

## JANUARY 2010 NEWSLETTER

### ENJOY



**HAPPY NEW YEAR!!!!**

#### NEWS FROM THE PRODUCTION TEAM

If you are a little pushed for time on your next project why not give one of our pre-nailed frames a go. We have recently spent approx \$75,000.00 upgrading and computerizing our framing line making this product extremely accurate and efficient. We have well trained and experienced staff putting these together to ensure trouble free erection onsite. Your Sale representative or one of our friendly staff will only be too happy to answer any questions or organise a quote.

#### NEWS FROM THE ACCOUNTS TEAM



We spoke of the Versace baby rush earlier in the year. Well it happened one more time just before Christmas with Melissa & Sean Grainger welcoming Caden Ryan into the world. It was certainly a Merry Christmas in Grainger household. Congratulations!!!!!!!!!!

There is more news from the accounts team with Cathy Verhoeven successfully completing her

Certificate III in Business Administration just before Christmas. Well done Cathy!!!!

Christmas New Year is traditionally a tougher time collecting money. We are aware of this and may be able to extend you a few extra days of credit as long as you are able to communicate your situation with us as soon as possible, so we can plan ahead. If you are honest and upfront with us we are more likely to help you out, however not answering your phone, not returning our messages and not keeping promises is extremely frustrating and is only going to lead to account suspension or closure. Two years ago we decided to insure our debtors and with this insurance came a lot of strict guidelines which we need to abide by so we are covered in the event of any one of our debtors going belly up. If you think we are being overly tough it is because of the guidelines set out by our insurance company.

We also offer customers the chance to have their invoices, statements and newsletters sent out via email. Invoices will then be sent out on a weekly basis, which usually helps to keep track and budget jobs.

If you would like to join the information super highway, please send an e-mail to the accounts department to:-

[doug@versacetimbers.com.au](mailto:doug@versacetimbers.com.au)

#### NEWS FROM THE SALES TEAM

##### Pricing Movements

As stated in last month's newsletter we have been notified by all the major pine suppliers that that pine framing will be going up in February 2010, this price rise ranges from 5-10% depending on sizes and grades. This rise is due to supply and demand with all suppliers experiencing a large increase in sales over the past 3 months.

F14 Hardwood has also gone up as of this month with this increase varying between 5-8% depending on section sizes and up to 20% for 275x50 and up, and 225x75 and up.

Mixed hardwood decking is also going up 5% in February. Please keep this in mind when placing orders as all quotes from 2009 will need to be repriced.

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## Lead times

Many of the mills and suppliers have shutdown over the Christmas break. The supply of some timber may be delayed this month, particularly hardwood and cypress products. Please try and give us as much notice as possible when ordering products this month, just in case we need to get some stock in.

Unfortunately steel prices have caught up on us also and bolt prices will increase by a small margin, no more than 5%.

## TRADESHOP

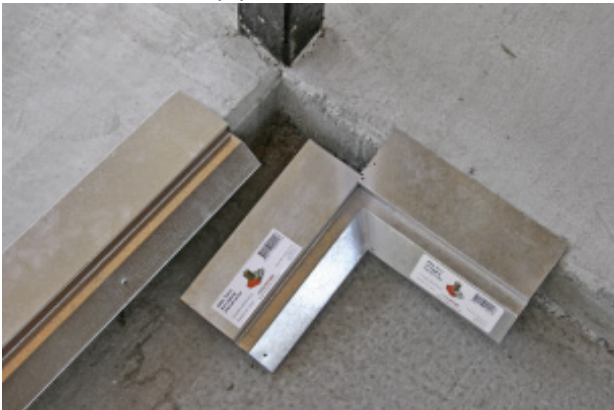
Happy New Year!

To you all from Phil, Neil & Dean in the Trade shop.  
A new product for you to kick off the year with.



**Ezi Corner pre fab ant capping corners.**

Available in internal & external corners in both Bribie & standard Ant cap profiles.



No more onsite fabrication easily fitted within a minute per corner. Consistent precise right angles every time!

Priced around \$25 ea they are well worth it when compared to cutting, soldering etc on site.

### Check out our Web Site!!!!

Don't forget to have a Bo-peep at the new and improved web-site and tell us what you think!

[www.versacetimbers.com.au](http://www.versacetimbers.com.au)

## NEW STAFF

We would like to welcome three new staff members to the Versace team.

Hendrina Henning joined the accounts team in November last year. She is only weeks away from completing a Certificate III in Business Administration.

Dean Halpin joins the sales team this month. He comes with a wealth of timber experience and should be a very able assistant to Phil in the tradeshop.

Nick Smith joins operations this month. He has recently moved up from Tasmania and is looking to further his career in the timber and warehousing industry.

## Competition Winners!!!!

Congratulations to Alby from Gemalco Constructions for correctly answering "SHOCKING" as last year's Melbourne Cup winner!!!!

### This month's Competition

In what year was Versace Timbers started?  
(Hint; go to the web-site!)

This month's winner will receive a \$50.00 Rebel Sports Voucher.

**Remember you have to be in it to win it!**

SMS 0402 307 949 OR

E-mail [jenni@versacetimbers.com.au](mailto:jenni@versacetimbers.com.au)

**GOOD LUCK!!!!**

## TO OUR VALUED CUSTOMER

May this year bring great success new business ventures, wealth, health and happiness! Ed.



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