

**Dahlsens** SINCE 1877

Edition 29 / November 2016

# TRADEMARK

➤ **GET DECKED OUT!**  
FULL RANGE  
GREAT SERVICE  
RIGHT PRICE

DECKING  
SPECIALS  
INSIDE!

[ For the  
Builder. ]



➤ **MANAGE  
CONDENSATION  
RISK**

➤ **INDUSTRY NEWS**



**Dahlsens**  
**RIGHT BY  
YOUR SIDE**

**HELPING THE BUILDER SINCE 1877**

## A letter from Jamie

It has been a number of months since our last Trademark publication, in which time we have seen one of the wettest and most disruptive winters for some time. From a spate of east coast lows to 1-in-50-year storms battering the west of the state, it has been a horror period. Hopefully the spring period will be a little kinder to us all.

Although the weather has slowed on-site builds, it hasn't slowed what is happening on our side of the industry. There has been an ongoing media fascination with the Masters story, which quickly became a distraction for Woolworths. Finding itself losing share to a reinvigorated Coles and feeling the pressure of shareholders, Woolworths finally made the call to close Masters after failing to find a buyer. Five short years and a couple of billion dollars later, the Woolworths venture into hardware retail is coming to a close.

With Masters exiting the hardware retail market, consumers will be the first to lose out. The recently announced takeover of Home Timber and Hardware (Danks group) by Mitre 10 (Metcash) is welcome news for consumers and independent hardware retailers alike, but will hardly keep the dominance of Bunnings in check.

As a family owned business, Dahlsens remains an independent merchant and we are working hard to ensure we retain the status of preferred supplier for our builders. In this highly dynamic industry, which is changing at an unprecedented pace, we know we simply cannot afford to rest on our laurels.

As part of ensuring we keep ourselves relevant and industry leading, we recently engaged an independent company to survey our customers. We are very appreciative of your valuable time and thank those of you who participated with candid honesty. We are extremely pleased to hear that, on the most part, we are adding significant value as one of your business partners. We have listened to all you've had to say and will take your input into consideration as we continue to develop our service as we aim to be the best we can be today and long into the future. If you haven't been one of our customers surveyed (it was a random list), you will most probably be approached during the next round.

To also encourage continuous improvement and not to mention healthy competition within our network, we run an annual Store and Manufacturing Plant of the Year Award. Criteria for consideration includes Delivery and Operations Efficiency, Customer Satisfaction and OH&S Compliance. We are very pleased to announce in this edition our 2016's winners:

- Mildura – Store of the Year**
- Ballarat – Manufacturing Plant of the Year**

Credit to these stores for taking out the highly coveted recognition.

We are continuing to work extremely hard to align with the best suppliers and manufacturers in the industry to be able to offer you a true whole of house range. Many of you are seeing merit and gaining efficiencies by relying on us for a wide range of your building materials and pre-fab needs. We will continue to source solutions that add value and make life easier for you.

The Dahlsen family is proud to be the largest independent hardware retailer, with our subsidiaries in Cairns (Cairns Hardware), Sydney (Midcoast Timber) and Darwin (Nortruss) busy serving builders in their regions. Indeed, Cairns Hardware has just opened a 2000 sq.m. country warehouse in Cooktown, in the far north of Queensland, serving the remote communities of the Cape York Peninsula and offshore islands. Given their remote location, the new and improved store not only supplies hardware, but also does a roaring trade doubling as a newsagency, fresh cut flower stall, ice-maker and wheel bearing shop to the thousands of grey nomads passing by!



You can rest assured down here in the southern corner at Dahlsens, we will remain true to our 100% trade focused business.

**Jamie Dahlsen**  
General Manager  
Dahlsens Building Centres

# CONSTRUCTION SITE SECURITY FOCUS



As we approach the Christmas break our minds turn to security on building sites during periods of enforced and extended absence. For a number of years the Housing Industry Association has supported a coordinated approach by Victoria Police and a group of major builders to actively fight the incidence of thefts from building sites, particularly in the metropolitan growth areas over this 'shutdown' period. The cost of theft and damage to sites adds significantly to the cost of building a new home. Our members report that the average cost is about \$2,000 per site. With construction levels at record numbers, this could amount to a massive \$120 million per annum, which is ultimately passed on to consumers.

**Common items that are stolen are doors, windows, appliances, hot water units and fixtures and fittings.**

Other issues relate to the consequential damage that is caused, the additional costs associated with repairs and delays and costs associated with increased security. Another major issue is the dumping of rubbish that has to be removed at the builder's expense. Many of these incidents occur during daylight hours due to the cover provided by the usual busy activity around building sites and the relative isolation in new estates.

Regular engagement with major builders and Victoria Police has allowed HIA to identify a number of strategies that will be implemented to reduce the incidence of thefts and to identify those who take advantage of the quieter times at building sites over the holiday season.

Similar programs operating around the country have proven very successful in identifying the culprits and reducing the number of thefts and damage.

A recent forum involving the Victoria Police and HIA heard that the theft of property from and damage to building sites is on the increase. So too is the incidence of theft of and from vehicles used by builders and contractors at or nearby the building sites, or after hours at homes or shopping centres. The statistics around these types of crimes is alarming. This type of crime is being experienced across Metropolitan Melbourne and regional Victoria.

Victoria Police has recently identified a significant rise in the number of incidents involving tools being stolen from utilities, vans and trailers belonging to trades working on building sites across metropolitan Melbourne and regional Victoria. These tools are being stolen from vehicles parked in residential streets, commercial centres such as hotels and shopping centres and at work sites. Having tools stolen can be costly and an interruption to business so it is important to store tools securely when not in use.

Car thieves may be either opportunistic or professional. In either case stolen vehicles may be used to commit further crimes and be damaged, destroyed or never recovered. Most car thefts occur in or around private residences but a growing number are being stolen from near building sites. It is important to take steps to protect your car even when it is parked in a garage, driveway or on a residential street.

The theft of number plates from vehicles within our community is increasing. Victoria Police and Neighbourhood Watch are aiming to deter thieves from stealing your number plates. Stolen plates are used by criminals in the theft of petrol and for other crimes. In some areas vehicles displaying false or stolen plates commit over 50% of petrol thefts. Most number plates are originally attached with standard screws which can be easily removed. To deter thieves from stealing your plates you should consider replacing them with four one-way security screws.

**Gil King**  
Victorian Executive Director, HIA



◀ This edition's cover stars Travis Pennicard, Warragul Branch Manager, and our Gippsland based customer Hebel Homes' Peter Wall. Thanks gents!



## Why do you choose to shop with us?

### Experience and Expertise (and more!)

### Grand Total Years of Experience across stores:



WHAT'S ON SPRING/SUMMER 2016



**Commonwealth Bank Boxing Day Test Match: Australia vs Pakistan**  
26 – 30 December

The summer of cricket goes up a gear for the traditional Boxing Day Test Match at the iconic MCG.

The Aussies take on the top ranked Test team in the world, Pakistan in the second of their three match Test series. This will go some way to determining the best Test playing nation in the world. Go Australia!

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



**Melbourne Cup Carnival**  
29 October – 5 November

The glamour and prestige of the 2016 Spring Carnival culminates with the Melbourne Cup Carnival, 4 days of the best racing on the planet at Flemington Racecourse.

This carnival includes the internationally renowned Emirates Melbourne Cup, the race that stops the nation, on Tuesday 1 November.

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



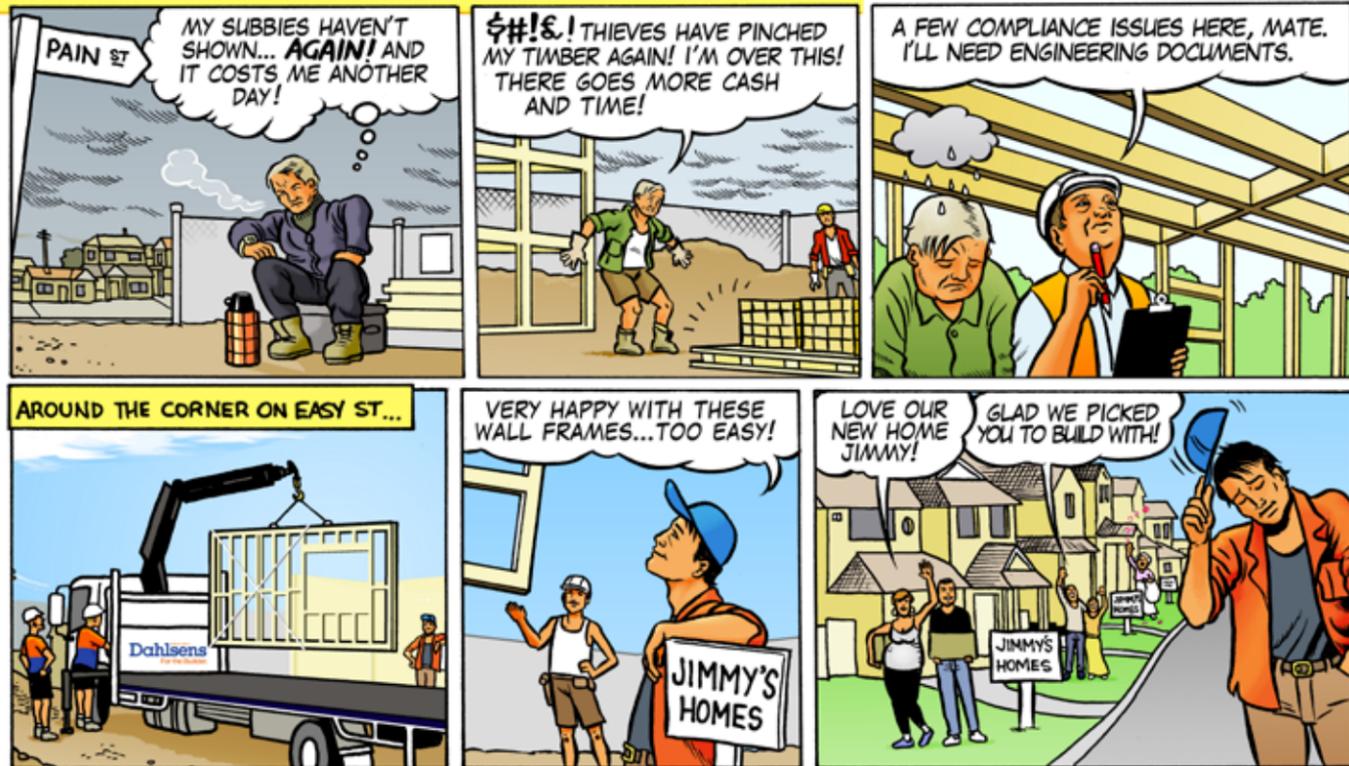
**Santa's Christmas Spectacular**  
19 November – 18 December

Santa's magical workshop comes to life in a fun-filled circus adventure for the whole family.

The Wonderland Spiegeltent comes alive with an amazing cast of acrobatic characters performing astounding feats with hilarious antics to keep the whole family enthralled and amazed.

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

GIVE YOURSELF A BREAK WITH PRE-FAB WALL FRAME FROM DAHLENS.



# DAHLENS ESTIMATING SERVICE

**Saving you time and money. Helping you build better.**

Dahlsens' expert in-house estimating team will save you the administrative time and hassle of quoting jobs. Free up your time to focus on building, client management or prospecting for new business, while our estimating team provides you and your clients with professional, prompt estimates.

**If your business doesn't have the resources to handle your own estimating, consider Dahlsens Estimating Service to help you quote for jobs.**

**What our builders say about us**

*"For me, it's all about time. To go through all the bill of quantities myself would take at least a day, and that's coming and going between other jobs."*

*"Completing Dahlsens take-off service helps me remember what I need to have quoted for each job. With a young family, it's just not possible for me to estimate every night after work."*

*"It's ideal for new work I'm tendering for, allowing me to provide detailed pricing without taking me away from my current projects."*

**It's easy to get started today**

1. Submit legible copies of your project plans and the Request for Quote documentation to your Dahlsens Account Manager or local store.
2. Your estimate will be returned within 10 working days.
3. Review the estimate, and get in touch with your Account Manager or local store to progress the estimate to an order.

**Free up your time and reduce work pressure with the Dahlsens Estimating Service. Speak to your Account Manager or store today.**

## Meet the Dahlsens Estimating Team.

**Tony Haddow**

Tony entered the building industry straight from high school, and 38 years later he is still involved.

A resident of Shepparton for over 30 years, his career began 'on the tools', before beginning a career at Dahlsens 20 years ago. Today, Tony shares his wealth of knowledge as part of the estimating team.



**"We handle the estimating so that our customers can focus on their business. They tell me time and time again what a huge difference it makes to their efficiency and their bottom line."**

**Akash Hirani**

Degree qualified in Civil Engineering with work experience as an engineer, Akash is now in his final year of a Masters in Construction Management at University of Melbourne.

Passionate about building his career in our industry and with practical experience gained from his internship with a Melbourne builder, we are thrilled to have Akash in the team.

**"No two builders quote the same, so we take the time to understand what they need. We also stay up to date with the latest building trends to quote the best products available."**



**Abram Hoffman**

Abram has been working in Dahlsens stores, truss and frame manufacturing plants as well as Support Office in various capacities over the last 7 years.

He is currently studying a Diploma of Building Construction and a Degree in Construction Management at RMIT.

Abe has developed a solid and keen understanding of the building process and loves the contribution the team makes.

**"Our quote turnaround is fast and thorough. We cover everything – right down to the fixings and adhesives – so customers won't get caught out with unexpected costs."**



# CREATING GREAT SPACES

The door has significant impact on the overall functionality and feel of the space in a home, offering design relief from the limitations of four plain walls and a flat ceiling to create a room that is more interesting and has a personality of its own. Since it is often the first thing a visitor will see when entering a house or a room, both external and internal doors now represent a design and style statement that can carry across the whole house.

The home is a reflection of a family's lifestyle and personality. Experiences such as a great holiday, a stay in a hotel and décor in a favourite TV series can be re-created to evoke emotion.

So how can the choice of doors add appeal? We've asked leading door experts, our supplier of choice, Corinthian Doors to help define three distinct looks and offer simple tips on how to achieve each of these styles in any home, including your display homes.

➤ **Moda Collection by Corinthian Doors offers over 24 different styles that are perfect for an array of interior styles and architectural designs.**

For a wide range of both entrance and internal doors, accompanied by the latest and modern styles in mechanical, electronic and internal door furniture solutions, speak to your local Dahlsens store.



## ➤ CLASSIC COUNTRY

Creating a classic country look is about achieving a balance of style, elegance and comfort in which a simple colour palette works best.

For this style, two-toned walls are a great way to add dimension and interest without overpowering the room. Wall colours including soft greys, creams and blues are a good choice. Choose a door that is elegant and sophisticated, painted in one of the highlight colours in the room.

When deciding on furniture and accessories, the home owner should choose pieces made of natural materials such as wooden tables, woollen floor rugs and woven cane baskets, which add both texture and interest. The perfect finishing touches for a classic country feel are a few signature antique pieces that offer a story of their own.



MODAPM02

## ➤ ECLECTIC

Eclectic interior styling takes inspiration from both the old and the new, from various cultural backgrounds and a multitude of styles, trends and ideas. This 'look' pulls together a range of unexpected materials that vary in pattern, shape, texture and colour.

As with any great space, start with the backdrop. The eclectic style loves colour, however, the walls and door shouldn't overpower the varied textures and patterns within the décor. Start with a door that will add to the room's texture but not distract from the overall look.

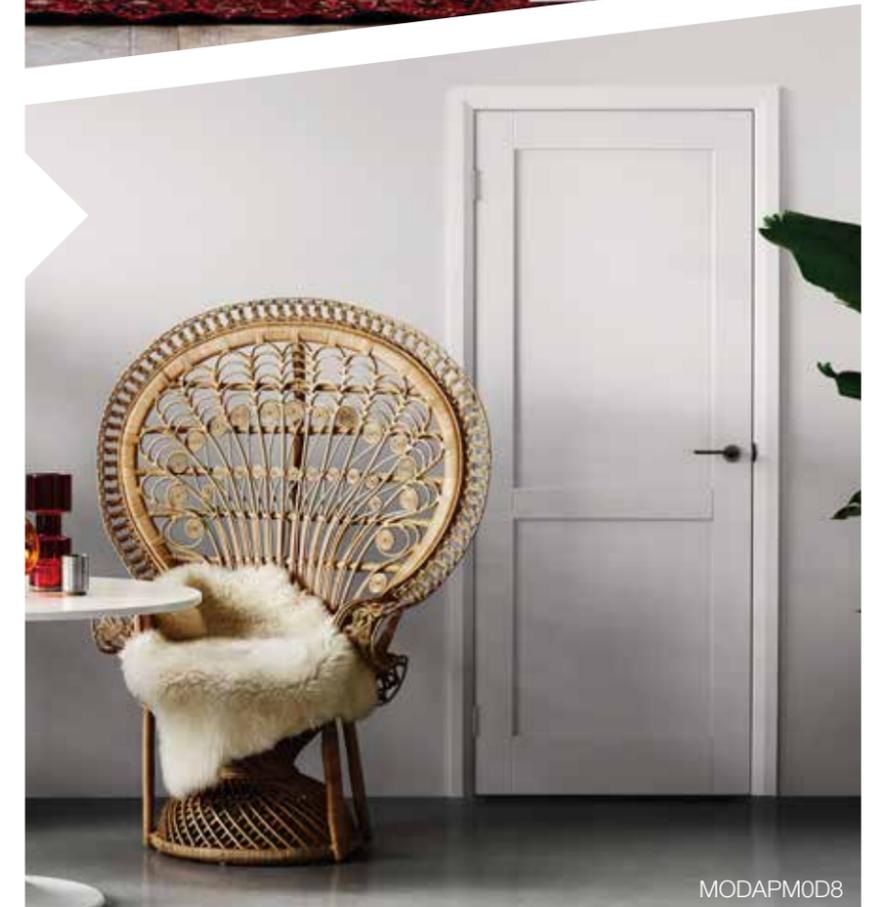
The main colour of the walls should add to the space but not be the main focus. Pastels are really on trend at the moment, so think buttery yellow, sky blue or a soft pink colour. Incorporate colour contrasts, playing light against dark, textured rugs, modern artwork, harsh lines and retro furniture.



MODAPM011

## ➤ BOHEMIAN COASTAL

When creating a bohemian, seaside look, opt for a subdued colour palette that is complemented with classic must-haves. Create a space that is light and inviting, decorated with soothing hues of softer colours. Keep the larger areas of the room neutral by maintaining a consistent colour across the entire wall and door. A bohemian, coastal interior is heavily décor-based, so include a door design that is classic yet sleek. The door should blend in with the look, not overpower it. Incorporate turquoise accents, coloured glass bottles and distressed furniture to create the earthy, laid-back vibe necessary for this style.



MODAPM03

# Dahlsens SINCE 1877

**HERE TO HELP  
YOU BUILD BETTER.**

**FROM START TO FINISH,  
FROM FOUNDATION  
TO FITOUT.**

For you to be the best at what you do, we know we've got to be the best in the business.

For 139 years, we've been working hard, providing old fashioned, genuine customer service to the trade.

We take what we do seriously. We're very proud of the service we give to get the job done. You should be pleased to know we will never rest on our laurels. We will continue to listen to you and answer your business needs.

You can count on our network of 20 trade stores, 7 truss and frame manufacturing plants and 1 Metal Roofing Centre in Victoria and southern NSW. We are stronger than ever.

Thank you for choosing Dahlsens.

**ANNOUNCING...**

**CONGRATULATIONS  
AND WELL DONE!**

**DAHSENS  
MILDURA  
STORE OF THE  
YEAR 2016**



**DAHSENS  
BALLARAT  
MANUFACTURING  
PLANT OF THE  
YEAR 2016**



# WHAT YOU'VE GOT TO SAY ABOUT US

**HERE'S A SNAPSHOT  
OF WHAT YOU, OUR  
CUSTOMERS, THINK OF US**



"If they can't get something straight away, they let us know"

"They go above and beyond to make sure we get the best result possible"

"They do what they say they are going to do"



"I like the personal service I get from Dahlsens"

"Nothing is ever a drama"

"They deliver the goods when they say they will"

"They're reliable with delivery"

"Every order is handled with ease"

"My Account Manager makes the process as simple as possible"

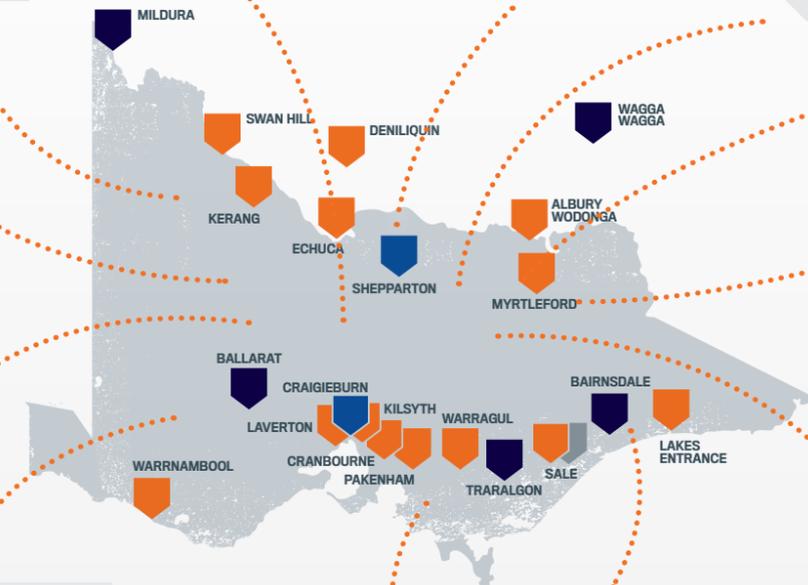
"It's nice to feel welcomed"



"Their pricing is competitive and consistent"



"If they say they'll get back to me they do"



■ Trade Centre    ■ Trade Centre & TAF Plant  
■ TAF Plant    ■ Roofing Centre  
(Independent research, May-August 2016)

We encourage you to tell us how we can help you better.  
The line is always open at your store, and also at our Support Office on (03) 8831 8300. Or send an email to [enquiries@dahlsens.com.au](mailto:enquiries@dahlsens.com.au)

# Plasterboard choices for commercial and residential projects

2.3 million Australians live with asthma and an additional one in three of us suffers from allergies. Allergies occur when a person's immune system reacts to substances - allergens, that are harmless to most people.

There are many things that can trigger an allergic reaction or aggravate asthma. Two common triggers are mould and volatile organic compounds (VOCs).

Gyprock has led the market with the development of high performance plasterboards with exceptionally low VOC levels. In 2011, Gyprock introduced a highly effective mould resistant additive to produce Gyprock EC08™ Complete – a 13mm and 16mm plasterboard designed for specialised commercial projects where indoor environment quality is vital. EC08 Complete is also fire and acoustic rated, with high levels of moisture and impact resistance. Architects and designers specify and trust Gyprock EC08 Complete for commercial projects where hygiene is essential such as hospitals, aged care and education projects.

The most recent Gyprock plasterboard to receive Sensitive Choice® approval is Gyprock Sensitive – a revolutionary, hypoallergenic 10mm plasterboard designed for use in residential projects where mould and moisture resistance is required.

## Sensitive Choice® approved plasterboards feature:

- Enhanced mould resistance – treated with a powerful but gentle antifungal agent throughout the plasterboard core which penetrates through the paper liner and paint coating
- Improved moisture resistance – the plasterboard core contains moisture resistant additives, making it suitable for high humidity situations
- Low VOC
- GECA accredited
- Sensitive Choice® approved



## Jointing compound for increased protection

### New Gyprock Ultra-Base 60

Gyprock Ultra-Base 60 is a premium, ready-to-mix, dry powder base coat that provides added mould resistance for the whole joint.

### Ultra-Base 60 features

- Superior mould resistance
- Lightweight plaster formulation – 16kg of Ultra-Base is equivalent to a standard 20kg Base Coat bag
- Ultra-easy to apply – ideal for machine tools
- Ultra-easy to scrape back
- Ultra-smooth finish with low shrinkage
- Low VOC
- GECA accredited
- Sensitive Choice® approved



For more about asthma and allergy sensitive building to cater to the needs of your clients, talk to your **Dahlsens Account Manager** or find more at [gyprock.com.au/sensitive](http://gyprock.com.au/sensitive).

# ENERGY EFFICIENCY MEETS WINDOW DESIGN TRENDS

Current Australian home designs love large windows for the natural light they let in and for the connection of indoor to outdoor areas. The selection of energy efficient windows will ensure your customers are happy with their energy bills long after the hand over.

**Our preferred windows supplier Bradnams sets the standard in the energy efficient market. Consider their new Signature Thermal Break Window System.**

New to Bradnams' Signature range, the technically advanced **Thermal Break** system features world-class technology to enhance the benefits of double glazing. The range provides superior thermal performance without compromising flexibility and practical design convenience. The technology is internal which allows for the mix and match of products from any of the 'Essential', 'Signature', 'Commercial' or 'Thermal Break' ranges without disruption to the visual symmetry.

## Why Is It Different?

### Thermally Broken Frame

All thermal breaks in the Signature Thermal Break range are made from high-quality reinforced polyamide extrusions to separate the exterior and interior of the aluminium frame, to interrupt the transfer of energy through metal and keep the inner sections of a window or door frame thermally isolated from the external framing components. Acting as an insulated barrier within the window frames they aid to keep heat in during winter and out during summer.

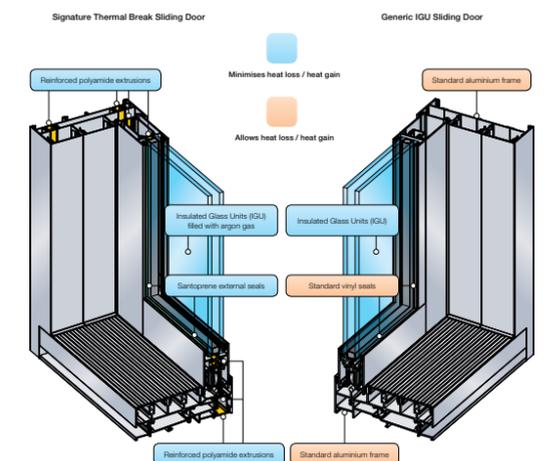
### Insulated Glass Unit (IGU)

Two panes of glass separated by a sealed air space filled with argon gas provide a thermal break. This restricts the transfer of heat from the outside to the inside and vice versa.

### Santoprene External Seals

Santoprene seals are more durable than standard vinyl seals, with less cracking, shrinking and better shape retention throughout the life of windows and doors. With Santoprene external seals, when the window is closed, it is sealed tight, thus minimising heat loss and gain.

## Comparing Thermal Break to Generic IGU

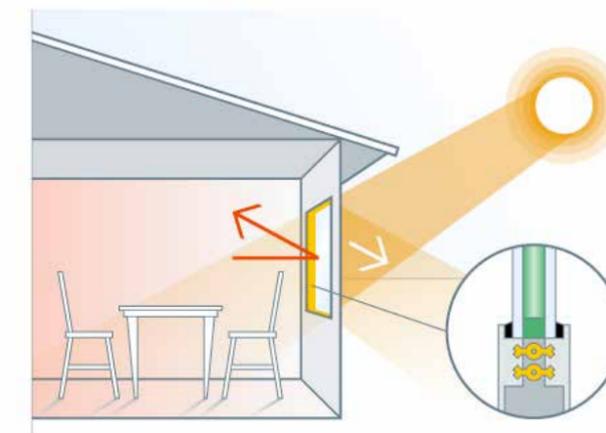


## Energy Saving Performance

	Single glazed generic window	Generic window with IGUs	Signature Thermal Break
Heating Climate Location:	Queanbeyan (NSW)	Queanbeyan (NSW)	Queanbeyan (NSW)
Heating / Cooling usage over 12 months per m <sup>2</sup>	284MJ/m <sup>2</sup>	241MJ/m <sup>2</sup>	209MJ/m <sup>2</sup>
Energy savings	0%	15%	26%*

## Reduction of Condensation

The reinforced polyamide extrusions and insulated glass unit act as thermal barriers, keeping the interior surfaces of the windows and doors similar to the room temperature. This minimises the incidence of moist air inside the house meeting cooler surfaces, which leads to condensation.



\* Energy reduction savings are based on the BERS Pro energy simulation software and a single storey 147m<sup>2</sup> brick veneer, concrete floor home, with Ceiling R2.5, Walls R1.3, Floor R1.0

**See how Bradnams' Thermal Break System can aid your next project. Speak to your local Dahlsens Store or Account Manager today**

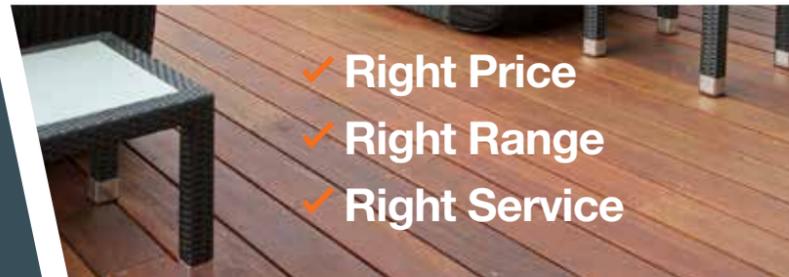
# GET DECKED OUT WITH DAHLSSENS DECKING SUPPLIES

With trade focus and expertise, decking is one of the many product offers in our delivery of 'Foundation to Fit Out' solutions.

Partnering with the most trusted decking mills, importers and suppliers in Australia, our wide range of decking solutions will ensure your decking projects are completed on time, to the highest possible standard.

## The complete decking solution

- ✓ Decking Timber
- ✓ Bearers
- ✓ Countersink Smart Tools
- ✓ Posts
- ✓ Joists
- ✓ Quiklil Deck Spacers



- ✓ Right Price
- ✓ Right Range
- ✓ Right Service

**MERBAU 90x19mm**  
**\$4<sup>35</sup>** per L/M

\*Inc. GST. While stocks last. Prices subject to change.



## HARDIEDECK™

HardieDeck™  
THE NEW BREED IN DECKING

Defined by clean, modern lines and built to withstand the demands of the Australian outdoors, James Hardie's HardieDeck™ gives your customers the chance to enjoy life.

HardieDeck™ provides a highly durable, low maintenance deck, with a modern appearance. It combines specially machined 19mm thick fibre cement decking boards with a specifically designed aluminium fast track system that provides the concealed fastening mechanism.

## COMPOSITE

Produced usually from recycled plastic, pine dust and a binding agent, composite decking is low maintenance and incredibly durable. Manufactured mostly from recycled materials, it's also environmentally friendly. Dahlsens offers the best overall performing composite products in the market, including ModWood, which has been designed not to warp, crack or splinter under normal conditions, and requires no sanding, sealing or painting.

## Dahlsens has the right decking option for every site and application:

### Solid Hardwood

- > Merbau
- > Blackbutt

Other hardwoods available on demand

### Manufactured low maintenance

- > Fibre cement
- > Composite
- > Treated pine
- > Deck framing
- > Fasteners and hardware



# HOT PRICES! †

**BREMICK™**



**Self Drilling  
304 SS Screws**  
*Box of 500*

<p>10g x 50mm <small>(1145768)</small></p> <p><b>\$45</b> <small>INC. GST</small></p>	<p>10g x 65mm <small>(1145770)</small></p> <p><b>\$65</b> <small>INC. GST</small></p>	<p>12g x 65mm <small>(1146076)</small></p> <p><b>\$99</b> <small>INC. GST</small></p>
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† Bremick offers valid until 28 February, 2017 or while stocks last.

## Introducing DECKSPACER™



Simply 'Fit & Fix' for a trade quality installation in a fraction of the time

-  **SAVE TIME & COST DURING INSTALLATION**
-  **ACHIEVE A TRADE QUALITY RESULT**
-  **PROTECT & PRESERVE YOUR INVESTMENT**

THE NEW STANDARD IN  
**DECK  
INSTALLATION**

Now at DAHLSSENS

You can do it the hard way, or you can do it  **QUIKLII™**



**WHEN YOU PURCHASE ANY ROLLS FROM THE REFLECTA RANGE.\***

## REFLECTA RANGE OF INSULATION FROM GI BUILDING SCIENCES

### In the range:

#### Reflecta-Floor 500™ GITF500

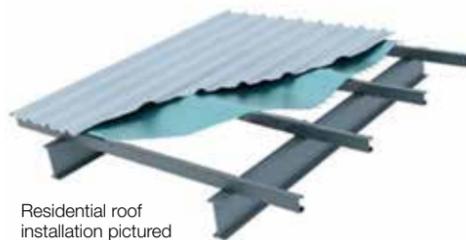
An easy to install and thermally efficient solution for insulation underneath suspended floors. Rolled out in between floor joists and fixed to the side.

- 15 year warranty
- Perforated for drainage in the event of exposure to wet weather
- Thermo Cellular core provides barrier against conductive heat and vapour penetration
- Two outer layers of 99%+ pure aluminium, with XHD rating
- Three 20m x 500mm rolls per pack
- 5.7mm Core
- Passes all relevant Australian Standards fire tests including AS/ NZS 1530 part 2
- Reduced on site wastage and improved coverage compared to other products

#### Reflecta-Cell Plus™ GIRC

An alternative to fibrous insulation materials with performance benefits.

- 15 year warranty
- Suitable for use in residential and commercial walls and roofs
- Medium level vapour barrier (better medium than foam in managing condensation)
- 20m x 1500mm rolls (reduce wastage compared to 1350mm foam product)
- Structure enables it and other cellular materials to be easily installed
- Fully recyclable



Residential roof installation pictured



\*Minimum purchase 10 rolls - offer ends December 31st 2016.

➤ Also, in the Reflecta range are the Reflecta Break and Reflecta Thermo Floor. For a quote and further information, contact Dahlsens.



**SUPPLIER FOCUS**



## MEYER TIMBER. 2016 SUPPLIER OF THE YEAR.

Absolutely crucial to Dahlsens' ability to service our customers with accurate, timely and competitive deliveries is the collaboration with our carefully selected supply partners. In this Trademark edition, we'd like to single out one of our best – Meyer Timber.

The Meyer family's origins in Australia began in timber furniture manufacturing over 100 years ago. Mel Meyer, with wife Marilyn, began Meyer Timber in Dandenong in 1975, taking a second mortgage on the family home. After Mel's sad passing in 1998, the company remains family owned and operated by Marilyn and sons David and Stephen. Stronger than ever, the business operates warehouses out of multiple locations in Victoria and NSW.

Meyer Timber prefers to partner with privately owned, seriously trade focused businesses. It believes that despite public companies' attempts to enter this space, only those enterprises where the owners are directly involved in the day to day running have the passion and flexibility to deal with the ever demanding and changing nature of the building industry today.

Meyer has evolved with the industry, as the innovations of the major builders and the need to reduce labour and materials have rapidly driven changes in timber supply and the building process. The way timber is used in the building industry has changed more in the past 20 years than over the entire century. For example, it was not so long ago that pre-fab frames and prefinished components were unheard of. In a competitive industry, with low barriers to entry in the supply of timber, Meyer holds a hotly contested and enviable position.

It is true the Dahlsens and Meyer families are both passionate about supporting the bush. Given that their businesses are country 'born and bred', these communities hold an important place in their hearts. As the regional centres strengthen, so too the demand for housing and services. Together, Meyer Timber and Dahlsens are able to promptly deliver stock to markets throughout Victoria and Southern New South Wales, competitively and smoothly.



Meyer's mission is to supply the "best stick of wood in the category" and so Meyer only works with the best mills in the industry worldwide.

Supplying mouldings, treated pine, LVL and other forestry products to Dahlsens, Meyer partners with their producers with a strategic, long term commitment to work tirelessly and tenaciously to maximise all parties' strengths. Ultimately, this is so the end customer, the builder, wins by being able to access the best product and service on the market.

Much work happens behind the scenes to establish a seamless delivery of supply to Dahlsens and an efficient distribution of the best product in the market to Dahlsens' customers.

Meyer's early adoption of new products, their commitment to sustainable and responsible supply, the harnessing of technology, stringent quality controls on manufacturers and their processes, state of the art warehousing and paperless communication initiatives, make for a supply channel that sees no end to continuous improvement.

**It is a credit to the entire team at Meyer Timber that Dahlsens can supply quality timber without delay. We thank you for your integrity, passion and commitment to our industry, and look forward to continued success together.**



Jamie Dahlsen with David Meyer



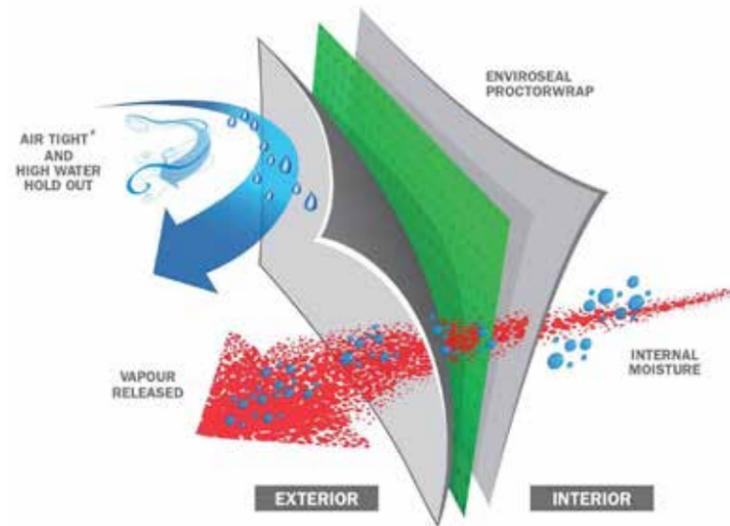
# MANAGING CONDENSATION RISK

The key to selecting the right wall wrap and ventilation solutions



The drive for more energy efficient buildings has resulted in higher levels of insulation in the ceiling space and walls, as well as a drive for reducing air leakage in modern energy conscious building practices. As a result, this has dramatically changed the temperature and moisture balance within buildings, which has changed the location and frequency of where and when condensation is likely to form.

When the surface at risk of condensation formation shifts from outside the building to inside, condensation can potentially form in a location that can cause damage to the building frame, cladding and insulation. This can lead to mould growth in unseen locations which may become a health risk to the occupants.



**“Insulation, whilst keeping some surfaces warm, also keeps other surfaces cold. Sealing up the building can also prevent the safe passage of water vapour, resulting in potentially damaging condensation forming on these cold impermeable surfaces.”**  
**ABCB, ‘Condensation in Buildings’ 2011**

## What is Condensation?

Condensation is liquid water that is released from the air when the air comes into contact with a cold surface which is at, or below dew point temperature. Water vapour is always present in the air at everyday temperatures, travels freely around us and passes through most household materials such as plasterboard walls, timber, fibre cement and brick.

Water vapour can come from numerous sources from within the home and large quantities of water vapour are produced by the following daily activities: cooking, showering, washing, un-flued heating, breathing and clothes drying over the rack within the home. As a result, a family of four can generate between 11 to 22 kilograms of water per day. (ABCB, ‘Condensation in Buildings’, 2014).

Condensation alone is not a problem, but the formation of condensation inside the home or inside the wall, roof or sub-floor of the home without a suitable passage for drying or drainage has the potential to cause structural damage and/or health problems for the occupants.

When forming in an unseen location, condensation is difficult to detect and may potentially be even more difficult or costly to rectify post-construction. When forming in a visible location on the surface of wall or ceiling linings it provides a good indicator to areas containing high humidity and that the surface is at the dew point temperature.

Condensation risk generally increases at night, particularly in colder climates, when the insulation levels increase and when air tightness improves or ventilation decreases. Risk can also increase depending on the construction type, when the number of occupants in the home increases, the building use changes, or when adjoining properties prevent adequate ventilation paths.

## Condensation Management

The benefits of using wall wrap and roof sarking to improve construction air-tightness and deliver improved thermal performance and weather tightness are well documented. Yet these improvements in energy efficiency also reduce the means for air transportation of air-borne water vapour which is the key method of removing water vapour away from the structure.

To compensate for increased air-tightness, appropriate wall wrap and sarking product selection relative to climate zone, building use and construction type needs to be made at the time of construction in order to effectively manage condensation risk. To be effective, this approach needs to address management of water vapour within the entire building envelope in conjunction with good ventilation practices.

Key to this management approach is the removal of internally generated water vapour (from washing, cooking, etc) to the outside environment by the use of ducted extraction fans – it is crucial that this water vapour is not simply ducted into the roof cavity or back into the home where it only adds to the condensation load on the building envelope.

In colder climates, it's recommended that the selection of a suitable vapour permeable wall wrap and roof sarking product, in combination with hybrid and natural ventilation products, will allow effective condensation management. Ventilation is one of the simplest and most effective ways to increase air transportation of water vapour, particularly in the sub-floor and attic spaces where ventilation can effectively remove excess moisture laden air.

**Improved product vapour permeability and controlled ventilation are crucial elements in the management of condensation and improved building performance.**

## Product Selection

By increasing the ability of the products in the building structure to allow the transport of water vapour, the air-tightness of the overall building envelope can be controlled and energy efficiency can be improved. To achieve this, a ventilation strategy including the home, sub-floor and attic space should be incorporated into the building in conjunction with installation of vapour permeable wall wrap and sarking.

Available from Bradford, our partner in Insulation, is a range of Enviroseal ProctorWrap, vapour permeable wall wrap and roof sarking products which offer high permeability allowing water vapour to easily escape from the building envelope, reducing condensation risk. Combined with high water hold-out and excellent air barrier properties, these sophisticated membranes offer the latest technology in condensation management for a healthy building.

Edmonds offers a range of domestic and commercial ventilation systems that have the ability to increase efficiency and comfort of buildings while helping to prevent the damage that can be caused by condensation. Ventilation of the interior living spaces as well as sub-floor and attic spaces can be implemented pre and post construction, making ventilation a simple and effective way to manage condensation.



**For more information or access to technical advice from Bradford and Edmonds please contact your Dahlsens store.**



# MODERN CLADDING MATERIALS

For big benefits on small lots and budgets.

## The street appeal of mixed materials

Available in a wide range of shapes and profiles, composite materials are beginning to change the face of Australian homes. There are 12 products available in the Scyon™ range, from the contemporary look of rectangular Matrix™ panels to weatherboard style Linea™ boards. Add to this the choice of colours and finishes for composite cladding, and you can create a unique style for building façades that works in harmony with the existing streetscape.

## Lower construction costs - labour and materials

The advantages for building contractors go well beyond external and internal design benefits for clients. Scyon™ can be installed quickly by joiners, so there's no need for having extra trades on site for bricklaying. Thanks to the lightweight nature of composites, they can also reduce the need for the expensive steel supports often required for modern and architectural designs. They can be pre-finished too, saving on the time and cost of having scaffold on site for external painting. Overall, it's simple to install, using less time and resources which can have a positive impact on your project budget and build time. All Scyon™ products are manufactured in Australia by James Hardie so you can rely on the best standards in warranties and sales support from a trusted supplier of quality construction materials.

## A space saving approach to smaller lots

The quarter acre block is becoming a thing of the past. Planning restrictions, particularly in urban areas, are leading to smaller lot sizes for new developments. And this creates challenges for building dwellings with enough space to meet developers' and homeowners' requirements. By using lightweight cladding such as boards or panels from the Scyon™ range, floor plans can reclaim up to 5% space. Bricks typically use about 250mm space. With Scyon™ cement composite cladding, walls are less than half that size - around 110mm. That extra space can make room for an extra study or bathroom in a 250m<sup>2</sup> home.

## Better materials for contemporary builds

With lot sizes shrinking and construction costs rising, the industry is looking for the best money and space saving solutions for all types of buildings, particularly multi-residential dwellings. While bricks have long been a trusted choice for their durability, composite materials are growing in popularity as a hardwearing, practical and efficient alternative.

**scyön**™   
WALLS+FLOORS

➤ Learn about composite materials and how they can save you time and money. Talk to your Dahlsens Account Manager to arrange your consultation with a James Hardie expert.



# THE TRUSTED TRADE BRAND

## Chemset™ 101 PLUS

- Suitable for cored, drilled and flooded holes
- Styrene Free, Marine Grade Polyester
- Solid concrete and hollow brick and block applications
- Non-sag formula
- Easy cold weather dispensing



A high performance and versatile product range suitable for commercial and residential applications

For more information visit [www.itwproline.com.au](http://www.itwproline.com.au) or call 1300 721 738  
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Partner Supplier

# MAX BOND GETS A FACELIFT AND REMAINS THE TRADE'S CHOICE.



For over 30 years, trades people around Australia have trusted Max Bond to get the job done when it comes to high performance adhesion. This trusted trade product is now undergoing a facelift together with a wide range of H.B. Fuller construction adhesives and sealants.

### Made in Australia

Unlike many imported construction adhesives, Max Bond is made in H.B. Fuller's Melbourne plant in Dandenong South, where Max Bond started as an innovative formula to the construction trade providing a versatile adhesive based on solvent based technology. Since its inception, the Max Bond formula has been gradually improved over time to become one of the highest performing construction adhesives on the market today.

### Premium Performance

To get the highest quality finish, you need to use the highest quality materials. Max Bond is a premium grade construction adhesive that is designed for both residential and commercial construction applications. The synthetic rubber based formula allows easy application in cold and hot conditions, and is water resistant. The multipurpose nature of Max Bond also allows it to be used in all areas of the job site from subfloor to wall panelling and it can be used on timber, metal, fibre cement, concrete and many other substrates.

### The Max Bond Range

The Max Bond Range of product extends beyond **Original** Construction adhesive, and includes a wide range of products for different types of jobs.

**Max Bond Fast Grip** is a water based construction adhesive that provides a fast initial grab, perfect for architraves and jobs that require a quick grab.

**Max Bond Rapid Cure** is a D4 class waterproof polyurethane adhesive which is designed for cabinetry, staircase and marine applications. Its 1 hour clamp time forms a strong bond quickly to speed up the manufacturing process.

For general woodworking, there's no better choice than **Max Bond PVA**. With D3 water resistance and suitability for both interior and exterior applications, Max Bond PVA is one of the most versatile PVA adhesives on the market. It features a cross-linking formula which assists in creating a stronger bond and reduces the chance of substrates separating over time under stress, as well as increasing water resistance. The resulting joints will have far greater strength and resilience than those made with conventional PVA adhesives.



### A new look for H.B Fuller

Together with the refresh of Max Bond, H.B. Fuller has revitalised their entire range of product to make the buying choice easier for tradies. Their silicones and sealants will now all fall under the FulaSeal brand, containing core trade products such as 780 Plumbers Silicone and 770 Sanitary Silicone. To complement this range, H.B. Fuller have released FulaSealPRO which is a range of silicones and sealants formulated specifically for industrial and specialty work.



Watch out for the new look H.B. Fuller range of adhesives, sealants, fillers and foams in your local Dahlsens store.

# WATER TANKS



Consumers continue to drive the demand for products that reduce the impact on our scarce and natural resources. Rainwater tanks clearly play a significant role in high volume non drinking water applications.

Dahlsens can source tanks to suit all requirements.

- > Wide range
- > Sizes and capacities available to suit most applications
- > Standard fittings to suit most applications
- > Customisation available
- > Timely deliveries with your other orders
- > Large range of colours and sizes to choose from
- > Under deck options available
- > Australian designed, made, and supported
- > 10 year guarantee
- > Full certification to AS/NZS 4766 (the tank manufacturing standard that matters)

\*Not available at all stores. Speak to your local store for availability.

## JUST OUT, NEW PRODUCT!

Introducing the Slimline 2008

### Key features

- > Slim tank with capacity – only 550mm from front to back
- > 2008L capacity
- > Visually appealing, wide range of colours
- > Potable water approved food grade materials



> **Ask Dahlsens today for pricing on this and the entire range of Water Tanks.**

# NEW FROM SUTTON TOOLS AT DAHLENS



**suttontools**  
world class cutting tools

### Supabit Torsion Nutsetter 65mm

- > Available in 1/4, 5/16 and 3/8
- > 1/4" hex for use in impact drivers and quick change adaptors
- > Torsion neck zone for high torque applications
- > Self-adjusting spring loaded magnet for heavy duty grip



1148449	1/4 x 65	<b>\$6.79</b>
1148450	5/16 x 65	<b>\$6.79</b>
1148451	3/8 x 65	<b>\$6.79</b>

### Landscape Auger Bits 300mm

- > Available in 12, 14, 16, 18 and 20mm diameters
- > For positive grip, preventing slippage in chuck. Fits Sutton Tools extension shanks
- > Heat treated and tempered over full length for extra durability and long life
- > Robust scotch pattern flute withstands the hardest wood drilling applications
- > Draws the bit into the work piece providing fast drilling on hard and soft



1148456	12mm x 300	<b>\$37.99</b>
1148457	14mm x 300	<b>\$37.99</b>
1148458	16mm x 300	<b>\$40.99</b>
1148459	18mm x 300	<b>\$40.99</b>
1148460	20mm x 300	<b>\$43.99</b>

### TCT Cut-Smart 2-in-1 Decking Bit

- > Fully adjustable depth stop for accurate control of countersink depth
- > Stop collar with easy-spin bearing prevents tool from marking the workpiece
- > Extra-wide gullets allow chips to clear without jamming
- > Tungsten carbide tipped countersink
- > Includes TCT multi-purpose replacement pilot drills
- > Hex shank suits quick change adaptors



156055	DRL/CSINK 8G	<b>\$39.99</b>
156056	DRL/CSINK 10G	<b>\$39.99</b>
1145986	DRL/CSINK 14G BH	<b>\$46.99</b>

All prices include GST.  
Offers valid until 31 December, 2016.  
Not available in all stores.  
Can be ordered upon request.

## LSL10 Studs and Plates

# LSL10 STUDS & PLATES

- ✓ STRAIGHT AS A DIE!
- ✓ TERMITE PROTECTION (H2S)



90x35mm  
**\$2.95** PER L/M  
INC GST

## What is LSL10?

LSL10 stands for Laminated Strand Lumber, equivalent to MGP10 pine.

It is an engineered product of uniform density. It is manufactured straight and stays straight, no matter what the climate does.

### Benefits of LSL:

- > No planing or packing studs
- > Protection from termite attack (H2s treated)

**VISIT WWW.DAHLENS.COM.AU/TRADE-PRODUCTS/LOCK-UP/LSL10 TO VIEW SOME VIDEOS ABOUT THE PRODUCT, OR SCAN THE QR CODE BELOW**



Note: this product may not be in stock in all our stores but it can be ordered in with a 3-4 day lead time.



Available from your local Dahlsens Stores  
Talk to your Account Manager or call your local store.  
Email: [enquiries@dahlsens.com.au](mailto:enquiries@dahlsens.com.au)

# MARC ALLEN

## A growing family business on course for long term success



Marc Allen and wife Laura are proving to be a formidable team as the owner-operators of Marc Allen Building Pty Ltd, based in Wagga Wagga, NSW.

After 12 years in the industry, Marc Allen Building Pty Ltd was established in 2012 by Marc & Laura to service the fast growing Wagga region. Currently building around 15 homes per year, the team specialises in four bedroom family homes with a focus on personalised and reliable service.

Marc and Laura undertake much of the daily operations of their business themselves, meaning there is no 'middleman' between them and their customers and suppliers. This has led to better and more productive relationships, resulting in them confidently undertaking multiple projects at a time.

In addition to Marc and Laura, there are also three apprentices working in the business and they take on sub-contractors as required, one of those on a regular basis. Another key member of their team is the management and staff at their local Dahlsens.

"We have a great deal of respect for John and his team, especially for their helpful nature and quick turnaround on jobs. There's no doubt, that with the number of jobs we handle, a quick turnaround is absolutely essential, and the team at Dahlsens deliver each time."

Marc's team recently took delivery of a plaster order utilising a purpose built plaster lifting device developed by Dahlsens. Reducing manual handling and increasing efficiency, the plaster is delivered and craned on the same day as the truss lift, and carefully wrapped on site to protect the plaster from the elements until it is ready for installation.

Marc was happy to entrust Dahlsens with this new delivery method. So much so, he was out fishing as the delivery was smoothly made! This service will no doubt take off for other builders in the area.



No matter what the project, it is imperative that the business generates positive word of mouth to drive more business, especially as they are a comparatively new player in the Wagga market. It takes time and effort, and needs to be balanced with the needs of their young family (three kids, aged 8, 5 and 3). "As those with young families will know, spare time is at a premium, but we are determined to make the business a success, and enjoy some downtime when we can along the way."

**Congratulations to Marc, Laura and the team at Marc Allen Building Pty Ltd, and thank you for your continued partnership with Dahlsens.**

DAHSENS  
**WHOLE OF HOUSE SOLUTIONS**  
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**> Access to the Best**

We align with the most innovative and reliable manufacturers and suppliers in the industry in order to offer the best products available

**> Call up Management**

We work closely with you to coordinate your materials to site, preventing mistakes or confusion

**> Reduced Hassle**

Less administration saves you time and money

# ANTHONY BROWNSEA BUILDERS

## Staying power in the building industry

With an impressive 37 years in the building trade, Anthony Brownsea knows a thing or two about what it takes to survive in the building caper over the long haul. Key to longevity, he tells us, is the ability to generate a positive word of mouth that leads to more referrals and more work.

So how does Anthony create this crucial (and often hard-to-get) positive word of mouth? It begins with his love of the job, and for the industry, that he first started in as a 16 year old, straight from high school.

"After completing my apprenticeship I started my own business in the Mallee region. Unfortunately, it was in the middle of a drought, and like the water, the work dried up as well! But, I love the work, so I continued to work for others until the time was right to once again establish my own business, Anthony Brownsea Builders."

Based in Warrnambool, Anthony Brownsea Builders has completed a vast array of projects over the years; from whole houses to two storey extensions, but the major type of job they do these days are renovations. No matter what he and his apprentice (who is also his daughter) are working on, Anthony prides himself on the attention to detail and care they put into every job.

"Every time I'm quoting, I ask the customer how they heard about us. Invariably I get the same answer: they were referred by another one of our customers. I'm sure this is because we go the extra mile for our customers; we don't take any shortcuts and we're flexible and easy to deal with. And this extra effort pays off in the end."

For Anthony, the continued beauty in his job is that there is always something different to work on, from slabs to stumps, walls to trusses, no day is the same.

"I've worked on some fantastic projects over the years. One favourite was a country site, in a spectacular location, where access to the site was the best I've ever had. At one point, we had three concrete trucks, a b-double and loads of farming equipment, and no one got in each other's way!"

Anthony has nothing but good things to say about the team at Dahlsens Warrnambool who have been supporting his business for many years.

"Like me, Dahlsens focuses on customer service and going the extra mile. The team is extremely helpful, well organised, and will order in any stock I need."



Once tools are down, Anthony loves his race horses, and regularly attends country race meets, which he finds is a great way to meet new people. And speaking of new people, Anthony is happy spending a lot of his time with his 3 year old and 8 month old grandchildren.

**Congratulations Anthony on an impressive career in our industry. We look forward to supporting Anthony Brownsea Builders into the future.**

# JOSH TYRRELL

## Broad skills and a bright future



Like many school leavers, Josh Tyrrell was initially undecided on his immediate career path. However, when the chance to complete an apprenticeship with a local building company in Warragul opened up, he leapt at the chance and hasn't looked back since.

Josh worked with the building company on mostly commercial construction, then once qualified he moved on to a different building firm, working his way up from Leading Hand to Foreman. Having experienced almost everything about building, from formwork to concreting and tiling, Josh moved on to become a subbie and finally began his own business.

Across his 12 years in the business, there is virtually nothing in the building trade that Josh hasn't worked on. This means he is a truly 'hands on' builder, who brings a wealth of experience and expertise to every one of his building projects. And in the future, Josh will be applying this experience to the GJ Gardner Homes franchise as one of their newest franchisees.

Covering the Baw Baw shire area, with Traralgon shared with GJ Gardner Homes Sale, Josh sees a lot of growth potential in the Drouin / Warragul area and will be aiming to complete 25 homes in the next 3-5 years. This would see him as one of the biggest domestic builders in the area.

For now, Josh is busy creating a showroom in Warragul to be opened in mid-late October. And when asked by Trademark, "why GJ Gardner?" Josh tells us it came about when he was designing and building his own home.

"Building my own home had me working closely with local suppliers. When GJ Gardner Homes were looking for a local builder to align with, my name kept coming up in the conversations they were having with those same suppliers."

"A partnership with GJ Gardner gives me first hand insight into their business model and, being a larger group, I'll have access to their buying power, marketing, estimators and state-of-the-

art computer systems. Being a franchisee will assist me with everything from product knowledge, quoting and accounting."

Over the next crucial few years in the franchise, Josh will be relying once more on the very strong relationship he has with the Dahlsens team at Warragul.

"I first started working with Dahlsens when I was an apprentice. I met Travis Pennicard (now Manager) and Cam Green (now Assistant Manager) who at the time were just starting their Dahlsens journey. I have really valued their support over the years – ours is a much-trusted working relationship that really does help my business."

**We thank Josh for his ongoing support and wish him success in his transition to a GJ Gardener franchisee.**

# DAVROSE

## From small beginnings to major player



Like many in our industry, David Borg's building career started straight from school, at 16 years of age. He began as a wood machinist / cabinet maker, where he completed his apprenticeship. After owning a framing business for 10 years, David obtained his builders license in 2001 and shortly after, Davrose Homes was established.

While early in the life of Davrose Homes it was David and wife Rose at the helm, it wasn't long before they had built the business up and were in the position to take on staff – many of whom, like at Dahlsens, are family. Today, David and Rose oversee operations, their two daughters along with David's sisters and other staff also part of the Davrose family run the construction side. There are three site supervisors and several members in the sales team, headed up by Sales Manager George Mariotti.

The Davrose Homes team works from the north of Melbourne, the western pockets, and all the way through to Cranbourne, building numerous amount of homes a year. Mostly detached single dwellings, all homes are turn-key, from start to finish. While many of their clients are investor groups, they also sell house and land packages. Customers can select from many plans on offer, or opt for something tailor made to suit their individual needs.

Working in the competitive Melbourne market, Davrose Homes maintains a rigorous standard of quality to set themselves apart.

"We are truly passionate about quality and client satisfaction," says David. "We look after our owners by providing great service and clear communication. We also use tradespeople that have been with us for many years, who we trust and who continually do an exceptional job."

The challenges faced by Davrose Homes are the same for many builders – access to the right trades at the right time, keeping up with constantly changing regulations and procedures, and of course, the weather!

"There has certainly been a reduced access to bricklayers, and a lack of trades all round, which presents challenges. New regulations and abiding by the rules keeps us on our toes. And the weather – it's been a tough winter! But, we believe that the western pocket is growing all the time and we have a very solid future."

Dahlsens will continue to support this bright future with the timely supply of building materials, with the right advice and obliging, old fashioned service.

"We get our lock up and fix out from the Dahlsens Laverton store. Their service has been fantastic and they are a trusted partner to our team."



**We wish Davrose Homes all the best for success in their building future.**

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TERMITE PROTECTION (H2S)

**90x35mm**  
**\$2.95** PER L/M  
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ENGINEERED WOOD LSL

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