a real difference to not just the employees, but their family and friends as well.

"We were very pleased and proud to reconnect with one of our former employees, Phil Moir, who works at the Self-Help Workshop. We organized for our timber to be sent to Phil and his team who, with the help of Robert Crawford (below) crafted this amazing product for Timberlink to use as a promotional gift for our customers, employees and other key partners in business", said Timberlink Marketing GM, Christine Briggs.

Robert Crawford, who made the Outdoor buddy, has worked at Self Help Workplace for over 30 years and has twice won the enterprise's "Employee of the Year" award. He was very proud of his efforts on the 'Outdoor Buddy'.

Christine Briggs remarked that "it is a privilege to work with people who care about the quality of what they make, and we thank Robert for his hard work in producing a memorable gift that anyone would be pleased to receive".

This is another great example of Timberlink making connections and being integrated into its local communities, where we are a major employer that provides a multiplier effect on the local economy, because we do our business locally.



# Your Questions

In each addition of the newsletter we are going to put up a question that has been asked of our sales team that we think you would want to hear the answer to. This editions question is:



## Q: Is the Timberlink Blue guarantee provided by Timberlink itself? Does it cover labour costs?

A. Yes, the Timberlink Blue guarantee is provided by Timberlink. It includes any damage caused by termites or borers to Timberlink Blue timber and includes coverage of labour and other related costs.

This contrasts with guarantees offered by the steel industry, which do not include any labour or other associated building costs.

The guarantee includes timber that has not been end-sealed. Timberlink Blue is so effective it works even if the timber has been notched, drilled or cut.

Home insurance won't cover damage caused by termites, but Timberlink Blue's 25-year Guarantee will.

The great news is that it is still safe for you, your family and your pets.

For further information on Timberlink Blue visit [timberlinkaustralia.com.au](http://timberlinkaustralia.com.au)

# Our Socials- Most Popular Posts

**Timberlink Australia | New Zealand**  
629 followers  
1d

The end of an era is upon us with the closure of the current woodchip processing facility in Portland, Victoria.

Over the past 34 years Timberlink's Tarpeena sawmill has exported over 13M tonnes of woodchip through this facility, predominantly to the Japanese pulp and paper industry.

We are looking forward to the next 34 years, with woodchip being the raw material for manufacturing home ware papers, hygiene products, packaging, textiles and fabrics, food additives, bioenergy and Nano Cellulose fibre based bio materials.

A key part of being a sustainable timber manufacturer is woodchip, ensuring that all of the log is used.

In the future Timberlink will be exporting its woodchip from a brand new terminal which will be just down the road in Portland.

#sustainability #australianjobs #woodchip

21 Likes

**Timberlink Australia | New Zealand**  
629 followers  
5d • Edited

Together we are building Tasmania.

A new year 11 and 12 learning space is being built in Ulverstone, on Tasmania's northern coast. The flooring is being built using nail laminated timber (NLT) and the walls are glue laminated timber cassettes (GLT), craned in from a local fabricator.

The trees are sustainably grown in Tasmania, the logs are then manufactured into timber by Tasmanians, before being trucked to local stores by local drivers and sold to local builders. The building, which has been designed by Tasmanian architects, will then be used by Tasmanian students for many years to come.

It is a simple but beautiful story and one that we are proud to be making happen everyday, because Timberlink is MADE OF TASMANIA.

#timber #sustainability #australianjobs

This issue we show how we are building Tasmania together, as well as showing why timber is number one for framing

**Timberlink Australia | New Zealand**  
629 followers  
1w • Edited

Timber is the material of the 21st century.

Here are some of the reasons you should ensure it is used to frame your house instead of steel

- Cost
- Fire resistance
- Climate adaptation
- Insulation
- Workability
- Environment

Using renewable plantation timber is great for the environment, saving on toxic pollutants and sucking up dangerous Carbon Dioxide rather than creating it.

Find out more details on timber vs steel here

<https://lnkd.in/f79fE7f>

#makeitwood #climatechange #sustainability

 Keep up to date with us via LinkedIn at: <https://au.linkedin.com/company/timberlink-australia-i-new-zealand>

Visit the Timberlink websites at:  
[www.timberlinkaustralia.com.au](http://www.timberlinkaustralia.com.au)  
[www.timberlinknz.co.nz](http://www.timberlinknz.co.nz)

# Engaging with the Next Generation in Our Communities

## Marlborough Boys College Blenheim Mill Tour



Our Blenheim mill was delighted to host a class of year 11 boys from the Marlborough Boys College for a tour in June.

Two of our most experienced managers onsite, Jon Way and our Blenheim Green Mill Manager, James Johnstone hosted the 15 students and two teachers for the afternoon.

James, every bit as energetic as he was when he started working at the mill as a 18-year-old, said that "it was an awesome opportunity to show case to these whipper snappers some of the advanced technology we now use to complete the process of turning a raw log into a product that can help construct a house or even build a boat."

The students asked a range of questions on the manufacturing process. These included queries on the different treatment types and their smells, what comes out of the boiler, what is the purpose of finger jointed timber, what technology is used to scan logs and hearteningly, what apprenticeships were available.

James went on to say that "It's important we demonstrate the exciting advancements our industry has made in automation, mechanisation and even AI to ensure we continue to have innovation and a growing talent pool for our future needs of the business."

"We hope we showed the kids there is a bit more to manufacturing timber than they thought and hopefully I see one or two on the job in a couple of years' time."

## Marlborough Girls College Careers Day

The Marlborough Girl Collage careers day was held recently and Timberlink was delighted to be invited to talk to girls aged 13-18 about a career in timber. Our Work Health Safety Advisor Erin Price went along with fellow Blenheim employee, Debbie Wilson who summed up the day magnificently.

"Being a Marlburian all my life, the opportunity to go back to my former school and to promote Timberlink and timber manufacturing was an enjoyable experience. With the belief that technology advances have allowed equal opportunities in this field, to be able to express that strength is not a pre-requisite and that maturity and intelligence are more important was my main goal. The ladies were really interested in in-work education and apprenticeships which was extremely pleasing."

Timberlink is working to increase its share of women in the workplace and you can see how we are tracking on this in our sustainability report which is located on our website.



## Timberlink Green - Proven, Preferred and safe for Schools

We made a special delivery to the St Kilda Park Primary School in Melbourne in June. Timberlink donated some of our Low Odour, LOSP, Timberlink Green timber and it will be used to build an outdoor amphitheatre classroom which will include disabled ramps that link old classrooms into recently constructed ones.

Timberlink Green is the proven preferred outdoor solution and is the perfect product for a high use outdoor structure such as this. The project is due to be completed in October 2018 and we can't wait to see what it will look like.



## Penola High School



The Penola High school was advertising for wood products donations as part of their wood work program. Tarpeena site manager Roy Dias and his team at the mill were only too happy to help, so we contacted them and offered our product to the kids. The students made some great products and we just love to see young people using timber and being interested in wood.



# Get to Know Us!

## Timberlink People Profiles

### Alan Holter

State Sales Manager, Victoria



#### When did you start and how did you get the job?

Alan started at Timberlink in 2010 as an account manager for the west of Victoria, covering everywhere from Footscray to Mildura, and is now the State Sales Manager. He has been working in timber since 1984 when he got his first job out of school clearing timber off the wharf for a shipping company working for a customs agent.

Overtime Alan's hard work and friendly, honest nature saw him move from the wharf, to a timber yard and then into sales.

He cites the advent of phones and computers as the biggest changes to the industry and the professional area of sales he has seen over time. "We're far more organised now, forward entry and forecasting, and so is the customer". However technological change hasn't had this effect on everybody according to Alan "everything is real time now, builders used to have to plan a whole week meticulously, now they can just get on the phone and order something".

Alan says he loves the timber and building industry and has stayed mostly because of the people. "There's plenty of good characters" he says with a chuckle. Alan is certainly one of those characters and relationships with customers are more to him than just business deals, at his 40th birthday over the half the attendees that came as friends were customers.

"It's made me a good listener" he says when reflecting on his time in the industry. "you have to listen twice as hard and say half as much in sales".

To those who have just started in the industry Alan has some sound advice. "It's an honest industry and if you're honest there is plenty of opportunity for you in any stream you could think of, sales, engineering, IT, marketing, logistics, anything really."

#### The Favourite Five

**Favourite Movie/tv show?** The Hangover

**Hero as a kid?** Michael Roach

**Favourite sports team?** Richmond

**Favourite food?** Everything (der)

**Favourite holiday destination?** Murray River



# Timberlink - quality engineering in every piece

## Manufacturers of Australian structural pine

The latest precision manufacturing technology  
New Grade Scanner by Lucidyne Technologies is  
at our Tarpeena mill in South Australia  
Perfect for your next mid-rise project



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