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"much more than a hardware store"

THE bretts bugle

APRIL
2008

inside inglewood: from forest to flooring

This article is part one in a series designed to give you an insight into what happens at Bretts Inglewood Cypress Sawmill, and explain our part in the process of turning forest into finished flooring, decking, cladding and landscaping products.

Inglewood is situated approximately three hours drive south west of Brisbane and has a population of around 3,000, including the surrounding shire. Primary industries in town are agriculture and sawmilling and Bretts is the second largest employer with 21 staff. We only process Cypress Pine, a native softwood which is naturally durable and resistant to termite attack.

Traditionally, 90 percent of all production went into the Sydney market as tongue and grooved flooring. In recent years, the downturn in the Sydney housing market has forced us to find new markets and we presently sell flooring, decking, cladding and landscaping products into all mainland states as well as exporting to Japan and the United States.

The diagram at right illustrates, in simple terms, how the process works. However the intricacies of that process are far from simple. We have a license to cut up to 11,000 cubic metres of Cypress Pine saw log per annum. These logs come from Crown land within a 50 kilometre radius of the mill, which is managed by the State Government. The government has a

system in place, whereby we are allowed into certain parts of the forest every 40 to 50 years to cut down selected trees that they have designated as being suitable.

Cutting out selected trees is actually very good for the forest, as it allows more sunlight to come through the forest canopy to help the younger trees to grow as well as reducing the competition for food and nutrients in the soil.

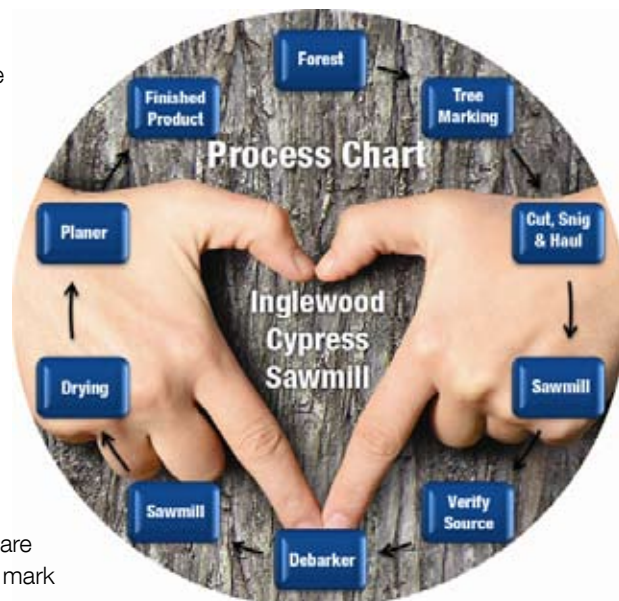
There is no clear felling anywhere on the mainland of Australia and the government have very strict guidelines about which trees can be chopped down. In this way, we are assured that future generations will have plenty of wood to service their needs.

Tree markers employed by the Forestry department are sent into allocated areas (known as Sales) and under very strict guidelines, physically mark those trees with spray paint that are designated for cutting. They can mark

up to 400 trees per day. These guidelines cover a variety of criteria such as log girth, external injuries and proximity to other trees.

These guidelines ensure that a mix of large good trees as well as those that might have defects, which would shorten their lives, are removed from the forest.

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MESSAGE FROM the md

We are now well into the new year and it is clear that 2008 is a very different economic climate to 2007.

The Reserve Bank's preoccupation with slowing inflation through interest rate hikes will undoubtedly stop discretionary spending from those at the lower end of the earning scale.

However, the real inflationary pressure usually comes from the middle to high income earners where interest rate hikes have far less effect. Time will tell how much damage this policy causes to the backbone of our work force.

The good news for us in the short term is that the building industry, largely statewide, should have enough pent up demand to hopefully keep us largely insulated from any broader market downturn.

The traditional businesses have all posted solid first half results which is very pleasing indeed. The fabrication businesses continue to improve on a daily basis as we now begin to fine tune the work practises which make the difference between excellence and mediocrity.

Bill Nutting Jnr

news in brief: what's going on at bretts?...

keith's a winner!

Bretts account customer, Keith Ratcliffe of Melcliffe Constructions, has won first place in the Queensland regional prize draw of the James Hardie "The Ultimate Time Out" promotion.

Keith recently took delivery of an \$8,000 entertainment system, which included a 50" plasma TV, LG wireless home theatre system, a Sony Playstation 3 and Harvey Norman vouchers. Congratulations Keith!

To find out how you could be the next winner - and take home a Jeep Wrangler or your choice of a large selection of other prizes - check out the James Hardie "Score Instant Rewards" promotion on page 4.



>> Derek Christensen from James Hardie, prize winner Keith Ratcliffe & Bill Nutting, Bretts MD

new equipment delivers faster results for BFT

Bretts Frame & Truss (BFT) has recently had a new table press installed. A high production machine with a table size of 2.4 x 12 metres, it complements BFT's existing larger computerised table which is 3.6 x 15 metres.

With these two machines working at full capacity on one shift, the production capability has increased by 20 percent, allowing us to deliver BFT products to our customers even faster.

welcome david page

Dave joined Bretts as team leader in the Windsor sales office at the start of February.



Dave has worked in the plasterboard industry for 20 years and has owned and operated his own distribution business, which was recently bought out by CSR.

Dave sees his role as a facilitator, smoothing the way for the sales team to focus on their key role and allowing them to concentrate on customer service.

a special kind of help

The recent flooding across parts of Queensland had the Bretts Transglobal Timbers (BTT) team wondering what they could do to help these devastated communities.

The staff came up with a small selection of "Flood Relief Specials" for customers in these regions only.

These specials were well received and in addition to supporting the communities in which BTT does business, it also helped cement our relationships with clients in these areas.

BTT Manager, Scott Rossow, said "We are happy to do whatever we can to help these people who have lost so much, get back on their feet and start the rebuilding process."

win-win

Don't forget about Bretts Annual Paint Sale on now!

And for account customers only, with any purchase from the Paint Department during April you will **automatically go in the draw** to win this fantastic Stanley Tool Kit valued at \$1,000.

So don't be a drip - get in and get your paint products organised at Bretts now!



product feature: what's new at bretts?...



hooked on storage

Zenith Traxx is a hook and track storage system that allows you to transform your garage or work room in minutes!

The Traxx system is simple to install and can be used on plasterboard with timber stud, or on masonry. Hooks can be attached directly to the wall without the track.

Traxx is the perfect solution for organising tools, sports equipment, lawn and garden equipment and many other items around the home or work area. Simply install the track; then add the hooks.



to do away with the traditional sarking-plus-batts combination in order to achieve thermal compliance as well as satisfy vapour permeance.

Permishield is available as Permishield 65 (6.5mm thick) or Permishield 80 (8mm thick).

Insulbreak - thermal break compliance for steel-framed construction

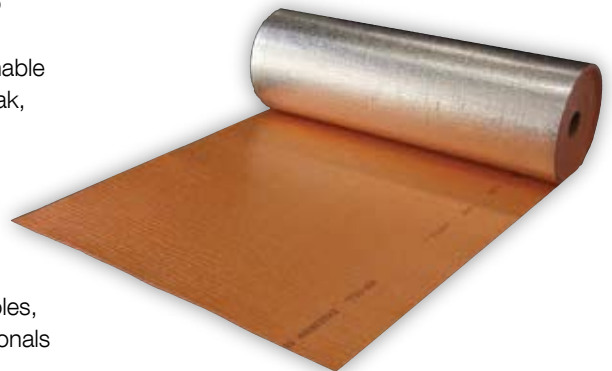
Insulbreak represents the latest in insulation technology and is manufactured with a patented closed-cell foam structure sandwiched by an anti-glare coating on the upper/outer surface and high polish aluminium foil for the under/inner surface.

Designed specifically as a compliance solution for steel framed construction, Insulbreak delivers the thermal break required under the Building Code of Australia 2006 for steel-framed walls and roofs to reduce thermal bridging and conductivity between building elements.

Insulbreak is a 3-in-1 product acting as an insulation, a vapour barrier, and a thermal break all in one single application.

As with Permishield insulation, Insulbreak is clean, safe, and fibre-free alternative to conventional fibre-based bulk insulation.

See the Bretts in store display for more on these innovative insulation products.



pre-made ant capping corners; now that's clever

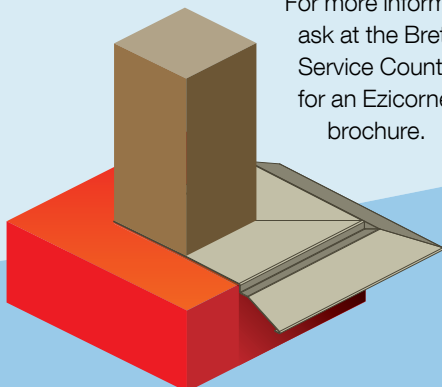
Bretts are pleased to introduce Ezicorner, an exciting new product which makes on site ant capping faster and cheaper with a revolutionary pre-made cornering system.

The manufacturers claim Ezicorner can reduce labour costs by 80 percent as it takes a maximum of two minutes to install, and can therefore save carpenters up to 30 minutes per corner.

Made from galvanised steel, Ezicorner is suitable for use on either slab on ground or with combination of slabs and steel columns, as the corners are welded.

The Ezicorner pre-made corners offer a much cleaner and more precise finish with perfectly formed right angle corners and structural welded joints, which not only reduce penetration by ants but also provides extra strength where corners are cut for steel columns.

For more information, ask at the Bretts Service Counter for an Ezicorner brochure.



breath easy with innovative insulation

Permishield - breathable thermo reflective insulation

Permishield is a revolutionary breathable reflective insulation and thermal break, wrapped up in a single product.

Manufactured with a patented closed-cell crosslinked foam structure sandwiched by highly reflective foil surfaces and pierced with tiny, evenly-spaced breather holes, Permishield allows building professionals

these boots are made for walking ...right out the door with a free tool box!

For a limited time buy a pair of King Gee work boots and they will come packaged in a versatile tool box, which is yours FREE!



Bretts stock a range of sizes in both the Falcon (as shown) and Condor styles so come in and try them on for size.



SCORE INSTANT REWARDS

PLUS THE CHANCE TO WIN A JEEP® WRANGLER!



Spend \$1,000 & score:

Coleman Chair



PLUS 1 entry into the draw for the Jeep Wrangler!

Spend \$5,000 & score:

iPod Nano



PLUS 5 entries into the draw for the Jeep Wrangler!

Spend \$10,000 & score:

Navman S50 GPS



PLUS 10 entries into the draw for the Jeep Wrangler!

Spend amounts are inclusive of GST. Competition commences 1 March 2008 and concludes on 31 May 2008. Promotion will be drawn at 5pm EST 7 July 2008 at James Hardie Australia Pty Ltd, 10 Colquhoun St, Rosshill NSW 2142. Winner's name will be published in The Australian on Wednesday 9 July 2008. To enter, applicants must be over 18 years of age and be an Australian citizen. Permit No. NSW LTPS/08/00740, VIC 08/266, ACT TP 08/00262, SA T08/384. For full terms and conditions visit www.jameshardie.com.au/jeep.

For a smarter way to build, choose tough, durable

Scyon™ Linea™, PrimeLine® or HardiPlank® weatherboards

for INSTANT REWARDS & the chance to win a tough JEEP® WRANGLER. See entry form instore for details.



James Hardie

A smarter way to build



www.jameshardie.com.au

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bretts

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Architectural
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142 Newmarket Road
Windsor Qld 4030
Phone: 07 3361 0777

Manufacturing
Cnr Barcham Street
& Curtin Ave West
Eagle Farm Qld 4009
Phone: 07 3623 0122

Bretts Transglobal Timbers
40 Armada Place
Banyo Qld 4014
Phone: 07 3267 0833

STOP PRESS

Mark your diary - Bretts Expo Sale is back again!

Friday 18 to Sunday 20 April 2008.

JUST FOR FUN

Bob the builder was going through a house he had just built with the woman who owned it. She was telling him what color to paint each room. They went into the first room and she said "I want this room to be painted a light blue." The builder went to the front door and yelled "GREEN SIDE UP!"

When he went back into the house, she told him that the next room was to be bright red. The builder went to the front door and yelled "GREEN SIDE UP!"

When he went back into the house, she told him that the next room was to be tan. The builder went to the front door and yelled "GREEN SIDE UP!"

When he came back, the lady was pretty curious, so she asked him "I keep telling you colors, but you go out the front and yell green side up; what is that for?"

The builder said, "Oh, don't worry about that, I've got a couple of Irishmen laying the turf out the front."

inside inglewood, continued...

The tree markers err on the side of caution, which means more smaller and defect riddled logs enter the yard rather than larger clean ones.

Once the Sale has been marked, our contract cutters enter the forest. Cutters also have criteria to work from which determines how much of the tree is retrieved and sent back to the mill. For example, we obviously don't want all the branches and leaves, or any bent or twisted parts of the log, so the cutters chainsaw out the defects according to regulations.

Contract haulers then use machines called sniggers to collect the fallen and docked logs and load them onto a truck for transport to the sawmill. Both the cutters and the haulers are paid per cubic metre of log which is delivered to the sawmill, so it is in their best interest to try and provide us with as much good quality log as possible. The cubic metre volume is calculated when we weigh the loads at the mill.



>> Part II continues in the next issue of the 'bretts bugle' newsletter.



"I'm afraid we've sold out of Bob. But we do have an alternative line available."

Every morning for years, at about 11:30am, the telephone operator in a small Sierra-Nevada town received a call from a man asking the exact time.

One day the operator summed up nerve enough to ask him why the regularity.

"I'm foreman of the local sawmill," he explained. "Every day I have to blow the whistle at noon so I call you to get the exact time." The operator giggled,

"That's really funny," she said. "All this time we've been setting our clock by your whistle."