



2015

NEWS FROM THE SALES TEAM

Merry Christmas and a Happy New Year.

On behalf of all the sales staff here at Versace we would like to take this opportunity to wish you a Merry Christmas and a Happy New Year. We would also like to thank you for your valued support throughout 2015 and look forward to working with you in 2016.

Lead times

With Christmas only 3 weeks away, January is already looking busy. A number of our mills/suppliers are shutting for an extended Christmas break, so please try and give us as much notice as possible when ordering for January 2016, just in case we need to get some stock in.

Changes to LVL in the New Year

As of February 2016 untreated LVL will no longer be available in the market. All LVL will be a minimum treatment of H2S. There will also be a price rise on engineered products. This is predicted to be between 5 and 8% product dependent. Please keep this in mind with outstanding quotes and future orders. If you have any questions please don't hesitate to call your sale rep or our office.

NEWS FROM THE PRODUCTION TEAM

December is another busy month with production basically at capacity. January is filling up fast so please talk to your rep as soon as possible to ensure your jobs run on time. Quotes are also at a high with extra staff being enlisted to help out with the load.

For any further information, please call Bill Leddy 0411 665 996 or e-mail

bill@versacetimbers.com.au

Tackling climate change with wood

Choosing forest and wood products can effectively reduce the process of climate change in several ways. Growing trees absorb carbon dioxide from the atmosphere and store the carbon so efficiently that about half the dry weight of wood is carbon. This carbon remains locked up for the life of the wood even when we use it for building products or furniture. It is only released when the wood is burnt or rots – and wood stored in landfill under anaerobic (lack of oxygen) conditions can last for hundreds if not thousands of years.

Using wood instead of other materials has other advantages too. The production of wood products uses less energy (usually sourced from finite fossil fuels) compared with other building materials that can be used in its place. Information sourced from the Wood. Naturally Better.™ website.

<http://naturallybetter.com.au/carbon-and-environment.html>

Newsletter Competition



For your chance to win a hamper of Christmas cheer (grog-in-a-basket) just text your name to 0402 307 949 or email

jenni@versacetimbers.com.au

Congratulations to Bridgette Mair who correctly answered, "Darren Lehmann" and has scored four tickets to the 20/20 at the Gabba!

NEWS FROM THE ACCOUNTS TEAM

If you are making your payments by electronic transfer please use your account code e.g. ABC001 in the reference box so we can allocate the money to your account in a timely manner.

Don't forget, if you would like your invoices and statements emailed, instead of posted, please email your request to doug@versacetimbers.com.au

Thanks Doug

Just remember:

Good judgement comes from experience and experience Well that comes from poor judgement!

XMAS MESSAGE FROM THE BOSS.....

Dear Valued Customer,

Where has 2015 gone? I personally can't believe we are just over three weeks away from Christmas. Looking back I honestly can't fathom how far the business has come in the past two and half years. When we moved to Virginia 11 years ago we would have never thought we would outgrow the place, but through the tireless work of our dedicated staff and the loyal support from our customers we have managed to achieve this. So where to next I hear you ask? We currently have something in the pipe line at present, so please stay tuned for more news in the New Year.

The 2015 year has taken a similar path to previous ones with a quiet January, as most enjoyed a bit of a break. February and March got a little busier as people got back into the swing of things. April slowed up with the Easter long weekend. Then the rest of the year gradually built up and peaked in October and November, before finally slowing up around a week before Christmas as we prepare for the festive season (or will it?).

There has been one significant difference from this year to the previous one and that is we are moving near on 30% more product. Normally an increase of this size would be manageable, but if we go back and compare 2015 to 2013 we are up 82%, so it has been this extra 30% which has tipped us beyond capacity. We have been very fortunate to have such accommodating neighbours, Northern Star Truck & Trailer Repairs. They have been kind enough over the past two years to offer us some hardstand and loading and unloading space when needed. The support of Tony and his staff has been exemplary and well beyond the call of duty.

You would think all this extra work is what every business owner dreams of and don't get me wrong, it has been an amazing ride over the past two years, but it has created its own set of headaches and challenges and we realize we have strayed from our vision of being "committed to providing high quality sustainable timber products and outstanding service to the building and construction industry in south east queensland". As Managing Director I accept full responsibility for not being able to meet this vision on all occasions, but rest assured we are working on ways to improve our processes and procedures, so the Versace staff can deliver a better customer experience and hopefully assist you with the smooth running of your projects.

Our suppliers have also played an integral part in our growth. Their support has been fantastic over the past few years, as has their ability to get products to us quickly. They realize that having the stock on the ground is just as important as being able to dispatch it in a timely manner. It has been their support of our charity golf day which has been the most pleasing. Through their sponsorship and the generosity of our customers and staff we have managed to raise over \$13,000 for Prostate Cancer over the past two years.

As another year draws to a conclusion The Directors and Staff at Versace Timbers would like to thank you for your tremendous support over this past year and wish you and your families a Merry Christmas and a Prosperous New Year. Be safe and we look forward to being a part of your business again in 2016.

Yours sincerely,
Graham Leddy
MANAGING DIRECTOR



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<http://www.facebook.com/VersaceTimbers>



December / January Trading Hours

Wednesday December 23rd	Last day for deliveries
Thursday December 24th	Open until 12 midday
Closed for Christmas & New Year	SANTA IS COMING!!!!
Monday January 4th	Open from 6am (no deliveries first day)

We won't be putting on a BBQ in December this year!!! Thank you to all who dropped in and had a burger in 2015.

Have a great month..... Ed.