

DIARY NOTES:

- 13 August—EKKA public holiday—NO DELIVERIES TO BRISBANE
- 18 August—Changes to Delivery Service
- 22 August—Daffodil Day
- 29 August—Gold Coast Show Day—FACTORY CLOSED
- 7 September—Father's Day

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AWISA and beyond

From Trevor's desk...

Every two years an event comes along which, for our industry, is a must to see no matter what. The event is called AWISA and stands for Australian Woodworking Industry Suppliers Association. It's held in the best location possible - Darling Harbour at the Sydney Convention and Exhibition Centre.

Accommodation is plentiful and of high standard and the event is a great opportunity to catch up with industry friends and associates.

I inevitably see someone I know on the stands with their eyes hanging out of their head after another huge night on the town "entertaining".

There is so much new machinery and technology on display it takes at least four days to really explore the four halls and see everything there is to see. Even then, it is highly likely there will be some things that are missed. Catching up with fellow manufacturers after the show and talking about what was there, your sure to find something that was not able to be seen or was passed by.

One of the amazing things I have come to learn from past visits is no matter how long or how many times you walk past a stand, until you stop and ask, you

don't necessarily know what new innovations they have to offer. I was stunned to find out about a myriad of interesting gadgets and hardware that are available to the kitchen industry.

When you walk past you see all these cabinets beautifully displayed but until you start to prod and poke and open and shut doors and drawers, you have no idea how clever things have been



made to suit the most bizarre situation.

My mission this AWISA was to purchase a new software package to cater to our expanding processes and the three days I had saw me almost running towards the end of the show to make sure I had seen all there was. Three days of heads buried into computer

screens with whiz salesmen flicking past screen after screen explaining the features their software has—each better than the rest. It's enough to tax your brain or at least it did mine. My factory manager sat beside me trying to digest all the information, stand after stand, program after program, sales pitch after sales pitch.

I am pleased to inform you that I did purchase a software package and am delighted with what it will do for our manufacturing process, procedure, despatch and quality as well as lead-times. It is a complete solution from quoting and processing of order right through to labelling of items for delivery.

Custom made items will be a breeze and consistency with quoted items will be exact. You should see a difference in the coming months with our product and marketing that will distinguish Desking from the rest. All this was possible because of this exhibition. It is a great time and opportunity to see and compare everything under one roof at one time.

Even though it is for the woodworking industry, I recommend a visit so you can see for yourself the amazing pace that technology is influencing our industry.

Daffodil Day

Daffodil Day is the largest fundraising event of its kind in the Southern Hemisphere and the day of the year we invite all Australians to unite and lend their support to the fight against cancer.

It is also a day to celebrate the spirit of cancer survivors and their families, carers and medical specialists, bringing hope and goodwill for the

future of all Australians touched by the disease.

The money raised will help the Cancer Council to fund essential services, education and research programs, making a difference to lives of people with cancer today, and helping to protect lives tomorrow.

FRIDAY, 22 AUGUST



Australia Needs a Manufacturing Industry

Author: <http://www.ausbuy.com.au>

In recent times economists and politicians have trumpeted the benefits of globalisation and there is no doubt that world trade has increased and countries like China and India have moved many of their vast populations out of poverty. However we at Ausbuy take a view that, to contribute to the world, Australia must have a strong economy and protect the welfare of its own citizens. The events of the last year have shown that, in a globalised world, Australia is vulnerable to events outside its own control and is no longer the independent self sufficient country that it was. Talk of leadership roles is nonsense and setting examples which the major countries will follow is dreamtime. We must concentrate on Australia's best interest.

The globalisation preaches said that Australia must concentrate on its areas of strength and let the other areas, like manufacturing, wither. Let us now examine the areas of strength as follows:

* There is no doubt that this is an area which must be supported but the industry does not employ large numbers of people and booms do not last for ever - what then?

* Australia is vast but our agriculture depends on the supply of water - both rain and irrigation. It is also a trade which is influenced internationally by tariffs and quotas. The Doha Round of talks, which were designed to free agricultural trade, have recently failed which was not good news for Australia.

* Distance, high oil price, and an overvalued A\$ have, in recent times, reduced our income from overseas tourists. The dollar and the oil price may move in our favor but the tyranny of distance still applies. The problem can be clearly illustrated by the fact that our biggest source of overseas tourist revenue is the backpackers. Most of our tourists are other Australians

* In the past we have had a considerable income from overseas full fee students. As they build their own universities the demand is dropping and this trend will continue.

* This pits Sydney against New York, London, Hong Kong and Tokyo which are entrenched centres. Even changing our tax laws (which I worry about) is unlikely to overcome that competition. Anyway the industry only employs small numbers and our low saving level means that we would need support from foreign savings (hence tax changes).

Even if all the above grow they will only employ a portion of our available population. We can employ most of the remainder in service orientated jobs. Unfortunately we have to earn money overseas to pay for our addition to imports. At the moment mining and foreign debt are meeting the bill but that cannot go on for ever.

When you consider the above it is quite clear that Australia

needs a manufacturing industry for the following reasons:

- * It provides steady good paying skilled jobs for our people.
- * Gives us the potential of export manufactured goods and earn much needed foreign currency.
- * Gives us an alternative to relying on imports to support our lifestyle which in turn reduces our need for foreign borrowing.
- * Provides training opportunity for our young.
- * Helps us ride out shocks in the global market.
- * Helps to create a climate where innovation thrives and we do not have to send our ideas overseas to be put into production there.

Australia must be aware of the need for a manufacturing base when signing free trade agreements where our country is penalised for applying environmental, health and safety regulations. We should charge imports with a levy equivalent to the cost of the regulations normal to a developed economy.

The above are important but the support of the Australian people is vital. Buying Australian is an investment in the future of your descendants.

IF THE
MOUNTAIN WAS
SMOOTH, YOU
COULDN'T
CLIMB IT!

Delivery Changes

Due to increased transport costs and in order to prevent a further price increase, we will be assigning one **FREE** delivery day per week. We are no longer able to offer an unlimited daily delivery arrangement.

We will continue to offer a **FREE** delivery service once per week to each of our retailers not on a Factory (pick-up) price structure with all other delivery requirements to be charged out at a competitive rate. NB: Nothing changes for retailers picking up from our factory

Therefore, effective Monday, 18 August, the **free** delivery days for the local retailers are as follows:-

- TUESDAY - Gold Coast

- WEDNESDAY - Brisbane
- THURSDAY - Transport (metro)

This will effectively free up our van and truck to make direct deliveries to your customers (Gold Coast, Brisbane and Northern NSW), should it be required, however a cost will be associated. Costs will vary depending on size of order and location of delivery (contact Cameron on orders@aspiredesign.com.au for bookings and prices).

In order to take advantage of their free delivery day, your sales team will need to advise their customers of a realistic delivery time. Orders will still be ready for despatch based on our standard lead

times with one of three options available for each order:-

- **FREE** delivery on your designated day of the week;
- Pick-up from our factory; **OR**
- Pay for a separate delivery on the desired delivery date.

Our distant transport retailers have already been operating on this premise, so our new delivery scheduling will only affect the local stores. Should you wish to discuss your options further, contact one of the Aspire Design team on (07) 5535 0099.

Australian Made Campaign



Senator Kim Carr visits Furnitex and calls for consumers to buy Australian made furniture.

Senator Kim Carr, Minister for Innovation, Industry, Science and Research, has called on furniture consumers to ask retailers for Australian made products.

The Minister's call comes after his visit to Furnitex and talks with Australian furniture manufacturers - many of

them registered to carry the green and gold Australian Made Logo on their products - exhibiting at the show.

"The lively and innovative Australian furniture industry is one that we can all be proud of. It directly employs 75,000, about seven per cent of manufacturing jobs, and many more indirectly. The industry's value added was \$4.4 billion in 2005-06 and its output is growing at an annual rate of 4.1 per cent for the past five years. I think the in-

dustry has summed it up perfectly with its message - 'don't compromise, customise'," Senator Carr said.

The Australian Made, Australian Grown Campaign sponsored the popular Australian Manufacturers' Gallery again this year at Furnitex and was also a sponsor of the FIAA Training Awards.

(Article from Australian Made Campaign Newsletter)

Retailers are encouraged to give customers a choice on whether to put price before their children's future.

Change to Standard Colour Categories

Due to a number of changes imposed upon us, as well as other manufacturers, from our major board supplier, we are implementing a major change to our colour categorisation, largely dependent on availability.



Two colour categories will now exist—Core Colours and Touchstone Colours.

The Core colours will include the most popular colours including Ironstone, Select Beech and

Parchment which we will stock in large quantities to cater for most order sizes.

The Touchstone colour range will include colours like Amari

Oak, Espresso and Stipple Seal and can be ordered in at the time of your orders being placed.

Orders placed in either the Core or Touchstone colours will be available to you within our normal lead times as board stock is normally readily available from Laminex. Please be advised that if our supplier is experiencing any supply issues with the colour required, one of the Aspire Design team will contact you as soon as possible so that you can contact your customer. Larger board sizes of the Formica colours (for one piece tops or large boardroom tables) may impose an additional lead time as the board must be manufactured.

Other unique colours, like Waxed Oak, Gunmetal and Swiss Pear are also available through Laminex but an extended lead time of an ADDITIONAL ten days may need to be added to our standard lead times. Please check prior to placing orders in colours that do not appear on our

website. The Aspire Design team are committed to getting your orders to you in the best possible time and we will adjust our stock levels according to demand. However, we also feel that it is important to keep you informed of major changes that will ultimately affect your customer's satisfaction.

A complete listing of all the colours available in each category will be available on the new and updated website going live within the next couple of weeks. In the meantime, if you have a request for a colour that you're not sure about, please contact Cameron on orders@aspiredesign.com.au to check availability of colour prior to placing order.

Colour swatches and sample boards have been requested and will be supplied to you, the retailer, as soon as they are available. Please contact one of the Aspire Design team to request a sample board.

**UPDATED
WEBSITE
WITH ALL
COLOUR
CHANGES
COMING
VERY
SOON!**

Fuel Tips

A MESSAGE FROM RAMESH PATEL (MARIAN HILL PIPELINE, DURBAN)

(NB: Article edited to reduce size—message remains same)

I don't know what you are paying for petrol... but here in Durban, we are also paying higher, up to 47.35c/litre. My line of work is in petroleum (31 years) so here are some tricks to get more money's worth for every litre.

1. ONLY BUY OR FILL UP YOUR CAR IN THE EARLY MORNING WHEN THE GROUND TEMPERATURE IS STILL COLD

Remember that all service stations have their storage tanks buried below ground. The colder the ground, the denser the fuel, when it gets warmer, petrol expands, so buying in the afternoon or in the evening—your litre is not exactly a litre.

2. WHEN YOU'RE FILLING UP, DO NOT SQUEEZE THE TRIGGER OF THE NOZZLE TO FAST MODE.

In slow mode, you should be pumping on low speed, thereby minimising the vapours that are created while you are pumping. If you are pumping on the fast rate, some of the liquid that goes to your tank becomes vapour. Those vapours are being sucked up and back into the underground storage tank so you're getting less for your money.



3. ONE OF THE MOST IMPORTANT TIPS IS TO FILL UP WHEN YOUR TANK IS HALF FULL.

The reason is the fuel in your tank, the less air occupying it's empty space. Petrol evaporates faster than you can imagine. Petroleum storage tanks have an internal floating roof. This roof serves as zero clearance between the petrol and the atmosphere, so it minimises the evaporation.

4. IF THERE IS A FUEL TRUCK PUMPING INTO THE STORAGE TANKS WHEN YOU STOP, DO NOT FILL UP.

Most likely the diesel/petrol is being stirred up as the fuel is being delivered and you might pick up some of the dirt that normally settles on the bottom.

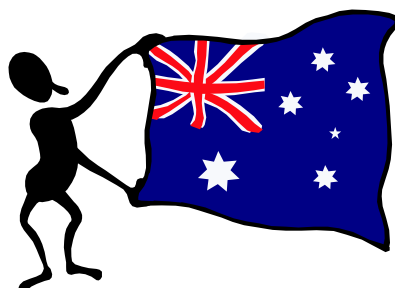
Made in Australia

Joe Smith started the day early having set his alarm clock (MADE IN JAPAN) for 6am. While his coffeepot (MADE IN CHINA) was perking, he shaved with his electric razor (MADE IN HONG KONG).

He put on a dress shirt (MADE IN SRI LANKA), designer jeans (MADE IN SINGAPORE) and tennis shoes (MADE IN KOREA).

After cooking his breakfast in his new electric skillet (MADE IN INDIA) he sat down with his calculator (MADE IN MEXICO) to see how much he could spend today.

After setting his watch (MADE IN TAIWAN) to the radio (MADE IN



INDIA) he got in his car (MADE IN GERMANY) filled it with petrol from Saudi Arabia and continued his search for a good paying Australian JOB.

At the end of yet another discouraging and fruitless day checking his computer (MADE IN MALAYSIA), Joe decide to relax for a while.

He put on his sandals (MADE IN BRAZIL) poured himself a glass of wine (MADE IN FRANCE!) and turned on his TV (MADE IN INDONESIA), and then wondered why he can't find a good paying job in ... AUSTRALIA.....

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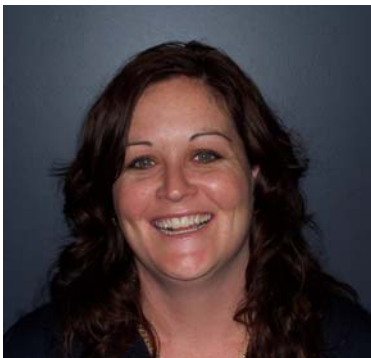
www.desking.com.au

The Team @ Aspire Design

We've recently welcomed two young and dynamic team members to the administration team—Emma Trent (Administration/Accounts) and Cameron Passmore (Production Co-ordinator).

After the birth of his daughter, Shaun left to pursue a personal business venture. We trust he's doing well.

Emma has been working as part of the Aspire Team since December 2007. I



Emma Trent

am the first point of contact for all our customers and suppliers for any issues regarding ETA's, administration and accounts support.

With a nursing background, I previously solely ran a nursing agency with over 150 staff. In this role I was booking shifts dealing with all accounts receivable and payable and payroll. When I am not at work I enjoy spending time with my daughter and my boyfriend, listening to music and hanging out with friends and family.

Cameron has a trade background as a Cabinet Maker/ Shopfitter with nearly eight years experience within the trade as well as some electrical trade experience and a few years experience working within Virgin Blue Airlines - Operations.

My role here entails accurate entry of orders for customers along with chasing up details of orders to ensure that the customer receives their order right the first time. I will also



Cameron Passmore

be assisting our customers with quoting and look forward to this new challenge.

When I am not at work I love to do all things adrenaline such as Moto X, skate/wakeboarding, surfing, camping hanging with friends, BBQ's, hanging out at the beach and if I find some more time after that I relax at home.