

TRADEMARK

> Wood Nature Inspired Design



> BUILDING
HEALTHY
HOMES

> WOMEN
MAKING
THEIR
MARK

> INDUSTRY
NEWS

[For the
Builder.]

A LETTER FROM JAMIE

It is with much pleasure that I can say you've kept us busy with the demand for our services once again this past year.

Given that demand, I wasn't surprised to find the VBA reporting the value of building in Victoria as reaching a record **\$32.8 billion** for the 2016-17 financial year. The VBA also reported that regional and rural Victoria performed better growth-wise in 2016-17 than metropolitan Melbourne, with the value of building permits outside Melbourne up 6.9 per cent from the 2015-16 value (while inner and outer Melbourne rose a combined 3.4 per cent).

We are proud to play a part in supporting this level of activity through the supply of quality materials and prefabricated products to you, the builder. Our business model, with its store network in metropolitan Melbourne and across regional Victoria and southern New South Wales, allows us to effectively manage fluctuations in building activity across all markets. We transfer resources to where they are needed most, to ensure a consistent level of service to all customers.

In other report news, the HIA COLORBOND Steel Housing 100 report showed that the overall number of new houses built in Australia fell over the last year, but that the largest 100 residential builders increased their starts by 8.5 per cent to a record 74,572. The report shows that even though the market is contracting, there are a number of builders that are still growing. The builders best positioned to adapt and thrive in this evolving market are those who adopt new technologies, improve the way they've otherwise always done it, and market themselves differently.

Speaking of new technologies, Dahlsens has joined a marketing implementation group looking at the use of light weight framing timber for 4-6 storey mid-rise developments. Working alongside Forest and Wood Products Australia and the FTMA, the group is developing solutions to assist builders meet the new Deemed to Satisfy design criteria. It is becoming more commonplace for urban planning to push back on the urban sprawl and tailor development in and around the infrastructure in metropolitan Melbourne, thus the push into the mid-rise development space. Expect to hear from us about these developments in the near future.

So, to this edition of Trademark. Inside this edition we announce the coveted Dahlsens Store of the Year Awards. I would like to take this opportunity to congratulate our winning teams – Warragul; Store of the Year and Bairnsdale Truss & Frame; Manufacturing Plant of the Year.

Importantly, these store awards aren't based on financial results only. Rather, we value and reward the degree to which our stores work as a strong, cohesive team to support our customers with timely communication and efficiency.

The recognition of being the 'best of our best' holds huge bragging rights at Dahlsens, but ultimately I believe the stores are most proud of their performance with you, our customers. As always, it is our sole purpose to help you – the builder – to succeed. We work to make your day easier, help you build the best house on the street and get you closer to your goals in both business and life.

These are competitive times and like many of you as an independently owned business, we must think outside the box to stand out. We invite you to let us know how we can be of more value to you. Please do share your thoughts with your local Dahlsens team.

I hope you find this edition of Trademark makes for worthwhile reading.

Regards,



Jamie Dahlsen
General Manager
Dahlsens Building Centres



UPDATED HIA CONTRACTS

In Victoria there has been a wave of legislative reform over the past couple of years. As a result, the Housing Industry Association (HIA) has been required to update its contracts on a regular basis. The new legislation and updates to the contracts mean that builders using older versions of the HIA contracts, and other industry standard contracts, are at risk of using a contract that does not comply with the Victorian legislation for domestic building contracts. This article summarises the major changes to the legislation and contracts.

Major domestic building contracts

For over 20 years a contract for domestic building work with a price exceeding \$5,000 was a major domestic building contract. A builder entering into a major domestic building contract must use a more detailed form of contract with a cooling-off notice, checklist, consumer guide, progress payment schedules and price warnings.

As of 1 August 2017 a builder is required to use a major domestic building contract for domestic building work with a contract price exceeding \$10,000.

The Checklist

In Victoria, a major domestic building contract must include a checklist. On 4 August 2016 a new version of the checklist was published and this must be used in any major domestic building contracts signed from 1 September 2016.

The Consumer Guide

From 1 September 2016 a builder entering into a major domestic building contract must give the owner a copy of the Domestic Building Consumer Guide. This Guide is included at the back of HIA contracts.

An updated version of the Domestic Building Consumer Guide has been released and must be used in contracts signed from 1 August 2017.

Progress payments

The Domestic Building Contracts Regulations specify how a builder and owner can agree to use an alternative to the progress payments prescribed by the Domestic Building Contracts Act. The Regulations include two forms, Form 1 and Form 2, which must be used in contracts to provide evidence that the owner agrees to the alternative progress payments.

From 1 August 2017 these forms have been changed. Now the owner needs to sign both Forms and the builder needs to sign Form 2.

What to do?

From 1 August 2017 when a builder wants to sign a domestic building contract with a client with a price over \$10,000 they need to ask the following questions before using the contract:

1. Is the checklist (usually towards the front of the contract) dated 4 August 2016? If no, you cannot use the contract.
2. Is the consumer guide (usually towards the end of the contract) dated 1 August 2017? If no, you should not use the contract unless you provide a current version of the guide to the owner and get them to sign an acknowledgment.

If the builder wants to use the alternative progress payments (method 2) they also need to ask themselves the following questions:

3. Does Form 1 (in Schedule 3 in HIA contracts) refer to regulation 13? If no, you cannot use the contract.
4. Does Form 2 (in Schedule 3 in HIA contracts) refer to regulation 13 and require signatures by both the owner and builder? If no, you cannot use the contract.

If you require further assistance, HIA members can contact HIA workplace services on 1300 650 620.



BUILDING HEALTHY HOMES



With numbers of allergy sufferers on the rise in Australia, one of the most important considerations in building a healthy home is the elimination of dampness, mould and dust mites - and one of the biggest culprits in causing all these issues is condensation.

New home owners rightly expect that their freshly built house or apartment will be constructed using the very latest building materials, in accordance with all Australian standards, and that it will provide a safe and healthy environment for its occupants.

Condensation or high humidity triggers mildew and mould growth, which provides the perfect breeding ground for dust mites. Mould requires 70% – 90% humidity to thrive, which is common in many of Australia's coastal regions where the majority of the population lives. Elevated humidity and condensation inside a home can be detrimental to its occupants' health, especially if they already suffer from allergies and/or asthma (mould is a very common trigger for asthma).

As the prevalence of allergies and asthma continues to increase in Australia, builders who can offer a 'healthy' or 'asthma resistant' home may give themselves an advantage in the competitive new homes market. The same applies for new commercial buildings and workplaces.

Fortunately, there's a lot local builders can do to help eliminate condensation (and mildew, mould and dust mites) in new 'airtight' home builds. Selecting natural ventilation or air conditioning systems that introduce fresh air over split systems, and considering mechanical ventilation in areas with potentially poor airflow can make a significant impact. Consider floorboards or tiles instead of carpet to reduce the amount of trapped dust particles.

Top products for building healthy homes

Bradford Black ceiling and wall insulation is manufactured in Australia by CSR Bradford using sustainable, world class manufacturing technology with renewable raw materials. Bradford Black is also hypoallergenic and is approved by the National Asthma Council's Sensitive Choice® program, making it suitable for use in the homes of asthma and allergy sufferers.

Enviroseal Proctorwrap by CSR Bradford is a vapour-permeable wall wrap that reduces the risk of condensation formation inside a building's frame. It allows water vapour to pass through it, while preventing the entry of liquid water and dust from outside. National Asthma council approved, Enviroseal Proctorwrap also improves energy efficiency by reducing draughts and thus allowing insulation to work more effectively.

CSR Gyprock Sensitive plasterboard is also approved by the National Asthma Council Australia's Sensitive Choice® program. The plasterboard is treated with a powerful but gentle anti-fungal agent throughout the board's core, which penetrates through the paper liner and paint coating.



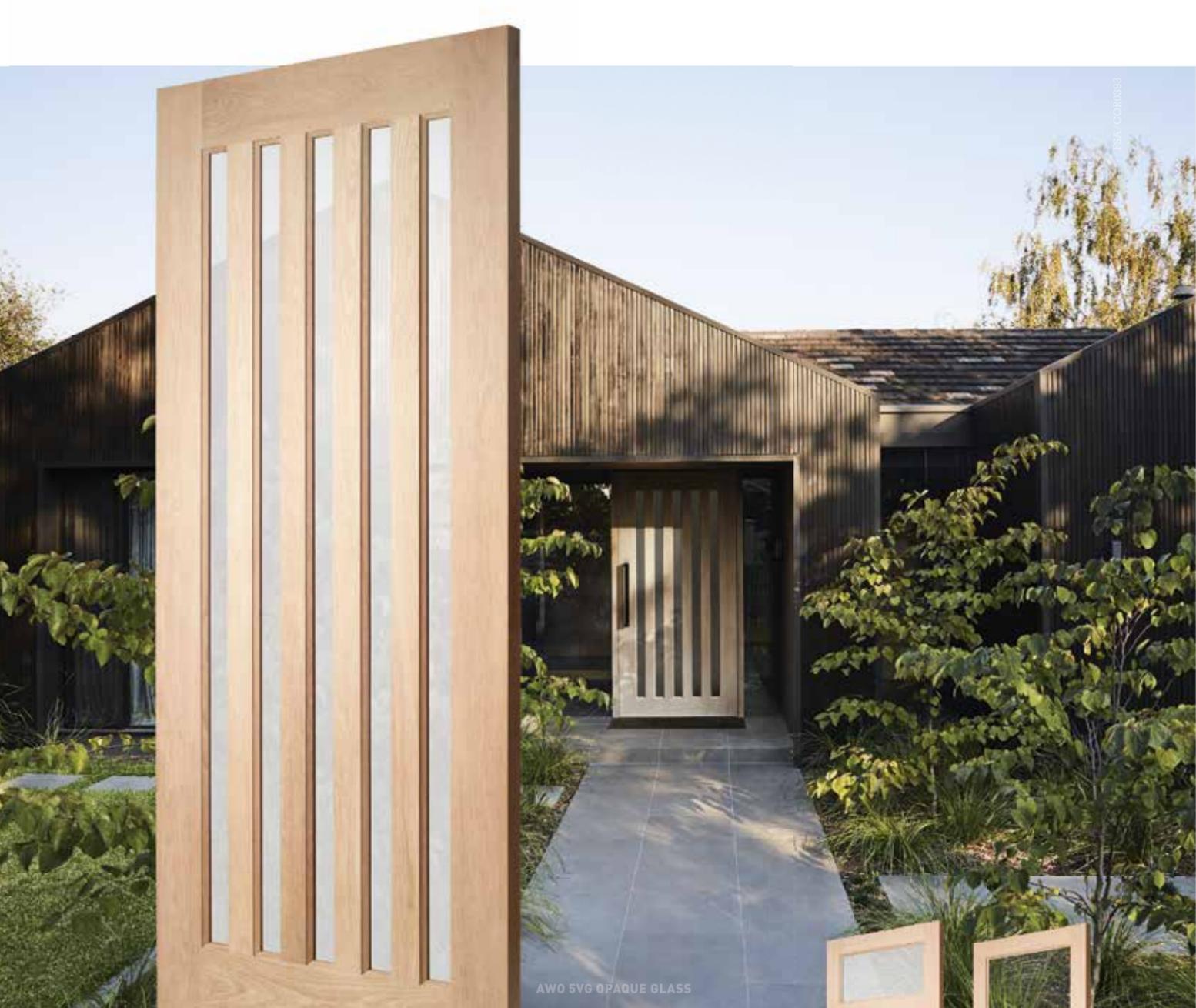
Edmonds' natural or powered roof ventilators can act as an effective combatant against condensation by removing hot, stale and moist air from the roof cavity and replacing it with air from outside. A powered sub-floor ventilator acts in the same way for sub-floor areas. CSR Edmonds manufacture a range of ventilators, both roof and floor types, suitable for all kinds of home structures.

Correctly installed exhaust fans in both bathroom and kitchen areas are vital, as are appropriate window coverings.

Home owners who suffer from allergies represent a growing market. Combining the latest building materials with smart home design can help you, the builder, deliver a high quality product that meets the needs of an increasing number of home owners with asthma or allergies.

For more information, speak to your local Dahlsens store or Account Manager or email: enquiries@dahlsens.com.au





AWO 56 OPAQUE GLASS

AWO 56 OPAQUE GLASS



AWO 56 OPAQUE GLASS AWO 21 CLEAR GLASS

PURITY

STARTS WITH CORINTHIAN

THE BLONDE OAK COLLECTION

Crafted from American White Oak, the pure versatility and simple elegance of each Blonde Oak entrance door makes them perfect for creating a clean, contemporary feel for your home. For further door inspiration, visit corinthian.com.au



The Innova brand offers a wide range of products from tapware right through to basins, toilets and bathroom accessories.

You will be excused for thinking that their designs look familiar. Innova products are manufactured by the very same off shore manufacturers as many of the leading brands in today's market.

Innova products have a solid and reliable warranty, modern on-trend designs and reliable on time service and deliveries without the high price tag you might expect.

The manufacturing process has extensive quality control to produce fine grade WaterMarked and licenced products to satisfy the builder's peace of mind. The large product range can meet the needs of a variety of projects.

Innova is a brand that can confidently guarantee huge savings — up to 30% less than the leading industry merchant and 40% less than the industry leading supplier!

Warranties:

- 15 years – tapware cartridge
- 25 years – sinks
- 5 years – toilet suites (1 year on seat and internal)

Available from your local Dahlsens store. Talk to your Account Manager for more information.

Nirvana Range



Basin Mixers



Kitchen Sink Mixers



Wall Basin Mixer Set

Nautica Range



Basin Mixers



Kitchen Sink Mixers



Wall & Ceiling Showers

Basins



Oval Inset Basin



Semi Inset Basin



Semi Recess Basin

Toilet



Cowen Back to Wall Toilet Suite

WOMEN IN BUILDING

Despite still being a male dominated industry, women in building and construction are making their mark. By demonstrating business acumen and bringing a fresh, valuable perspective to the companies they work in, females in construction today are helping to drive business growth while acting as inspiring role models for the next generation.

Women account for 12 per cent of employees in the construction sector, so there's still plenty of scope to improve the gender balance. Yet among those women who have chosen to forge a career in the industry, many have found opportunities to thrive.

Typically, women can be found working in areas such as sales, design and customer liaison, not to mention the often-present business-minded wife or female partner behind the builder. Fewer women are keen to take on trades roles (women make up just 2% of Australia's trades workforce) however organisations including the National Association of Women in Construction and even the Prime Minister's Office are trialling programs to encourage more women to consider such a career.

No matter what role they hold, women bring unique insights to building and construction. From understanding female consumer behaviour and buying patterns to building strong relationships with clients, you'll often find women playing a vital role in business communication, sales and marketing – helping companies win jobs and ensuring a positive customer experience throughout each project.

Women working in building and construction today say they enjoy the enormous variety of roles within the sector. As Australia's third largest industry, the diversity of job opportunities is endless.

With staffing an ongoing challenge for many builders, encouraging females into the industry comes with the additional benefit of broadening the talent pool. Recent research also shows that companies that are gender diverse are more innovative, productive and profitable.

Trademark is pleased to highlight several pioneering women in construction, each of whom continues to make an important contribution to the sector.

Melanie Fasham

**Managing Director
Fasham Pty Ltd**



The first female President of the Master Builder's Association of Victoria, Melanie Fasham has paved the way for women entering and forging careers in the building industry in Australia.

"This is a great industry, with plenty of opportunities," says Melanie. "Look beyond jobs on the tools, and there are so many roles to be filled. I would love to see more women attracted to the building industry because there is so much to be gained on both sides – particularly given the key role of women in purchasing decisions."

A qualified chemical engineer, Melanie entered the building industry when her father, Trevor Fasham started to think about retiring from the family business. Today, Melanie works as Managing Director of Fasham Pty Ltd alongside her sister, Emma Fasham.

Known for its stunning design, Fasham prides itself on building distinctive and sought-after homes that make the most of each block's unique orientation and position.

Melanie's technical skills as a qualified builder combined with her penchant for numbers spurred her career progression in the business. She worked her way up from an initial role as estimator, responsible for ordering and rewriting the purchasing system, to managing sales estimating and costing for the entire company.

"I love being part of this sector and delivering exceptional design and value for our Fasham customers," she says.

Mel Williams

**Founder and Director
EazBuild**



Founder and director of pre-build and pre-development processes and architectural design service, EazBuild, Mel Williams has an industry-wide reputation for making things happen.

Her can-do attitude and commitment to innovation have seen her successfully realise countless projects from single and multi storey dwellings to custom-designed homes to multi unit developments.

"No two jobs are ever the same. It is the dynamic nature of the building industry that makes it so great to be a part of," says Mel.

EazBuild helps clients successfully manage all aspects of pre-build and pre-development processes, design as well as building regulations. This includes town and farm planning,

thermal performance reporting, heritage reporting and bushfire management, to deliver state-of-the-art homes and developments across Victoria, New South Wales and Tasmania.

A consistent ability to stay on top of design trends has seen EazBuild recognised with four HIA industry awards in partnership with DTM Constructions.

Mel credits her business success to her straight-forward approach and honest nature.

"The building industry is founded on strong working relationships, which is what I prioritise every day," she says.

For Mel, the future of the building industry remains bright, with the voice of women in the industry only growing stronger.

"Women are gaining greater influence not only in the business sector, but also as decision makers on home builds. EazBuild's marketing strategy is very tailored towards meeting the needs of these significant female influencers."

Shelly Wu

**General Manager
WestUrban Group**



Strong business acumen and astute networking abilities have seen Shelly Wu, General Manager at WestUrban Group, achieve rapid professional success.

Her keen eye for a lucrative business opportunity was sparked as she witnessed the Melbourne property market boom.

"It was clear to me that there is just so much potential in the local building industry," explains Shelly.

"Melbourne welcomes thousands of skilled business migrants every year. All of these individuals need to find a home, whether they ultimately decide to buy or rent, the influx of such strong demand equates to an increased opportunity for the building sector."

With more than a decade's experience as a CPA and global management accountant, Shelly's international perspective and analytics background ensured she was well placed to handle her first role in the building industry as a project administrator before progressing into management and business development.

Her focus on ensuring the systems, procedures and people within the company work well together underscores both her personal success in the building industry and the ongoing success of Westurban.

"At Westurban we believe it's important to work closely with each of our stakeholders in order to grow together," says Shelly.

"Our success is achieved through the combined efforts of our team, clients, suppliers and the expanding industry opportunity." ▶

Julie Carroll

Co-owner, J & J Carroll



As co-owner of Albury/Wodonga based new home building, J & J Carroll, there are very few facets of the business that do not require Julie Carroll's regular attention and action.

From contract administration to leasing, accounting, lodging plans with the council and even colour selections for a build, Julie is self-motivated and highly organised. She credits her building industry success to her curious and adaptable nature, as well as her willingness to learn.

"Working in a small business no two days are ever the same," says Julie. "This is particularly true of the building industry. As industry practices, standards and procedures evolve there is always something new to learn and implement. At J & J Carroll we view changes in our industry not as a burden, but as an opportunity to innovate."

J & J Carroll's ability to stay abreast of industry developments while continuing to provide exemplary customer service has been acknowledged by numerous industry awards, including the 2007 HIA Business Partner Network, Partner of the Year for Victoria.

Julie believes the future for women in the building industry looks bright, particularly as greater support systems and resources continue to become available.

"There are increasing numbers of women choosing to enter the building industry," says Julie. "Resources, courses and support mechanisms are rapidly improving as more women discover their place in the sector. The industry itself may still be largely male dominated, yet my own experience continues to be defined by an inclusive and supportive working environment."

Lara Worthington

Marketing Support Manager, Dahlsens



For communications specialist, Lara Worthington, the building industry has proven to be an open-minded workplace rich in opportunity.

"The people I encounter in my day-to-day role take incredible pride in their work. Whether it's builders, suppliers or my colleagues across the Dahlsens network, I see a passionate group of people working for the best result and enjoying the process along the way," says Lara.

"I am regularly asked how I handle being one of only a few women in my workplace. My answer is that I have only ever been respected and valued."

Motivated to enter the building industry by the prospect of developing marketing and customer relationships in a B2B environment, Lara quickly discovered she was in uncharted territory.

"Communications specialists in the building industry are rare, male or female!" explains Lara.

Marketing Support Manager at Dahlsens, Lara develops and facilitates the marketing and communications strategy for trade stores and manufacturing plants Dahlsens-wide.

"It is a competitive market, but one that we are winning by recognising the needs of each of our customers and going the extra mile to deliver," she says.

"From a building supplier perspective, we are working hard to develop our service and brand to truly stand out and give value to our customers."

Chris Ikin

Registered Builder



Positive word-of-mouth coupled with a reputation for excellent workmanship have helped propel the career of Traralgon-based builder, Chris Ikin.

A registered builder specialising in small to medium renovations, Chris entered the industry via an apprenticeship at the age of 16.

"The enjoyment I experienced working with my hands at technical school made it clear this was the path I wanted to follow," recalls Chris. Today, she is proud of her status as one of Traralgon's only female builders, happily sharing her experiences with younger women looking at going down a non-traditional career path.

"As a builder, no two days are ever the same. The job requires such a broad skillset, from plastering to tiling, building, painting, fencing and supervising."

With more than three decades of industry experience, Chris credits her success to astute problem solving abilities and a willingness to listen and learn.

Her dedication to the trade and experimental disposition are proving invaluable on her latest project – the start-to-finish build of her first new home, an architecturally designed house with a six star energy rating.

"You are never too old to learn! The building industry is constantly evolving with advancements in technology, tools and products improving both efficiency and craftsmanship," says Chris.

"I think the future of the building industry is looking good. The housing sector may fluctuate, but it never stops. I have been fortunate so far to never be out of work."



FOR SECOND STOREYS, LARGE SPANS AND SLOPING SITES TECHNOLOGY TO GIVE YOU THE EDGE

Qikpanel Floor Cassette System

Qikpanel by Qikfit Floors is a low profile, prefabricated timber floor cassette, designed specifically to provide cost and speed advantage over the conventional flooring systems used for large spans and second storey floor installations.

Benefits for second storey applications:

- Fast installation using lightweight cranes to lift and install the panels enables a smooth continuity of construction
- Panels 'lock' together ensuring a tight floor with no gaps
- Provides an instant safe and stable working platform
- Large spans can be achieved with the low profile Qikpanel floor
- Service voids can be incorporated into the Qikpanel 'joists' allowing for easier distribution of ducting, plumbing and electrical requirements
- Platform floors are an optimum surface for all overlay flooring such as tiles and engineered or natural feature timber
- Reduction of on-site waste due to off-site fabrication
- Precision factory manufactured to ensure consistency, dimensional accuracy and high quality
- Standard panel depths of 360mm, 300mm and 240mm (including flooring) - custom designs will allow for larger spans if required
- Compliance to all relevant Australian building codes and standards
- Patent pending Australian designed and engineered floor system



➤ To satisfy your curiosity and for an obligation-free estimate with face-to-face advice on QikPanel, you can talk to your Account Manager or Store, or email enquiries@dahlsens.com.au or sms 'QikPanel' to 0437 486 433.

MEET YOUR TEAM

With 19 Trade Stores, 7 Truss & Frame Manufacturing Plants and 1 Metal Roofing Centre across Victoria and Southern New South Wales, our team of 583 work hard to add value to your business.



Meet **YOUR LOCAL** Branch and Account Managers servicing Melbourne Metro.

Here is what they think is the Dahlsens difference...

BRANCH MANAGERS



“Our attitude is ‘can do’. You get no surprises – we get it right first time, every time. We are always looking for ways to improve.”

ADRIAN SMITH
CRAIGIEBURN
TRUSS & FRAME



“We are always willing to go the extra mile. Building solid relationships and having a strong knowledge base to support our customer is important to us.”

JACE LUCAS
CRANBOURNE



“We offer friendly and reliable service. We value your business and treat it as our own. We are here to help you every step of the way. With us, consider it done.”

TRAVIS KENNEDY
KILSYTH



“We focus on exceeding our customers’ expectations. We do what we say we are going to do and work as a team to meet our customers’ needs.”

BRUCE ANDREWS
PAKENHAM



“We are customer focused. We consider our customer needs and we communicate options. We take interest in our customers’ business.”

JOHN BOOMSMA
AREA MANAGER
LAVERTON

ACCOUNT MANAGERS



DARRELL MURRAY
CRAIGIEBURN



PETER WINES
CRAIGIEBURN



JOSH HOSKINS
CRAIGIEBURN



MATT MURPHY
CRANBOURNE



SHAYNE THOMAS
CRANBOURNE



TRAVIS MATTHEWS
CRANBOURNE



GLENN ZAPPA
WONTHAGGI



CHRIS PIGGOTT
KILSYTH



RAY MOKARAKA
KILSYTH



PHIL MILLER
KILSYTH



NICK HYSOLI
LAVERTON



DANIEL SLATTERY
LAVERTON



PAUL CHARMAN
LAVERTON



SIMON PURTILL
PAKENHAM

T K OLD HOMES

Celebrating a sapphire anniversary building homes

T.K. OLD HOMES
Designer Builder



Some of the TK Old Homes team, Ken Old centre

T K Old Homes is a familiar name in the Yarra Valley region, celebrating its 45th year in operation in 2017, and servicing clients throughout Lilydale, Croydon, Mooroolbark, Montrose, Mitcham and the greater Yarra Valley area.

Ken Old spoke to us about the rich history and fantastic team that is T K Old Homes today, and how it's evolved. "This business is like a two-family business these days; my wife Jeanette is involved, and my son Andy has been in the industry now for 15 years. We also have a construction manager, Adrian, who has been on board since 1988 and now his wife and two sons work in the business."

T K Old Homes is a versatile builder, building homes off their displays, as well as one-off home designs. They build on a range of blocks, each with their own challenges, and with 45 years of operational experience, they can create a home to almost any brief.

Ken's clients come from diverse backgrounds, with a range of briefs, but they are mainly second and third home buyers wanting a new home as the kids get older and they need more space.

"Our success comes because we treat people with respect, we give them excellent service, and we look after our clients right throughout the build," Ken says. "We have great client relationships and rapport because our business runs like a family. We're very loyal to our subbies and most of them have worked with us for 10 to 20 years, including father and son teams that have stayed with us through the generations."

"This means we're delivering a consistency of work, and standard of quality, that really shows in the projects we deliver for our clients. T K Old Homes is successful due to the dedication of our staff."

T K Old Homes have been working with the team at Dahlsens since the Kilsyth store opened its doors.

"I've followed the company all the way through," says Ken. "I have met the Dahlsens family and I like the way they do business. It's a lovely family business."

Dahlsens would like to thank T K OLD Homes for their business and wish them continued success.

MEET YOUR TEAM

With 19 Trade Stores, 7 Truss & Frame Manufacturing Plants and 1 Metal Roofing Centre across Victoria and Southern New South Wales, our team of 583 work hard to add value to your business.



Meet **YOUR LOCAL** Branch and Account Managers servicing Gippsland.

Here is what they think is the Dahlsens difference...

BRANCH MANAGERS



"We always treat customers the way we would expect to be treated. Nothing is a hassle and we just get it done. We work hard to make sure our shelves are stocked with the right product mix and always review our stock levels."

DAMON SELLIS
BAIRNSDALE



"We're still going strong 30 years on because we care about the customer. We chase down the finer details and provide significant back up service to help our customers out. Our customer service and knowledge always score highly with our customers."

PETER ATKINSON
BAIRNSDALE TRUSS & FRAME



"We have the best trade team in the company! There is no such thing as no with us. We do whatever it takes to get what the customer wants, when he wants it, no fuss. Customers come first."

LEIGH SOMERVILLE
LAKES ENTRANCE - TRADE



"We've got a huge range of quality products. Even if we haven't got it in stock in store, we do our best to see if we can get it. Our staff are all dedicated to meet our customers' needs."

GEOFF DOWNING
LAKES ENTRANCE - RETAIL



"As Branch Managers, we have ownership for our Branch which in turn provides us with a greater level of motivation to succeed and lead our teams to perform and exceed expectations."

BRUCE ANDREWS
PAKENHAM



"We know that time is important. Our teams have good knowledge of building needs and are able to offer smart product solutions to do things more efficiently. We put you and your needs first."

RUSSELL GILLESPIE
SALE



"We are proud to stand by our commitment of next day delivery, Gippsland wide. Order with us before 10am, and we'll have it to you tomorrow. This ensures our customers can stick to their plan without any hold ups."

JOHN CONNOLLY
SALE - STEEL



"Dahlsens Traralgon are seen as a reliable supplier to the majority of builders in the Latrobe Valley. We continue to improve this service with a genuine passion to support our partners and help them achieve their goals."

CRAIG ADAMS
TRARALGON



"Fast to action. Partnerships. Excellent People."

TRAVIS PENNICARD
WARRAGUL

ACCOUNT MANAGERS



PAUL BUURMAN
BAIRNSDALE



DANE CHAMBERS
BAIRNSDALE



TOM BULMER
LAKES ENTRANCE



SIMON PURTILL
PAKENHAM



JASON MACKAY
TRARALGON



STEWART JOHNSON
WARRAGUL

ALLCHIN BUILDERS

Bringing great design to Gippsland

Builders' Profile

Allchin
Builders

Leigh Allchin has been modernising the home building landscape in the Warragul area since the launch of Allchin Builders in 2009. His focus on creative thinking delivers the inimitable 'wow' factor when it comes to modern home design.

Allchin Builders operates primarily in Warragul, but also services a larger area reaching from the South Eastern Suburbs of Melbourne, such as Berwick, and spanning from Traralgon to Philip Island. Leigh will be handing over the keys to 16 homes this year, his biggest year in business yet, and this growth and success is testament to his unique approach to home design.

"We start by sitting down with the client and going through their wish list. We then sit down with our two draftspeople and design the home to give them as much out of the box thinking and 'wow' factor as possible. I'm a Master Builder Green Living Builder, so we design the home to be energy efficient, and aim for the best street appeal possible."

"We always design the home to make the best use of the land, such as tiered levels on a steep block. As part of that design process, we've really broken the mould for Warragul and are delivering high-quality, modern homes," Leigh said.

Quality is key for Leigh's clients. They are often building their third or fourth home, know what they want, and are happy to pay for a unique, quality home.

Leigh is, justifiably, proud of his team. "Our 75-strong team of tradies are locals and they're keen and approachable. We build a relationship with our clients from day dot and try to make the design and build as easy as possible for them."

Allchin Builders is supported by the team at Dahlsens Warragul as their preferred building materials supplier. Leigh said of Dahlsens Warragul, "The team at Dahlsens are really good! Since they've been back in town, they've been so reliable to deal with as far as we're concerned."

"Nothing's too hard. A big part of our business is thinking outside of the box, and they'll break the mould when we want to do something innovative or different for our clients."

Dahlsens would like to thank Allchin Builders for their business and wish them continued success.



Leigh Allchin, Allchin Builders



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BRANCH MANAGERS



"Most of our staff have many years of service and are diverse in their roles. This reflects in their industry knowledge which helps us provide a good level of service. What we don't stock we can source for our customers in a timely manner."

PAUL FRASER
MILDURA



"We are a diverse business. We not only stock a large range of trade products we also carry a comprehensive range of hardware, paint and power tools to cater for the Alpine Valley. We have a knowledgeable team with strong values."

BRUCE MANNING
MYRTLEFORD



"We listen to our customers and try to accommodate their needs. Our team has a 'can do' attitude and works with our customers to provide the best possible experience."

TONY FONTE
SHEPPARTON



"We are focussed on working together to obtain the best customer service. Competitive prices, in stock and on time supply. We take pride in supporting our local community."

GRANT RIORDAN
WAGGA WAGGA



"The builder is our sole focus. Our staff are knowledgeable and skilled. Our state wide store network can supply whole of house, delivered to site."

PAUL GILBERT
SWAN HILL



"Everyone is treated like a local. We offer a level of service and knowledge that everyone can rely on when needed. We are well stocked with products that are required by our customers and community."

NEIL SIRETT
DENILIKUIN



"Our Account Managers help project manage your job and adapt to your needs. Deliveries are made by our team members who take pride in what they do and will chase up your queries. We don't use subcontractors who just drop off goods."

AARON PONTT
ALBURY / WODONGA



"We look to treat all customers as if they are our most important. It's crucial that we develop credibility within the markets we service giving our customers the faith to continue to deal with us."

TED ACKLAND
ECHUCA

ACCOUNT MANAGERS



BRENT COCHRANE
ALBURY WODONGA



MICHAEL HODGKIN
ALBURY WODONGA



RAY MCINTOSH
ALBURY WODONGA



NIGEL SYLVIA
MILDURA



MATT MURTAGH
MYRTLEFORD



STEPHEN DAVIES
SWAN HILL



TRAVIS CURNOW
WAGGA WAGGA

PETER BOWEN HOMES

Changing the face of the Riverina



Peter Bowen Homes has been going from strength to strength over the past 25 years. A home builder in the Albury-Wodonga and surrounding Riverina areas, Peter built his first display home at the age of 29 and delivered six houses that year. Today, Peter, his wife Jayne and his team are delivering 80 houses a year.

Peter Bowen Homes services four main client groups: first home owners, people on their second or third home who are looking to upsize, rural homes and retirees who are looking for a comfortable and manageable smaller home.

Peter Bowen Homes is a major employer in the Albury area. "We've got 80 - 100 people working with us at any given time, including subcontractors. On top of that, we employ carpenters, apprentices, managers and a sales team. We're proud to have had real consistency in our team, like subbies who are now employees and have been with us for 15 years. We also invest in apprentices."

"This consistency in the team, service and quality has meant we're about to embark on our biggest project yet."

Twelve years ago, Peter Bowen Homes entered the land development market, starting with a parcel of 43 lots in Albury. Now they're finalising the final dozen homes on a 217 - lot parcel.

Their next project has been three years in the making, with a planned 1,100 houses in a new estate, Thurgoona. This unique parcel of land is situated between two creeks and promises residents an aesthetically beautiful place to live. "We plan to build an eight-house display centre there, which will be up and running by this time next year. It's going to be a very exciting 12 months," says Peter.

It's evident from the growth of Peter Bowen Homes, and the scale of the projects the company is undertaking, that their suppliers need to be flexible, consistent, and deliver the goods.

"We've got a really good working relationship with Dahlsens in Albury/Wodonga," says Peter. "Danny, their trade manager, is a fella I've known for probably 15 or 20 years and we get looked after very well. The important thing is that they go the extra mile in looking after their customers."

Dahlsens would like to thank Peter Bowen Homes for their business and wish them continued success.



Peter and Jayne Bowen



Home built by Peter Bowen Homes

MEET YOUR TEAM

With 19 Trade Stores, 7 Truss & Frame Manufacturing Plants and 1 Metal Roofing Centre across Victoria and Southern New South Wales, our team of 583 work hard to add value to your business.



Meet **YOUR LOCAL** Branch and Account Managers servicing Ballarat and Warrnambool.

Here is what they think is the Dahlsens difference...

BRANCH MANAGERS



“We are always friendly and willing to assist with your projects. We do our best and with our ‘can do’ attitude make the shopping experience hassle free. We can be trusted, are consistent with our customer and delivery service and maintain good stock levels of the day to day products our customers require.”

DALE RUSSELL
BALLARAT & WARRNAMBOOL



“We have been supporting our customers’ requirements with quality Wall Frames, Floor Trusses and Roof Trusses for over 20 years. Over this time, we have grown with our customers and understand their expectations. The Truss plant continues to have a strong customer first culture.”

MATTHEW BALL
BALLARAT TRUSS & FRAME

ACCOUNT MANAGERS



STEVE BOSCHETTI
BALLARAT



AARON BALZAN
BALLARAT

REGIONAL MANAGER



MARK CRAVEN
NORTH WEST

PRE-FABRICATED ROOF TRUSSES, FLOOR SYSTEMS & WALL FRAMES

FROM DESIGN TO DELIVERY, DAHLENS HAS YOU COVERED.

- ▶ Technology and in house expertise provides you with exact and efficient solutions
- ▶ Delivered to site, ready to install
- ▶ Reduce your on-site build times and save labour headaches
- ▶ 7 Dahlsens owned sites serving Melbourne and regional Victoria



FROM FOUNDATION TO FIT OUT.™



Dahlsens SINCE 1877
For the Builder. **CELEBRATING 140 YEARS**

Build with confidence.



Home insurance doesn't cover termite damage. Luckily, we've got it covered with a 25 year guarantee.

UNTREATED PINE FRAMING ISN'T GUARANTEED

Don't let your customers take the risk. T2 Blue is the proven treatment brand, now protecting over 350,000 homes and counting.

INDEPENDENTLY CERTIFIED FOR BCA COMPLIANCE

T2 Blue has now achieved independent CodeMark™ certification for its quality, consistency and compliance with the Building Codes.

IT'S SAFE TO HANDLE, WORK AND LIVE WITH

In fact, you'd most commonly find the active ingredient in agricultural crops and household items, such as lice shampoos and flea collars.



hyne.com.au

WOOD

NATURE'S MOST INSPIRED BUILDING MATERIAL

When it comes to building materials, wood is both the oldest and the newest choice, evolving in use from the purely functional to the truly beautiful.

Extracts from the Planet Ark report, *Wood – Nature Inspired Design*, explore the health and wellbeing benefits of exposure to this most ancient and modern material.

Our need for nature

Over recent years there has been an increasing recognition of the benefits that humans gain from contact with trees and nature.

Modern society has changed its relationship with nature. In the space of a single generation, children's play has moved from outdoors to indoors, the iconic backyard has shrunk, parents have become increasingly anxious about children's safety, working hours and stress levels have risen and technology (especially screens) has encroached into almost all areas of life.

The health and happiness benefits associated with spending time outside in nature are well known and have been studied extensively by the scientific community and reported on by Planet Ark.

These known benefits include:

- Increased levels of happiness and self esteem
- Increased cognitive abilities
- Decreased stress response, blood pressure, pulse rates and cholesterol levels

The use of wood in the built environment is being increasingly used for its positive impacts on health, wellbeing and productivity, producing similar effects to those created by spending time outside in nature.

Bates Smart
(in collaboration with
Irwin Alsop Group, Designer)
John Gollings, Peter Bennetts,
Photography

Why wood?

Timber is a natural, organic material, and it has many uses as a building material, including framing, flooring, fixtures and features. More recently it has become the primary structural component in multi-level construction using engineered timber, such as cross-laminated timber (CLT), glued laminated timber (glulam) and laminated veneer lumber (LVL).

When used well, wood creates buildings that combine many of the key elements of nature connected design, including natural light, air flow and views of green spaces. Wood can also be used to reflect the patterns and shapes seen in nature, resembling the arrangement of trees and their branches.



People are innately drawn to the warmth, comfort, look and feel of wood, particularly when exposed in interior finishes.

Designer Law Architects, Photography by Drew Echberg. (Image used on cover)

Wood products within a room have been shown to improve indoor air quality by moderating humidity, absorbing moisture from the air in humid conditions and releasing moisture in dry conditions.

Studies have shown that indoor environment quality is critical to the happiness of a building's occupants. This has been shown to enhance the value of the property, translating into higher rental return and selling price.

THE 7 WONDERS OF WOOD

- Reconnects humans to nature, improving emotional state and self-expression
- Reduces stress response (pulse rate and blood pressure)
- Absorbs and releases moisture in the air to moderate humidity and improve air quality
- Offers full range of building uses from the functional and structural to the aesthetic
- The only renewable building material when responsibly sourced and certified
- A long-term store of carbon which helps to combat climate change
- Low energy used in production for less CO₂ in the atmosphere

34%



Spot the difference: 66% of surveyed participants preferred the same room furnished with a wooden chair, desk and blinds

66%



Y2 Architecture and
Three Acres Landscape
Architecture, Designer
Bill Conroy, Photography

Survey: A comparison of materials: how participants perceive different material types

MATERIAL	PERCEPTION					
	<i>Creates a natural look & feel</i>	<i>Creates a warm & cosy environment</i>	<i>Visually appealing</i>	<i>Feels nice to touch</i>	<i>Environmentally friendly</i>	<i>Relatively cheap</i>
Wood	93	92	88	87	68	31
Brick	61	62	58	30	47	30
Concrete	25	23	24	20	27	35
Steel	20	16	36	36	28	20
Aluminium	17	15	33	34	30	36
Plastic	14	18	24	36	14	71

A note on green credentials

Timber is the only major renewable building material currently available and when responsibly sourced and certified, it is the only material that actively helps to combat climate change.

Certification ensures that wood comes from a well-managed forest or plantation and is legally harvested, ensuring that when one tree is harvested, another is planted in its place.

In Australia, forests can be certified under the Australian Forest Certification Scheme (AFCS) or the global Forest Stewardship Council (FSC).



Design by Pederson Architecture. Photograph by Thilo Pulch

AN ASPIRATIONAL EXAMPLE

Melbourne School of Design

The winner of the 2015 Australian Timber Design Award and a 6-star Green Star Rated building, the Melbourne School of Design is an inspired example of nature-led design practices.

The building is a showcase of what can be achieved with structural timber. Engineered timber beams and coffers span its 20-metre wide atrium, acting as sunshades, structural restraints, and structural support for the atrium roof glazing. The timber framed and lined hanging studio is suspended from two of the overhead engineered timber beams, whilst the custom detailed perforations and folds of the hanging studio envelope works to meet the acoustic tuning of the atrium space.



Design by John Wardle Architects and NADAAA in collaboration. Photograph by Peter Bennetts

Dahlsens has longstanding relationships with local and international suppliers of an extensive range of different timber. There is not much we can't source for you given time. We love to see your finished projects too. We invite you to share at enquiries@dahlsens.com.au.

FINGER JOINTED MERBAU DECKING



Why FJ Merbau?

- Less expensive than standard Merbau
- Available in 5.7m lengths for quicker installation, less butt joints and less screws used, saving both time and labour costs
- Every length is laser straight and kiln dried to achieve ultimate stability
- Like standard Merbau, it's approved for use in bushfire-prone areas, compliant to BAL29 system
- Select grade timber for the highest quality finish and above ground durability class 1 ensures a long decking service life
- 10 year limited replacement warranty*
- Naturally resistant to fungi and insects like termites and dry wood borers
- Responsibly sourced from Rainforest Alliance Verified forest sources

Superior Quality – with 7 years of supply into this market, and ZERO recalls due to FJ failure



FINGER JOINTED MERBAU
90mm x 19mm x 5.7m
(MBDFJ90)
\$4.25/MTR INC GST * Account customers only.

*Warranty is limited to replacement stock only. Available while stocks last.

Also available



MERBAU DECKING

90mm x 19mm
(1.8m – 5.7m random lengths)
(MBD90)

\$4.75 PER L/M INC GST

140mm x 19mm
(1.8m – 5.7m random lengths)
(MBD140)

\$7.90 PER L/M INC GST

QLD SPOTTED GUM

85mm x 19mm
(1.8m – 5.7m random lengths)
(DSG90)

\$6.50 PER L/M INC GST
+ Account customers only.

135mm x 19mm
(1.8m – 5.7m random lengths)
(DSG140)

\$10.75 PER L/M INC GST
+ Account customers only.

Available from your local Dahlsens store. Talk to your Account Manager for more information. Or email: enquiries@dahlsens.com.au

HOT DEALS

JUST IN TIME FOR DECKING SEASON!

BRMICK™



B8 Decking Screws
Box of 500

T17 10g x 50mm (1145776) \$39.95 <small>INC GST</small>	T17 12g x 50mm (1145779) \$46.95 <small>INC GST</small>	VORTEX 5.0 x 50 (10g) (1145733) \$49.95 <small>INC GST</small>
T17 10g x 65mm (1145777) \$49.95 <small>INC GST</small>	T17 12g x 65mm (1145780) \$49.95 <small>INC GST</small>	WING 14 X 45 (Metal Joist) (162633) \$99.95 <small>INC GST</small>

Shark Tooth Truss HD

Box of 500

10 x 50 TORX 20 (162635) \$69.95 <small>INC GST</small>	10 x 65 TORX 20 (162636) \$74.95 <small>INC GST</small>
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SS304 Decking Screws

Box of 500

T17 10 x 50 CSK RIB SQ (1145768) \$54.95 <small>INC GST</small>	T17 10 x 65 CSK RIB SQ (1145770) \$64.95 <small>INC GST</small>
T17 12 x 50 CSK RIB SQ (1146075) \$89.95 <small>INC GST</small>	T17 12 x 65 CSK RIB SQ (1146076) \$105 <small>INC GST</small>
T17 8 x 50 CSK RIB SQ (1145765) \$49.95 <small>INC GST</small>	T17 8 x 50 CSK RIB SQ (Trim Head) (1145784) \$49.95 <small>INC GST</small>

Countersinking Swift Bit

10-12G PK1
(162630)
\$22.95
INC GST

SS304 Decking Screws

Box of 1000

BONUS
3 CARPENTERS
PENCILS &
SHARPENER
VALUED AT
\$12.95

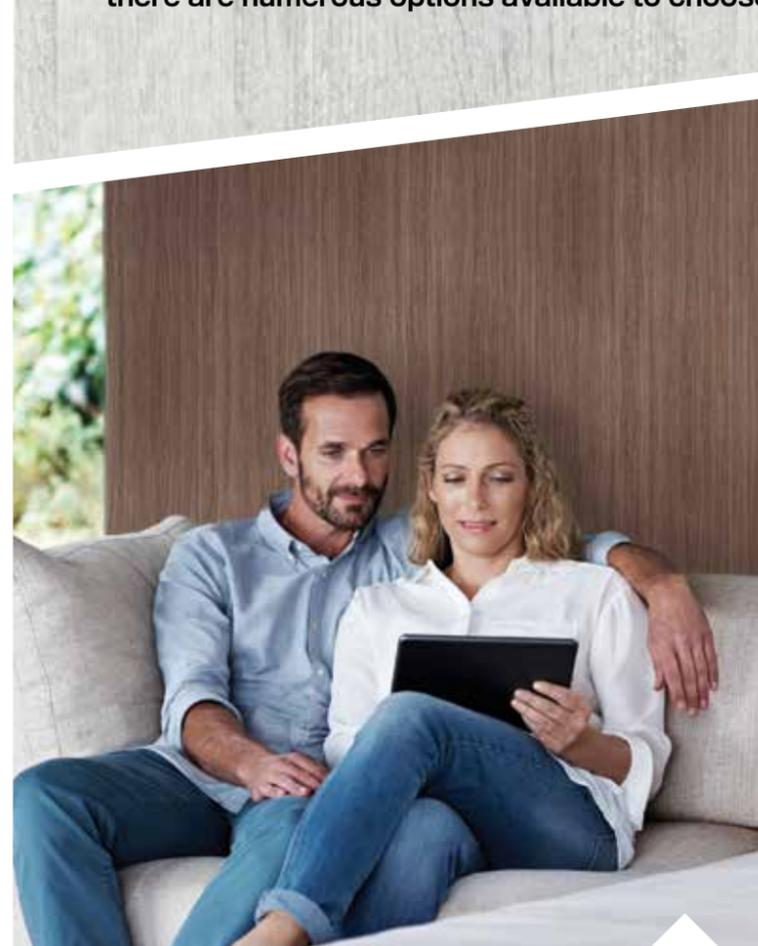
T17 10 x 50 CSK RIB SQ (162633) \$99 <small>INC GST</small>	T17 10 x 65 CSK RIB SQ (162634) \$109 <small>INC GST</small>
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Stock varies by store. Quick turnarounds apply for orders. Offers valid until 31 December 2017, or while stocks last.

➤ Available from your local Dahlsens store. Talk to your Account Manager for more information.
Or email: enquiries@dahlsens.com.au

THE TREND OF INTERIOR WALL CLADDING FOR DESIGN EDGE

Wall panelling can reinvent the look and feel of the interior of a home. With multiple design choices, in a range of materials and finishes, there are numerous options available to choose from.



CLEVACLIC

ClevaClic is equipped with the unique and worldwide patented Uniclic® system which makes the panels very easy to hook into each other and click together. A joint-free system, the panels are almost invisible for an aesthetically perfect result.

ClevaClic can be installed very quickly. After installation, the panels don't have to be finished and no time is lost with trowelling or sanding.

Fast Assembly, FR 60 Fire Resistant, Scratch, Moisture and UV resistant, the panels retain their colour and continue to look like new.



EASYCRAFT

Enhancing both contemporary and traditional décor, EasyCraft from Gunnersen enables individual styling for every room, with superb design applications for walls and ceilings from bedroom to kitchen, living to lounge. Clean crisp lines, hardwearing qualities and so easy to install.



WALLART

WallART wet area panelling, also from Gunnersen offers a versatile and more durable alternative to conventional tiles, and is perfect for bathrooms, kitchens, laundries and shower recesses. Water resistant, durable, hygienic and stylish. The Linear Series offers you a range of attractive styles, from classic monochromes to contemporary patterns – all with joiners to match.

WHAT'S ON SPRING/SUMMER 2017



8th Annual Victorian Major Projects Conference

28-29 November – Melbourne Convention and Exhibition Centre

In its 8th year running, this 2-day conference provides highly valuable networking opportunities where project managers, operators, contractors, consultants and investors can learn about what projects are in the pipeline for Victoria and capitalise on the business opportunities being created.

mcec.com.au



A visit to Gippsland Lakes

Visit Gippsland and enjoy an inspiring getaway at some of Victoria's most spectacular national parks, lakes and waterways. Wander through coastal villages and check out artworks in country galleries. Indulge in regional delicacies, and sample local brews and fine wines while delving into the region's rich history and heritage.

visitvictoria.com



Race the Train

19 November – Castlemaine

Race the Train is a mountain bike race against the historic Victorian Goldfields Railway steam train between Castlemaine and Maldon. If racing is not your thing, you can still get involved by participating in a family-friendly scenic trail ride alongside the train line. Or better still, buy a ticket to travel on the train and watch the action unfold from the comfort of the carriages!

racethetrain.com.au



Santa's Magical Kingdom

17 November – 23 December – Caulfield Racecourse

The magic of Christmas will come alive at Santa's Magical Kingdom with an interactive walk-through adventure land including everything that you love about Christmas, plus an International Spectacular Christmas Show. Lasting memories will be remembered by guests long after the event has come to a close. This event was a sell out last year, so get in quick.

santasmagicalkingdom.com.au

H.B. Fuller GETS THE JOB DONE

SUPPLIER FOCUS

CLAYTONS KITCHENS

At Dahlsens our supply partners are central to our ability to provide a premium service to each of our clients, so we make sure we only work with the best.

In this issue of Trademark, we'd like to help celebrate the 35th anniversary of one of our standouts, Claytons. Their continued collaboration with Dahlsens underpins our seamless, hassle-free joinery and stone delivery and install service. We know our clients value the ease and efficiency of the Dahlsens/Claytons relationship, which means one point of contact, one order and one warranty.

From its humble beginnings as a small, custom kitchens supplier based out of a garage in Essendon, Victoria, Claytons has gradually expanded to also service New South Wales, Queensland and South Australia with more than 270 employees nationwide.

Claytons has forged a nationally recognised reputation for the supply and installation of cutting-edge kitchen, bathroom, laundry and lifestyle joinery, stone benchtops and glass splashbacks.

Their early decision to work solely with industry professionals means they have a deep understanding of the construction sector and the business needs of Australian builders.

"For over 35 years Claytons has continually reinvested in striving for the best technology and machinery in order to deliver quality, consistency and speed to its customers.

This again will be improved, when Claytons move into a new factory to be in west of Melbourne's Truganina, fitted with the latest machinery. Claytons has secured additional land to further enable us to grow down the track, and see us into the next 20 years," explains National Sales Manager at Claytons, Luke Bykersma.

Dahlsens is proud to partner with this industry leader and wish them continued success. If you'd like to know more about how this supply and install offer might work for you too, please contact your store or Account Manager who can arrange a meeting with Dahlsens kitchen specialist Jodie Shelton, or email enquiries@dahlsens.com.au



Claytons Alfresco Outdoor Kitchen

Claytons have spent the past few decades constantly refining their supply, delivery and install chain to provide Australian builders with a streamlined process specifically designed to match their business requirements.

They offer exclusive access to a large network of approximately 100 installers nationwide, including extensive coverage of regional Victoria.

This comprehensive install coverage is combined with the provision of dedicated on site supervision in each region of Australia. Supervisors are committed to working alongside builders. This is a crucial step in the Claytons process, and vital to helping them consistently meet quality assurance and installation compliance of the final fit-out.

The last ingredient in Clayton's recipe for continued construction industry success is innovation. Claytons remains on top of local design trends, consistently developing new quality products that are attractive to the local market.

"The most recent design trend is outdoor living, including outdoor kitchens. The challenge is that most products that are used to build an indoor kitchen are just not suitable for sustained outdoor use. They're easily damaged by UV, heat, moisture and harsh weather conditions in general," explains Luke.

"Claytons have developed a fully equipped outdoor kitchen – Claytons Alfresco – to provide our clients with the perfect design solution that's not just on-trend, but also durable and made to survive an outdoor environment. The feedback we have from builders is that it ticks every box for their customers."

CELEBRATING 140 YEARS

OF TEAM WORK!

At Dahlsens, we understand that it is the dedication, skill and expertise of our 500+ team that enables us to continually deliver the best possible service to every builder across our network. Recognising the hard work and commitment of this team is something that is really important to us, and something that we do every year via our Store of the Year Awards.

At the end of each financial year, we assess team attitude, team work, the delivery of a consistently exceptional customer experience and excellence in health and safety. Results are tallied and we announce winners and runners-up for both Store of the Year and Manufacturing Plant of the Year.

Congratulations to the following winners, who truly are the best of the best in their respective fields.



Pictured L-R: Jace Lucas (Cranbourne); Travis Pennicard (Warragul); Peter Atkinson (Bairnsdale TAF); Mark Craven (Regional Manager, North West)

CONGRATULATIONS AND WELL DONE!

DAHLENS WARRAGUL STORE OF THE YEAR 2017



DAHLENS BAIRNSDALE TRUSS & FRAME MANUFACTURING PLANT OF THE YEAR 2017



DAHLENS CRANBOURNE STORE OF THE YEAR RUNNER UP 2017



DAHLENS BALLARAT TRUSS & FRAME MANUFACTURING PLANT OF THE YEAR RUNNER UP 2017



TIMBERLINK AUSTRALIA SUPPLIER OF THE YEAR 2017

Dahlsens prides itself on partnering with reputable suppliers who are committed to product innovation, quality, outstanding customer service and timely deliveries. We recognise this exceptional performance through our Supplier of the Year Award.

Congratulations to **Timberlink Australia** named Dahlsens Supplier of the Year 2017.

Timberlink entered the Australian timber market in 2013 when they purchased the manufacturing and distribution facilities formerly owned by Gunns Timber Products.

At that time, their mills commissioned some of the most cutting edge manufacturing technology available. Vision and laser scanners, acoustic scanning, warp tunnels, density testing and sorting may have sounded like science fiction a decade ago, but continue to be used at their mills today.

Timberlink's three regional sawmills in Tarpeena, Bell Bay and Blenheim access sustainably grown plantation logs and transform this plantation pine into quality timber products including structural timber for wall frames and roof trusses.

Timberlink has consistently demonstrated their ability to go the extra mile. They provide a flexible, fast turnaround service without compromising quality, allowing Dahlsens to meet the needs of our builders and resulting in this well-deserved Award win.

Congratulations to the team at Timberlink Australia.

Pictured L-R above: Alan Holter, Sales and Customer Service Manager VIC; John Summers, General Manager Sales and Distribution



WHAT IS CODEMARK?

The CodeMark Certification Scheme (the Scheme) is a voluntary third-party building product certification scheme that authorises the use of new and innovative products in specified circumstances in order to facilitate compliance with Volumes One and Two of the NCC, also known as the Building Code of Australia or BCA.

CodeMark provides confidence and certainty to regulatory authorities and the market through the issue of a Certificate of Conformity, which is one of several options available for meeting the 'evidence of suitability' requirements of the BCA.

State and Territory legislation requires building approval authorities to accept CodeMark Certificates of Conformity as evidence of compliance with the BCA, as long as the product is used as specified on the certificate.

Progressive implementation of the improved CodeMark Australia Certification Scheme commenced on 1 August 2017.



19 Trade Stores in Victoria and southern NSW.
 7 Truss & Frame Manufacturing Plants.
 1 Metal Roofing Centre.
 For all locations and contact details, visit
dahlsens.com.au

Galintel®

NOT ALL GALVANISED STEEL LINTELS ARE GALINTEL®

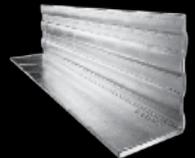
THERE'S ONLY ONE GALINTEL® BRAND GALVANISED STEEL LINTEL AND THAT'S THE RANGE THAT HAS BEEN MADE HERE IN AUSTRALIA BY NEPEAN FOR OVER 40 YEARS.

Many suppliers call their products galintels but there is only one genuine GALINTEL® brand galvanised steel lintel available in Australia.

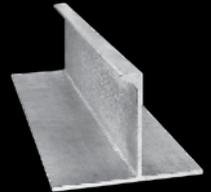
GALINTEL® brand lintels are only manufactured by NEPEAN Building & Infrastructure and are fully tested to meet Australian standards. Made using 100% Australian made steel from BlueScope, the GALINTEL® range is competitively priced and comes with a 25 year warranty backed by NEAPEAN.

BUILD WITH CONFIDENCE. LOOK FOR THE GENUINE GALINTEL® RANGE.

GALINTEL.COM.AU
1800 LINTEL (1800 546 835)



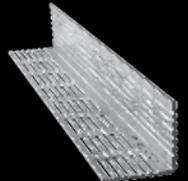
SOLID BASE ANGLE



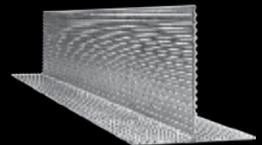
CAVI-T-BAR™



J BAR™



RENDABAR®



MULTI-RIB T-BAR

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Should you be building interstate, an account at our subsidiary businesses Cairns Hardware (QLD), Midcoast (NSW) and Nortruss (NT) is available for your use.

Every effort is made to ensure that the advertised products are available but due to factors beyond our control some items may not be available at the commencement of the sale. Should this occur a "rain check" can be offered for most products & we will make every effort to supply this item or we will offer to sell you a comparable item at the same price. Unless otherwise stated accessories shown are not included in the price. We cannot offer rain checks on limited stock items. Savings stated are off regular prices. Due to the printing process, colours in this catalogue may differ to actual item. Stock may not be displayed in all stores but is available to order. We reserve the right to correct printing errors. Printed on behalf of Dahlsens Building Centres Pty Ltd. ACN 005 032 333. All prices include GST. Dahlsens reserves the right to extend any offers. On Sale from 16 October 2017 until indicated or while stocks last.