

May 2019

# TIMBERLINK

## Timberlink Green now with a DAR finish

Timberlink HOME SAFE program  
puts safety first

Timber is  
the ultimate  
renewable - let's  
spread the word  
together

Windfarms to  
be put in pine  
plantations in  
Australian first

Soft landing  
projected  
for housing  
construction  
activity

TIMBER LINK®

AUSTRALIA | NEW ZEALAND

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# TIMBER LINK®

AUSTRALIA | NEW ZEALAND

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# Timber is the ultimate renewable - let's spread the word together

Timber is the ultimate renewable house framing. Low embodied energy, flexible, easy to use, cost effective, fire predictable, durable with termite resistant options and it stores carbon. We could go on and on but we know you know all of this. **That's why we want to help you tell your customers.**

We know you are busy, so we would like to assist with creating co-branded content that can help your customers (or their customers) to understand why timber is the best material choice for their house frame and we want to tailor it to your business. It could be a sign on the wall, a pamphlet, brochure, Facebook post or blog on your website.

Contact your Account Manager and ask them how we can help.



## Timberlink makes special Christmas donation

Timberlink is proud to have made the special Christmas donation of two defibrillators to the Country Fire Service at Tarpeena and Kalangadoo this year. The defibrillators will be fitted to trucks at both sites, allowing CFS volunteers to perform emergency heart resuscitations if needed.

The Timberlink Tarpeena sponsorship committee had heard that the CFS's were in need of this potentially lifesaving equipment and made it a priority to get them to the sites for Christmas, with the delivery made on the last day of business for the year.

Site Manager Roy Dias was proud of the whole Timberlink Tarpeena community for the way in which this was carried out. "We have a few employees who volunteer, and they came to us and asked if we could help. It was such a no-brainer, and we are really glad to be able to give back to a great cause and one that our fellow employees are involved in."

Many Timberlink workers, including Jamie Irving are CFS volunteers in their spare time and Timberlink is proud to be able to help the heart and soul of our local communities in such a meaningful way.



Timberlink Tarpeena facility manager Roy Dias (left), CFS Kalangadoo volunteer Mariska Hawke, Timberlink planning manager and CFS volunteer Jamie Irving and CFS Tarpeena volunteer Peter Balnaves with his daughter Charlotte

## \$100m upgrade update

Timberlink's generational \$100m upgrade program is well underway at both Tarpeena and Bell Bay. The form work is being done, measurements taken, and the machinery has been ordered.

In Tarpeena we have begun the first major component of the works, which is the movement of an electrical substation to make room for our expansion. Once that is complete then we will begin work on the new saw line later this year.

In Bell Bay the new Contra Flow Kiln (CFK) has been installed to both increase our overall capacity and to increase the quality of our timber.

CFK's dry the timber in a more consistent manner, with a lower temperature compared to traditional batch kiln drying.



# Soft landing projected for Australian housing construction activity

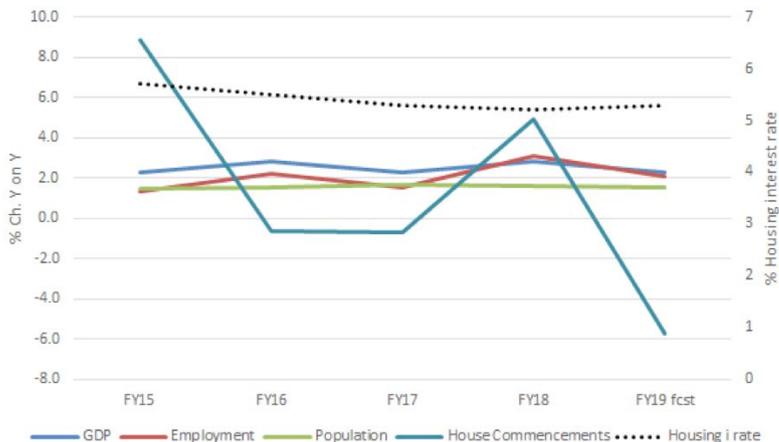
A soft landing is expected for residential construction activity in Australia as the underlying economic conditions for housing demand remain sound. The nation's steady employment growth should lead to future wage growth, and in a continually low interest rate environment, this should uphold housing market activity.

As a whole, the national economy slowed during the second half of 2018 as residential investment, consumer spending and net exports performed poorly.

Falling house prices have featured since late 2017, most evident in Sydney and Melbourne, the national average home price has fallen by 8.4%, providing a clear indication that the supply response has overreached or arrived late for the build-up of strong housing demand over recent years. Further, lead indicators are showing weakening signs for housing demand including "off-the-plan" sales of apartment projects, "lot sales" of new detached housing and housing finance approvals.

As well as falling prices, rental vacancies have risen to their highest Sydney levels since 2004, combined with stricter credit requirements these conditions have led to investors retreating from the market and FY19 house commencements are now forecast to decline by 6% nationally.

## Economic Indicators and House Construction Outlook - Australia



Source: BIS Oxford Economics

Meanwhile, the FY18 population data shows a national growth rate of 1.6%, slightly below the growth rate of a year ago. Victoria contributed 35% of the increase, followed by NSW 31%. While the eastern States experienced the highest population growth rates during FY18, ranging from Victoria at 2.2% to NSW at 1.5%, Tasmania followed closely with 1.1%. The increase in Tasmania population has been mostly driven by overseas and interstate migration and is consolidating the underlying demand for dwellings for the long-term.

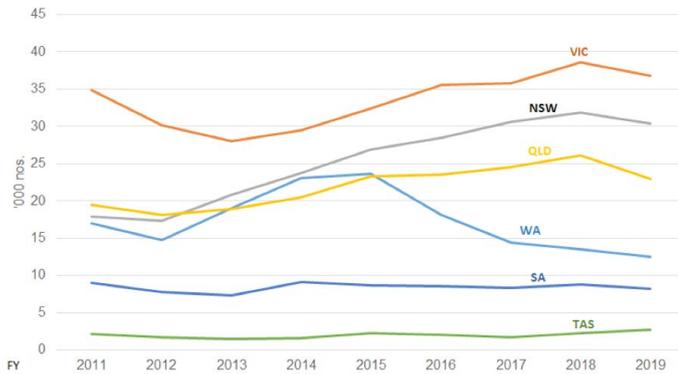
The latest house commencement data displayed mixed State results in the Sep-18 quarter compared to the same quarter the previous year, with only NSW and Tasmania experiencing growth. The national growth rate of 6% for the year ended Sep-18 illustrates the strength of activity across all States with the exception of WA, where there currently exists a significant oversupply of housing stock. In contrast there is a substantial housing stock deficit in NSW, however it has been declining since 2016.

Victoria has a significantly lower dwelling stock deficit than NSW, while Queensland has been oversupplied since 2017 as the supply of apartments increased. All states except Tasmania are expected to experience a lower level of housing activity in 2018-19, ranging from a 12% decline in Queensland to a 5% fall in Victoria and NSW.

## Soft landing mirrored for alterations and additions

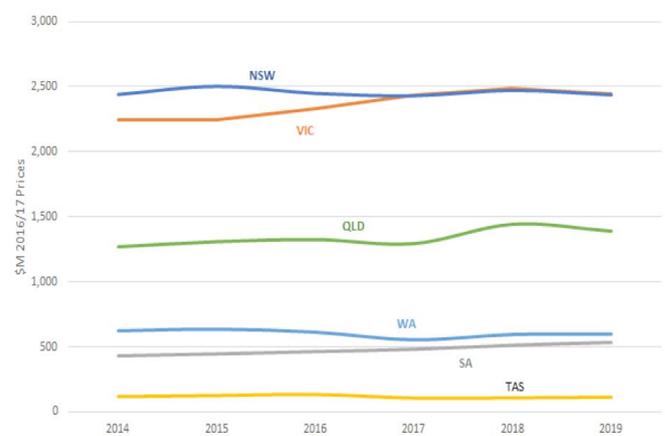
Alterations and additions (A&A) represent approximately 25% of all softwood sales. Yearly variations in A&A expenditure generally follow the housing market cycle with the majority of the activity underpinned by the existing housing stock. Rising house prices and high property turnover leading up to 2017-18 increased A&A spend by 4.3%. Expectations for 2018-19 are for a slight decrease reflecting the tighter finance conditions and falling house prices in the eastern States.

Australian House Commencements Actual 2011-2018, Forecast 2019



Source: ABS, BIS Oxford Economics

Australian Alterations & Additions Actual 2014-2018, Forecast 2019



## New Zealand housing market still growing

Following New Zealand's strong performance in 2017-18, dwelling consents grew by 9% in the 3 months to Jan-19 primarily in the Auckland and to a lesser extent Wellington regions. In contrast, activity on the South Island has been declining over the past 12 months, although house consents were 6.5% higher during the 3 months ending Jan-19 compared to last year.

The underlying conditions for residential construction remain favourable with healthy population growth, a strong labour market reflected in low unemployment and steady wage growth. Historically low lending rates are anticipated to hold steady until 2020, as indicated by the Reserve Bank of NZ.

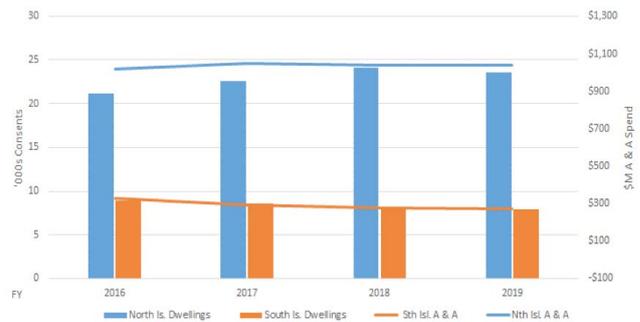
The outstanding growth in dwelling consents on the North Island has been fuelled by New Zealand's net overseas migration which peaked at 64,000 p.a. in mid-2016 and is now forecast to ease to around 37,000 p.a. contributing to a population growth of 1.3% in 2019. The cumulation of high population growth over the past 3 to 5 years has led to a substantial housing stock deficiency and continued house price increases in the Auckland region.

Supply constraints relating to available housing lots and skilled labour have been a significant contributing factor to the stock deficiency build-up of around 55,000 nationally. On the South Island, the present level of housing stock is estimated to be adequate for current demand.

A very slight cyclical downturn is expected during 2018-19 as supply levels adjust to market demand, with South Island activity holding steady while residential construction on the North Island is expected to decline by 2% from its high level.

New Zealand expenditure on A&A reached almost NZ\$1.3 Billion in 2017-18 while A&A spend in 2018-19 is expected to decline as house price growth eases and the Canterbury rebuild is completed.

New Zealand Dwelling Consents Actual 2016-2018, Forecast 2019



Source: NZStats, BIS Oxford Economics

# Timberlink Green now with a DAR finish

## Dressed to impress.

Builders and home owners have been telling us they want a smooth, modern finish to their outdoor timber and now it's here!



Timberlink Green has always been the premium outdoor choice. It is the only H3 treated pine with a visual grading override in addition to the standard machine grading, ensuring your timber is appealing to the eye as well as passing the required strength grading tests.

Our new low pigment dye formula also allows for a more natural looking piece of timber with a consistent and light colour that can easily be stained, painted or left natural. Don't worry, we promise it's still treated, and you will be able to tell, the green just won't be as strong.

There is nothing more important in a piece of timber than its straightness. Timberlink LOSP treated outdoor timber is less susceptible to movement in racks and in service than timber with some other treatments.

Timberlink Green really is a great story of Australian innovation. The world's first Low Odour LOSP, created and first used in our Bell Bay mill in Tasmania in 2015. Timberlink's fantastic example of timber enhancement innovation is the original, proven preferred LOSP treatment and the number one outdoor treated pine in Australia.

## So smooth you can write on it

Looks good – for a smooth modern finish with a lighter green pigment

Smells good – with low odour LOSP

Stays straighter – LOSP treated so it stays straighter for longer

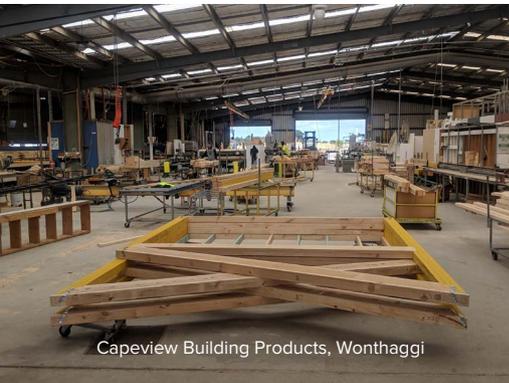
Cheaper and easier to paint and stain



# Timberlink helping businesses big and small in every corner of the country



Peter Sheerin, Capeview Building Products



Capeview Building Products, Wonthaggi



Capeview Building Products is a family owned business based in Wonthaggi, around 2 hours' drive south east of Melbourne. The company started 55 years ago as a building business, before moving into frames and trusses over 30 years ago.

Today, Capeview Building Products offer includes doors, windows, screens and kitchens as well. They employ 65 people, taking young apprentices from the area each year, something that they are very proud of. "We've got one apprentice and we'd like to take on more, I started here as an apprentice over 30 years ago myself" said site manager, Peter Sheerin.

Driving down the road out of Wonthaggi towards Cape Paterson, Capeview strikes you as about as quintessentially regional Australian business as you can get. A big site on the main road, friendly, down to earth staff and warm charm that belies the harsh Australian climate.

The site has expanded many times over the past 30 years with new technology, equipment and safety upgrades. Despite being a family run business they are a high-tech fabricator, with a double ended table press from the USA that has an automated puck system to start the building process. This system dramatically increases efficiency from the old manual C press system. Capeview also has a new framing jig that was installed in 2017.

One of the more ingenious parts of the frame and truss plant has been the conversion of the old jig into one that makes rake walls. An on-site engineer came up with a system that allows the timber to come through at an angle on one side to suit the shape of the wall.

As technology has changed, so have some of the demands from customers, with more increasingly focused on the environmental impact of their building materials. Capeview recently supplied materials for projects such as the Cape Sustainable Residential Project.

Timberlink is Australia's only major softwood sawmiller with both the FSC and RW/AFS environmental certifications.

These environmental concerns combined with cost and flexibility are the reasons that site manager Peter Sherrin gives for the continued preferred choice of timber over steel amongst his customers. "It's a real pain to build with steel, and when you're done you can still see screws on the outside of the fixings".

One thing that has not moved as quickly as Peter would like is the demand for termite protected timber. He laments that only a fraction of his sales are in this category, despite Wonthaggi being known as an area for termites. He puts this down to a

lack of knowledge among builders and end users on the matter.

Timberlink Blue has a 25-year warranty and is safe for family and pets, it's a no-brainer in areas like Wonthaggi according to Peter.

Peter Sheerin enjoys having dedicated account manager Adam Watson from Timberlink to help him when required. He knows he can have any questions answered and believes that personal relationships are the key to building and maintaining businesses of his size.

Peter was particularly thankful to Timberlink and to Adam during the recent timber shortage. "Timberlink did well for us, I thought they juggled it all well and having that relationship with Adam really helped".

Being a smaller, regional operator can have its challenges though. Peter has noted the number of larger builders moving into the area in the past 5 years, most of whom don't buy locally. This problem has only been exacerbated by the recent slowing of the market in Melbourne, forcing builders to look further out for business.

Despite this, Peter and the business have faith that with continued investment in technology, some good old-fashioned Australian ingenuity, local knowledge and good strong relationships, Capeview can continue to be successful for many generations to come.

Peter was thankful to Timberlink and in particular to his Account Manager Adam during the recent timber shortage. "Timberlink did well for us".



AUSTRALIA | NEW ZEALAND

HOME SAFE - Every One, Every Day

Getting our people HOME SAFE is our top priority and firm commitment because nothing is more important.

That is why Timberlink is delighted to launch the HOME SAFE program to all our people over the coming months. "We want to get every one HOME SAFE, every day" said Timberlink's CEO Ian Tyson.

HOME SAFE is our business owned, people led, and behaviour focused program. Its aim is to educate, engage and empower all of our people, contractors and visitors on the behaviours and attitudes that make a safe workplace.

The fundamental principle of HOME SAFE is our belief that everyone deserves to go home safe every day. It's a basic principle, but one that will take involvement and commitment from all of us to achieve.

HOME SAFE is about keeping safety in the forefront, being mindful of situations, hazards and risks. Actively caring for ourselves and others at all times, and having the courage to never walk past an unsafe situation. It's about taking the time to pause and think, where am I right now, am I behaving above the line or below the line.

## New Forests acquire forestry assets in Gisborne

Timberlink's management firm New Forests has continued to expand its forestry assets, agreeing to acquire Hikurangi Forest Farms (HFF), a company based in Gisborne, New Zealand.

New Forests anticipates that the purchase from current owner Samling Group, will be complete by mid-2019, subject to approvals.

HFF is one of the largest forestry estates in the Gisborne region and includes around 25,000 hectares of radiata pine plantation on 35,000 hectares of freehold, forest rights, and leasehold land. Significant investment has been carried out since the assets were acquired in 1997, building a high yielding and sustainable forest estate that is a significant contributor to the regional economy.

New Forests is currently working through an ownership transition plan incorporating continuity of operations and New Forests' forward-looking management plans, and will be undertaking engagement with key stakeholders, including local businesses, Tangata Whenua representatives, councils, and community groups.

New Forests is an Australian based international sustainable forestry investment manager and Timberlink's management firm. This gives Timberlink the advantage of being connected from the forest right through the finished product.





# Windfarms in pine plantations - Australian first

A \$1billion wind farm and battery storage project could be built in Mount Gambier-based Green Triangle Forest Products' pine plantations

A \$1billion wind farm and battery storage project could be built in Mount Gambier-based Green Triangle Forest Products' pine plantations, revolutionising the way we think about land use in Australia.

The incredible 900-megawatt energy facility would be the first in Australia to be located within a commercial pine forest. It will span around 30kms between Portland and Nelson.

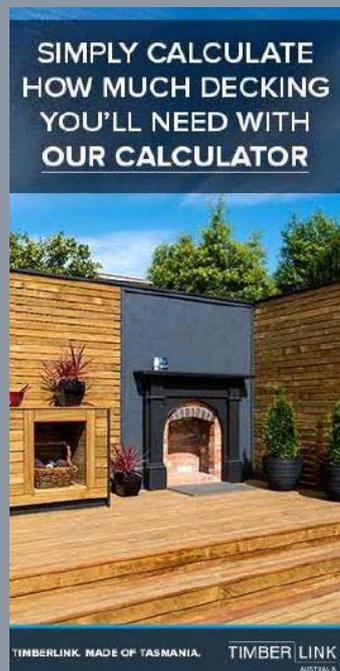
Anita Rank, the Glenelg Shire Mayor said that the location of the proposed project was great news for residents in the shire. "I think it's probably an interesting proposal in that it overcomes some of the issues that developers face when they're putting them in areas surrounded by residents, so it just makes good sense in terms of not interfering with people's livelihoods," the Mayor said.

# Built Evolution Conference 2019

Recently in Perth the Built Evolution Conference took place, putting architects, builders and developers in the same room. Timberlink was proud to be a silver sponsor of the event and was represented by Matthew Keep and Jennifer Henry.

The conference had guest speakers talking about a range of topics relating to the rise of wood in mid and high-rise buildings. This included Timberlink's lightweight, engineered timber framing, perfect for buildings between 6 and 8 storeys.

Technological advances have made it possible and preferable to use environmentally friendly timber instead of concrete or steel in these projects and the crowd at the conference was excited to hear about these and other developments in the industry.



## Made of Tasmania campaign update

Now in its 14th month, our Made of Tasmania end-user marketing campaign continues to expand. Last year was all about introducing the Timberlink name to more Tasmanians with advertising, many of whom didn't know our plantation pine they enjoy using is actually Tasmanian grown and made.

This year we have continued with our advertising but have also started introducing new components including working on new Point of Sale (POS) ideas. We want to inspire and inform DIYers about plantation pine while in stores.

We have added more DIY content to [madeoftasmania.com.au](http://madeoftasmania.com.au) including a decking calculator to help you work out how much timber you'll need. We also have a new program where we are visiting builders to say hello and have a quick chat about timber. If you are interested in getting involved, talk to your Account Manager or come see us at HomeFest in Hobart 11-12 May, where we will be promoting the benefits of our timber products to homeowners, DIYers and builders.

# Alan Collier - Thank you for 31 years of customer service excellence

## Timberlink recently celebrated the career of an industry legend and a true gentleman, Alan Collier.

Alan worked for over 40 years in the timber industry, with 31 and a half of those being at Timberlink.

Alan worked in sales as an Account Manager for almost all of this period and whilst he spent most of his time in Melbourne and Victoria's east, he reckons he has been to 95% of timber yards in the state.

Originally Alan just answered an ad in the paper to get his first job in the industry in the 1970's. In 1987 he began at Timbersales (now Timberlink). As a travelling account manager, he was given a sack of 20c coins each week to use in public phone booths to communicate back to head office while out on the road.

In 1989 he was given a car phone, which changed the way he was able to communicate with customers. "The job is just completely different now from when I started, customers can reach you at any time and you can reach them. iPad's and mobile phones make

it so much easier, you can tell a customer exactly what you have straight away," said Alan. "When I started it was much harder and more inaccurate, you would have to call back to head office and a guy keeping stock with a notepad would let you know".

Alan's determination and energy are noticeable, even now he has retired, "I embraced every week as a new challenge, no one owes you a living you know, you've got to go out and earn it each week, and I've really enjoyed it."

He told his customers right up until he retired that if he hadn't called them back within 30 minutes then he hadn't received their call, and he meant it, such was his desire to ensure the customer was being looked after. "I've always felt like if you like an area, you'll be more successful connecting to people in it, and I've really enjoyed doing eastern Melbourne, the Mornington Peninsula and Eastern Victoria. I've formed a lot of relationships and built up a lot of trust with those people over the years."

That's the kind of man Alan Collier will be remembered as at Timberlink, honest, respectful, hardworking, punctual and above all, a true gentleman. Enjoy your retirement Alan.



Alan Holter, Timberlink Vic State Sales Manager with Alan Collier and Ian Tyson, Timberlink CEO

# Timberlink joins members at the 2019 FTMA Conference

Timberlink was delighted to participate in this year's Frame & Truss Manufacturers Association (FTMA) conference on the Gold Coast.

National Sales Manager Julia Hall was present with the team at the conference enjoying many networking opportunities along with some great guest speakers.

Timberlink's Group Product Manager, and Chair of the Softwood Manufacturing Chamber's Market Development Sub Committee (MKDS) Marita Pierce-Indugula gave a speech at the conference, updating members on the progress the MKDS is making on coming up with an industry wide, coordinated campaign to promote the benefits of timber framing.

A big thankyou to Kersten Gentle and the team for putting on this fantastic conference and for all the work the FTMA does for the industry.



Alan Collier with his daughters (from left) Cheryl, Karen & Susan



Marita Pierce-Indugula, Timberlink Group Product Manager

# Timberlink spreads the DAR message at the IHG Expo

The IHG 2019 National Expo took place in Adelaide in February and it was a fantastic couple of days for suppliers and store owners alike.

The IHG Expo had the theme of “uniting independents” and Timberlink Australia’s National Sales Manager Julia Hall and her team of State Sales Managers were on hand to talk store owners and managers through the change to Timberlink Green DAR (dressed all round) timber nationwide.

The stand showcased Timberlink Green DAR timber painted, stained and natural. Allowing our customers to see the difference in the new, modern, smooth finish.

The team also talked to many friends, old and new and attended the IHG gala dinner on the Wednesday night.



Timberlink State Sales Managers Sue Wood (NSW), Paul White (WA), Alan Holter (VIC), Brad Knight (SA), Gareth Watson (TAS) and National Sales Manager Julia Hall

# Wood, the ultimate renewable



# Sunshine Polytechnic timber training

Timberlink was delighted to be invited to the Sunshine Polytechnic to pass on some timber knowledge to the next generation of builders and carpenters for Bunnings.

Jason and Eshani from the Victorian Sales Team were on hand to give the students a presentation and dispel a few myths about timber, as well as give information on treatment types, the manufacturing process and of course its amazing renewability and carbon storage features.

We'd like to thank our friends at Bunnings for the opportunity. If you would like our staff to come out and give some timber training on behalf of or for your business, then please contact your Account Manager.



Timberlink's Eshani Owen talks to attendees

# Becks timber training session

Recently we popped into Becks Launceston and it is a fantastic example of how we can help your business with training and support. Our Account Manager, Shaun Roberts approached Becks before the summer to ask if he could help with any training coming into the busy season. Becks had taken on some casuals for the period and were keen to help them gain knowledge.

So, Shaun then teamed up with our friends at Cabots and gave some short, sharp in-store training sessions that covered topics such as treatment types, hazard classes, stock rotation, safety, decking, painting and staining.

All in all, 15 staff were trained for the summer and countless DIYers and tradies benefited from their knowledge over that period. Another great example of how Timberlink's service can help your business succeed.



Timberlink's Shaun Roberts with with Daniel Lette from Becks Launceston

# Your Questions

In each edition 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 edition's question is:



## Q: Will the upgrade project at the mills affect production levels through the construction phase?

A. No. Most of the construction will take place alongside existing lines and will not require a shutdown. The major upgrades have been planned so that they coincide with shut down times over Christmas holidays or on weekends.



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

# Our Socials - Most Popular

**Timberlink Australia | New Zealand**  
1,113 followers  
1mo

We were fortunate enough to have Minister Sarah Courtney visit our Bell Bay mill recently. As the minister for Resources and Building and Construction she came to check out the progress on our huge upgrade program and was impressed by it's scale an impact on the local community

"The continued investment at this site, along with the focus on worker safety, is great news for the local community."

<https://lnkd.in/gPGUxPJ>

#investment #jobs #tasmania #madeoftasmania



Sarah Courtney MP visits Bell Bay - media release .pdf  
storage.googleapis.com

53 Likes

Like Comment

Be the first to comment on this

This month we had Tasmanian minister Sarah Courtney come and check out the upgrade program at Bell Bay. Our National Sales Manager Julia Hall also did an interview on women in timber for International Women's Day.

**Timberlink Australia | New Zealand**  
1,100 followers  
1mo

It's International Women's Day today and we are proud to have some amazing women working at Timberlink.

Our National Sales Manager Julia Hall is one of them, and is featured in this women in wood article.

<https://lnkd.in/gTJVM2w>

#internationalwomansday #equalityanddiversity



Moana Heurea, Machinist and Leading Hand at Red Stag Timber

Julia Hall - National Sales Manager at Timberlink Australia

Celebrating Women in Wood for International Women's Day

urrateaustralia.com

ikes

Like Comment



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

# Sustainability Report

The 3rd Timberlink Sustainability Report was released recently, and we are proud of many of the achievements we have made particularly in safety, reporting and pollution and waste minimisation.

More customers were emailed a copy this year as part of our effort to reduce wastage.

## 2018 Achievements



### Sustainability performance and tracking

Sustainability score tracking on target to reach 2022 goal of an integrated sustainability corporate culture.



### Our customers

Gold Sponsor of the Wood Solution mass timber program.

Silver Sponsor of the FTMA.

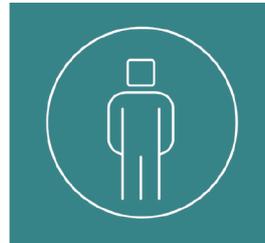
Launched industry first “Made of Tasmania” campaign across mass media.



### Safety. Home Safe

We achieved a reduction of 11% in our lost time injury frequency rate (LTIFR).

A 42% reduction in severity rate of those injuries, and expanded our WHSE council.



### Our people

Continued upskilling and training of our staff at all sites. Two new apprentices taken on at Tarpeena.



### Pollution, waste and consumable minimisation

93% of the energy used to run our mills we produced from our own wood waste. Reduction in electricity consumption of 8.1%, reduction in water use by 5% and reduction in fuel consumption by 5%.



### Certifications

Continued commitment as the only major softwood sawmiller in Australasia with both FSC and Responsible Wood certifications. FSC certification now extended to include delivery from our distribution centres.



### Our communities

\$5,000 Christmas donation to two Georgetown charities. Creation of the “Outdoor Buddy” product, in conjunction with The Self-help Workplace in Launceston.



### Compliance

No major compliance breaches at Tarpeena and Bell Bay. Bag house emissions at Bell Bay just 5% of regulatory limit. Ongoing engagement with the local community at Blenheim.

# Timberlink Green<sup>®</sup> is now Dressed to Impress for a smooth, modern finish

Looks good, smells good, stays straight



[timberlinkaustralia.com.au](http://timberlinkaustralia.com.au)

**TIMBER LINK**<sup>®</sup>  
GREEN AUSTRALIA

The logo for Timberlink, featuring the words "TIMBER LINK" in a bold, white, sans-serif font. The word "TIMBER" is on the left and "LINK" is on the right, separated by a thin white horizontal line that extends slightly beyond the letters. The background of the logo is a dark, semi-transparent rectangle.

TIMBER LINK®

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