

TIMBER & BUILDING MATERIALS ASSOCIATION (QUEENSLAND) LIMITED

ABN 28 097 975 105



TABMA

QUEENSLAND
QUALITY • SERVICE • INTEGRITY

ANNUAL REPORT 2009

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CHAIRMAN'S REPORT

Keith Maitland B.Bus



Having this opportunity to present my third report as Chairman of TABMA Queensland allows me to reflect on the continual advancements that we, as an Association, have made during the past twelve months. With programmed and continual interaction between members, staff and the Board, we believe that we have matched those expectations that we set ourselves, being our own worst critics. Beyond this, we continue to receive ongoing support from all existing members, as well as those who are considering the many benefits of becoming a member of our terrific Association.

2008 saw a changing of the guard in the CEO role, as well as additional Board members. Throughout 2009, Karen Johnston has continued to make her mark on the Association, and added a degree of colour and vibrancy that has allowed TABMA Queensland to offer so much more to you, our members. I am certain that to all of you who have had any dealings with Karen personally, that the meeting left you with nothing less than a positive "Can Do" feeling. This level of drive, as well as a commitment to fulfil her obligations to you as members, and to the Board that she reports to continually, sees TABMA Queensland in an exceptional position to reap the rewards of the Timber Industry's recovery and growth in the immediate and coming years. On behalf of the Board of Directors, I publicly offer our support for her continued work within our Association.

As you read on in this report, you will see, very colourfully, that Karen is ably assisted by three marvellous young ladies. To Alicia, Kelly and the latest addition Keeley, the Board congratulates you all on your dedication to turning around the positions that you hold, and building the continued marketing exposure of what TABMA Queensland can offer to the members that we service. You will see the massive list of events that were hosted by these ladies, and heavily attended and supported by your Board. The high level of member and non-member enrolments to these events continue to surprise us, considering the financial crisis that was experienced this past year. For that, we thank you all for the support, and please feel free to contact the office of a Board member to offer further topical suggestions.

And finally, I draw your attention to page four of this report, where-in your list of board members is proudly displayed. Welcome to the new Directors for the 2008/2009 period, namely Brad Ford of Finline Timbers and Roger Healey of Simmonds Lumber. Your combined experience in the Queensland Timber industry is well documented, and we look forward to the continuation of your dedicated service for the benefit of the members. I take this opportunity to thank Paul Rutledge of Gunnensen in fulfilling his role as Deputy Chairman, and being my shoulder to lean on when two heads working together indeed result in better decisions. The current Board of fourteen has worked tirelessly this year, addressing issues of stability versus growth, as well as financial stability in what was a tight year. We are now set for a very fruitful 2010.

CEO'S REPORT

Karen Johnston B.Bus (Man) / B.A.

TABMA Queensland has battled through the past financial year along with industry; vigilant in reinforcing our relevance by working in the background on a number of issues, providing a conduit for sharing information and assisting industry in any way possible. During this period our membership has actually increased. This alone is extremely rewarding as it reinforces that our profile is expanding and that industry is recognising that the work we do is beneficial. It is also a source of satisfaction among the staff at TABMA Queensland that we have the ability to help members, especially the ones regularly using our services, to make operating in tough times a little easier.

Due to the nature of our service portfolio, we saw a decrease in the usage of our staffing services of recruitment and the provision of trainees and apprentices. This reduction is linked directly to the downturn in the market and mirrored by other Group Training and Recruitment companies Australia wide. However we have cause to be confident that the market has turned with a substantial increase in recruitment projects being completed by our office from July to present. In a bid to offer further rewards to members needing this service, we have introduced a Recruitment Loyalty Program which has been keenly adopted throughout its first three months of operation.

Over the past year we have created a number of new alliances to secure discounted services for cost conscious members. We have organised networking and educational events, topical information breakfasts and short course training sessions; all in response to the feedback provided during our face to face contact with industry. The record attendance at each of these functions shows that we have identified topics of relevance, but also illustrates the need for information throughout the sectors of industry that we service.

In 2008/2009 our office experienced an increase in the number of calls seeking industrial relations advice provided by our membership with the Chamber of Commerce & Industry Queensland (CCIQ). We have also fielded a number of enquiries from members and non-members seeking independent advice about technical timber issues. We are happy to provide assistance in these matters that affect the day to day operations of your business and give direction on issues that can be problematic if never dealt with before.

Since commencing at TABMA Queensland it has been a priority of mine to promote industry cooperation by building relationships and information networks. On 1st July 2009 our office relocated to Fortitude Valley, sharing office space to maximise operational synergies with two other key industry Associations; Timber Queensland and ForestWorks. We continue to work with FITEC to assist in upskilling our industry's workforce and encouraging the next generation to commence a career in our industry. We have established a previously non-existent relationship with the EWPA. These relationships are extremely beneficial for all industry sectors as we have commenced working on joint projects to enact positive change. This directive of cooperation has proven invaluable in being able to access information to share with members.

The Board of Directors has volunteered a vast amount of time and knowledge in directing the activities of TABMA Queensland over the past year. There have been a large number of issues to debate and they have all provided valuable insight. They provide a great sounding board and friendly mentoring whenever the staff of TABMA Queensland require. For this I am extremely thankful to this wonderful group. We have recently been focused on streamlining our Governance protocols in an act of continual improvement for how TABMA Queensland operates.

We are constantly evolving both proactively and reactively to the changing needs of our members. There are a number of new services we are establishing to offer industry in the upcoming months to ensure that TABMA Queensland members can access what they need, when they need it, at competitive rates. As always our reason for existing is predominantly to assist our members and industry in general, so please contact our friendly office at any time as we endeavour to work with you to improve the operations of your business and industry as a whole into the future.

2008/2009 BOARD OF DIRECTORS

CHAIRMAN OF THE BOARD

Keith Maitland

Tasman KB Pty Ltd

VICE-CHAIRMAN

Paul Rutledge

Gunnensen Pty Ltd

DIRECTORS

Myles Forsyth

Forsyth & Romano Group Pty Ltd

Mitch O'Mara

Tradeware Building Supplies Pty Ltd

Steve Johnson

Porters Home & Building Centre Pty Ltd

Roger Healy

Simmonds Lumber Pty Ltd

Michael Gaske

Ozline Timbers Pty Ltd

Graham Leddy

Versace Timbers Pty Ltd

Don Towerton

Thora Wholesale Timbers Pty Ltd

Brad Ford

Fineline Timbers Pty Ltd

Justin Lanyon

5 Star Timbers Pty Ltd

Mal Goatham

Pacific Wood Products Pty Ltd

John Eggleton

Peachester Timber Company Pty Ltd

Mark Gilles

Brims Builders Hardware

STAFF OF TABMA QUEENSLAND

Karen Johnston, CEO TABMA Queensland



Qualifications:

Bachelor of Business Management
(Marketing & HR)
&
Bachelor of Arts
(Economics & Psychology)

Alicia Oelkers, Group Training & Recruitment Manager



Qualifications:

Bachelor of Business
Communications
(Marketing)

Kelly Everett, Group Training Consultant



Qualifications:

Certificate III Business

Keeley Shields, Office Administrator



Qualifications:

Certificate III Business
Administration
(Currently Completing)

2009 ACTIVITIES

▪ Economic Forecast Breakfast - Feb 09

Our guest speaker from the Construction Forecasting Council presented long & short term forecasts of construction & economic activity.

▪ Timber Product Knowledge Info Session - Feb 09

Introductory information about timber grading, storage, durability, hazard levels & treatment, applications, EWP applications & differences in hardwood & softwood. This course was so popular we had to offer two sessions on the same day!

▪ Mill Operations Tour - Mar 09

Attended by industry personnel from all over Australia & NZ representing the supply chain from forestry through to timber merchant, this 3 day tour was an excellent educational & networking event organized jointly with Timber Queensland & Hoo-Hoo Club 218.

▪ Central Qld TABMA Board Meeting - Apr 09

The TABMA Qld Board of Directors travelled to Mackay for our April board meeting, the first board meeting to be held outside of Brisbane city. We hosted an evening information session for local businesses.

▪ TABMA/Hoo-Hoo Charity Golf Day - May 09

The 23rd Annual Timber Industry Charity Golf day in conjunction with Hoo-Hoo Club 218 was a great success raising \$5,000 for the Royal Queensland Bush Children's Health Scheme.

▪ Chain of Custody Seminar - Aug 09

To provide members with access to information about Chain of Custody & to reduce confusion in the marketplace, our expert guest speakers included the two CEO's from AFS & FSC, Simon Dorries from EWPAA & Colin MacKenzie from Timber Queensland.

▪ Senior First Aid Courses - Sep 09 & Nov 09

These industry specific First Aid courses were attended by a great group of people from industry. The one-day course was industry focused using practical examples and our service providers from ALAQ maintained a friendly environment.

▪ Qld Timber Industry Gala Function - Oct 09

At the Royal on the Park in Brisbane city on 31st October 2009 the Gala evening was a sensational success with world class entertainer Adam Dean performing magical feats that dazzled all in attendance. Local band The Hodads were once again superb in lighting those dancing shoes on fire.

▪ WADIC (Window & Door Industry Council) Forum - Oct 09

We presented at the Brisbane forum for WADIC to support the alliance between our associations & explain the benefits of our Group Training division & OH&S Auditing to attendees.

▪ Hands-On-Expo - Nov 09

In conjunction with FITEC we had a booth at this expo to showcase careers available in our industry.

SERVICES

▪ Group Training

Trainees & apprentices are an investment in the future employment & security of our industry. We can handle the entire process; recruitment, government paperwork, payroll & training. Reduce the risk by going through us.

▪ Recruitment

Providing professional recruitment services specializing in the timber & building industries, TABMA can save you the time & stress of advertising, vetting & interviewing. Our rates are lower than commercial recruitment companies & members receive further discounts, including the ability to join our Loyalty Program which rewards repeat users of this service with further discounts.

▪ Publications - Industry Information Distribution

Each month TABMAtalk, our Queensland Association newsletter is distributed to industry; sharing information about upcoming events, introducing new members, excerpts about topical issues, & announcing new deals available for members.

▪ Load Restraint DVD

Produced by the WA Government, this training DVD is available to borrow to conduct onsite training for staff in load restraint requirements and best practice.

▪ Project Sheets

A valuable sales tool for merchants these handyman project sheets & stands are available to all members.

ASSOCIATION CONTACTS

▪ Industrial Relations - Chamber of Commerce & Industry

TABMA members can access IR support through our membership with CCIQ. If you have a larger organisation with employees under a number of awards we have discounted joint membership with CCIQ to ensure you receive accurate information & advice.

▪ Technical Advice - TDA

Through our membership with the Timber Development Association, members can obtain expert advice on complex issues relating to the correct use and/or specifications of timber products.

▪ QTIEWA

Joint membership with the Importers Association offers discounted fees and the sharing of pertinent supply information concerning imports.

▪ QLD Connection; Timber Queensland, EWPAA, FITEC,

We have excellent relationship with other industry bodies, communicating regularly to ensure we are all informed about issues affecting different sectors. We are working together on topical issues for the benefit of industry as a whole.

COST SAVINGS ARRANGEMENTS

▪ Fuel Savings - Mobil Fuel

▪ Insurance Savings - Gow Gates Insurance

▪ First Aid Course Savings - ALAQ

▪ Forklift Purchasing/Leasing - NTP Forklifts

▪ Computer Training Savings - Odyssey Training

▪ Car Savings - Bryan Byrt Ford Upper Mt Gravatt

▪ Forklift Training & Licencing - AIMM Industrial Training

▪ Travel Savings - Travelcorp

▪ Strapping Solutions - AWS

▪ Waste Management - Veolia Waste Management

▪ Debt Collection Savings - Professional Collection Services

▪ Legal Services - MSB Lawyers

▪ Electronic Devices - Ryda.com