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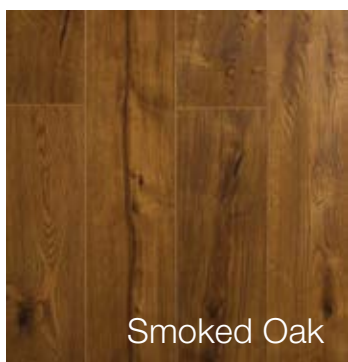
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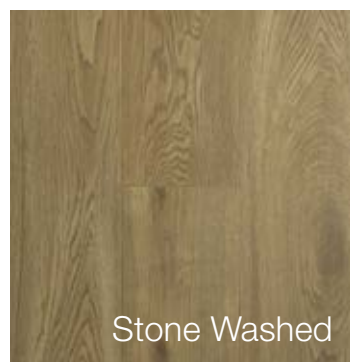
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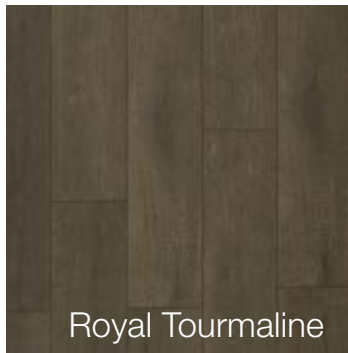
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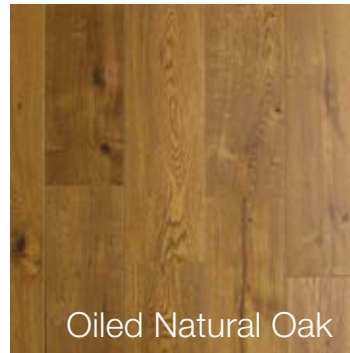
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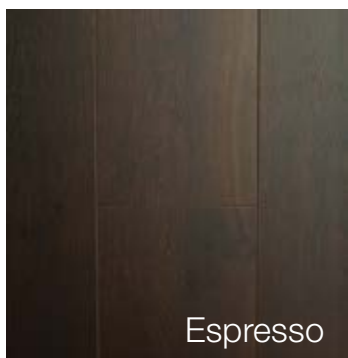
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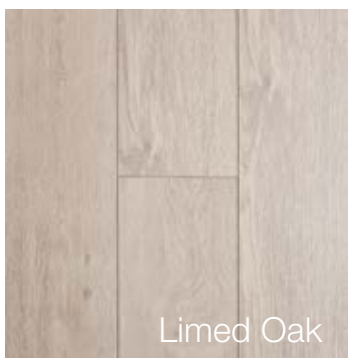


Oiled Natural Oak

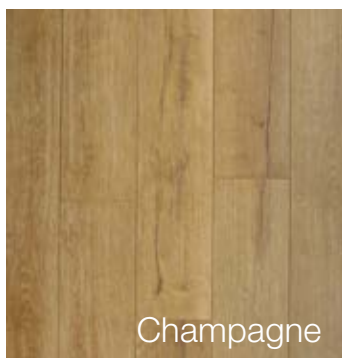
Proline Floors launches Grand Provincial Oak Laminate Flooring



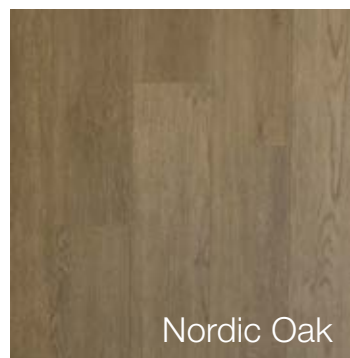
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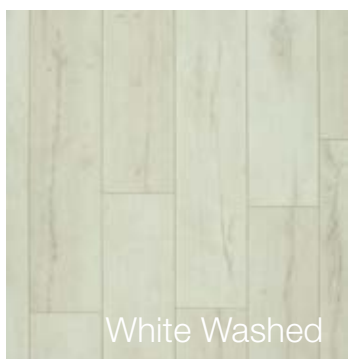
Limed Oak



Champagne

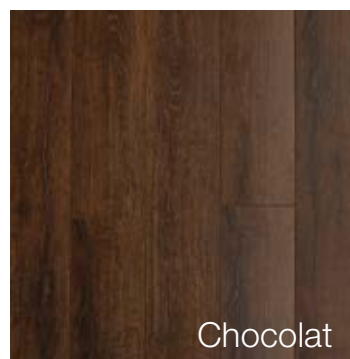


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A smashing day out

On 20 January 2015, 28 women from Carpet Court's head office, its stores and suppliers across Victoria attended a prestigious dining and tennis experience at the 2015 Australian Open.

The day was designed to celebrate women leaders across the business and was a great success.

"I'm continually impressed by the calibre of talented women we have in the Carpet Court group and to enjoy a lovely afternoon out at the Australian Open was a nice reward for us all," said Natasha Gallardo, Carpet Court's National Marketing Manager.

"The day wouldn't have been possible without suppliers Cavalier Bremworth, Kenbrock, Dunlop and Pacific Wholesale Shutters and it was great to have representatives along to enjoy the day with us," she added.

Debra Barnes, co-owner of Portland, Warrambrook and Hamilton Carpet Court stores, attended the event and is proud to be part of the network that celebrates the women within the business.

"The event was fabulous and such a treat – I've never been to the



Australian Open before and after this I'll definitely be making trips back down to Melbourne.

"It was a great opportunity to network and continue to develop relationships within the group. These ladies are a terrific resource and I'll definitely be calling them up next time I come up against a challenge.

"It's also nice to be appreciated for the role we play in the business. At our stores we pride ourselves on having a large workforce of women who can shift stock, measure and provide an invaluable customer experience. There still seems to be traditional role perceptions that need to be broken down but we are definitely heading in the right direction," Debra said.

The Carpet Court Australian Open ladies day is the first of a series with the next event to be held at Sydney's Royal Randwick Racecourse. ■

New ownership but business as usual in NZ

The New Zealand Floorscape team has recently been acquired by Unilin in Belgium, a subsidiary of Mohawk.

"One thing that really impressed me about Unilin was the culture fit with our business," said Martyn Jagush, Managing Director of Floorscape.

"Unilin has both the family feel and a strong customer focus, making the fit with our business absolutely perfect! We will also be able to work even closer with our colleagues at Premium Floors in Australia and leverage off their marketing and core business function teams to deliver even more value to our

customers here in New Zealand."

Premium Floors Australia was acquired by Unilin in 2011. "Floorscape has been an outstanding business for many years in New Zealand and Martyn and his team are well positioned to continue to develop the business across the country" said Stuart Budge, General Manager of Unilin in Australia.

"Having known Martyn for many years, I am delighted to be able to work closely with Martyn and his great team over the coming years to focus on delivering even greater levels of value to the New Zealand customers." ■

Carpet Court launches new awards program

Carpet Court has launched an exciting new store awards program, the Carpet Court Store Excellence Awards, to showcase and reward great teamwork and individual efforts through their network of more than 200 stores.

The awards build on the achievements of the Pathways to Success initiative, which was introduced in 2014 as a training program to empower each Carpet Court store with tools and systems to consistently deliver on customer expectations including service, value, range and in-store presentation.

Falling under the Pathways to Success banner, the Carpet Court Store Excellence Awards will acknowledge those exceeding in training and who also consistently deliver excellent service to their customers.

The awards are split into two pillars: the Store Awards, which shine the spotlight on teamwork, and Staff Awards, which highlight great work undertaken by individuals.

There will be both a state winner and a national winner across each category, with winners announced in July. ■



New face at Kenbrock Flooring

Kenbrock Flooring has announced that Paul Francis Woods has joined the company as Commercial Products Manager for Queensland and NSW.

Paul has spent his total working life in the flooring industry and was previously National Key Accounts Manager Australia for Forbo Flooring Systems. He has 42 years flooring experience in the commercial arena in Europe and Australasia and he has a passion for fit-for-purpose products, installation and maintenance and providing innovative solutions for successful project completions. ■

Young resident wins national Carpet Court competition

Local Young resident, Tanya Taylor, has won a national Carpet Court competition and is now the lucky owner of a brand new red Suzuki S-Cross. The competition celebrated the launch of Carpet Court's latest exclusive collection, Botanica.

Tanya purchased from Terry Bros Carpet Court's Redbook Green range, as part of her wider renovation where she hopes to improve her country styled home. She's been a valued customer at Terry Bros Carpet Court and is excited to complete her renovation in the New Year.

"I can't believe I won a national competition! I never win anything!" Tanya said.

"Having the carpet installed in my home will be an absolute pleasure. The team at Terry Bros Carpet Court have been so helpful and I'm incredibly happy with my flooring choices," she added.

Terry Bros Carpet Court owner, Peter Terry, was equally thrilled that a Young resident was the winner of the national competition.

"Tanya is such a valued customer – not only have we been delighted to assist her with the renovation, but to see her drive away



in a brand new car has been a huge bonus and full credit goes to our staff for supporting the competition," Peter said.

Exclusive to Carpet Court, the new Botanica carpet

collection unites luxurious style with durability to create stunning and enduring interiors. Featuring palettes inspired by nature and elegant soft tones, there's sure to be something for everyone. ■

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Australia & New Zealand

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Jennifer Curtis – Group Managing Editor

Jennifer Curtis



Ashley Cooper – National Sales Manager

Ashley Cooper

"Your Industry – Your Magazine"

Appointments and changes at Ardex Australia

Due to strong business growth, Ardex Australia has announced a number of new appointments as well as a temporary exchange of roles between executives.

Fabian Morgan, Sales and Marketing Director, Ardex Australia and Jesse David, President, Ardex Americas, will exchange roles for a six month period as part of a global employee and business development program within the Ardex Group. This will present a unique opportunity for both David and Morgan to bring their expertise and experiences to a new market and to gain first-hand knowledge about another Ardex business.

There were also some recent changes within the sales and marketing

department including two newly created roles to support the growth of the business. Having worked with Ardex Australia since 2003, Megan Cloran has been appointed to the role of National Marketing Manager. Cloran was previously responsible for the brand management, strategy and marketing for the Dunlop brand.

Following a successful eight year career to date within the Ardex sales team, Robert Cameron has been promoted to the role of National Sales Manager - Ardex, the second of the two newly created roles. Cameron was involved in setting up the Ardex Academy and spent many of his years at Ardex as State Sales Manager of South Australia. ■



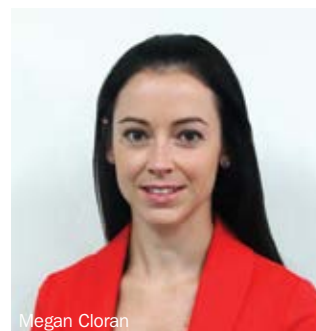
Jesse David



Fabian Morgan



Robert Cameron



Megan Cloran



Filling a need

MCN has been operating for over 10 years as an insurance management business dealing with Australia's flooring insurance replacement claims.

Now, with over 30 years of industry experience, the company has created MCN Flooring Installations to cover a field in the flooring industry they believe is needed.

MCN Installations begins operations in March 2015 and will offer a complete installation service for all types of flooring stores in Victoria.

Everything from installing with new underlay, to just storing and cutting flooring will be undertaken.

"We can save you time and money by following the installation process from start to finish, on your behalf," explained director Nicky Winterton.

"MCN offers all options including supplying labour only, to installing on any type of underlay. We can pull up and dispose of old flooring, move furniture and even cut and store your flooring, if you wish." ■

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Tarkett means business

Tarkett Australia Limited recently announced key personnel changes to its business.

Tarkett Australia Managing Director, Rod Brookes, has accepted the position of Tarkett APAC (Rest of Asia) Managing Director, and has relocated to Hong Kong to take up this new role.

Replacing Rod as Managing Director is Ralph Jorissen. Ralph previously held the position of Managing Director/ Vice President Europe, Middle East and Africa for Field Turf Tarkett SAS.

Whilst formerly located in Europe, Ralph's involvement with Australian businesses throughout his career provides familiarity and understanding of the local marketplace which will ensure a smooth transition into this role.

Mike Snee has been promoted to the role of National Sales Manager for Tarkett Australia. To support Mike in this role, Sophie Kogos has accepted his former position of NSW State Manager. Sophie brings over two decades of marketing and sales management experience and a wealth of flooring industry knowledge to Tarkett.

Matt Sackree joins Tarkett, as Queensland State Manager. Matt has held senior management roles in the flooring industry for over 12 years in both Australia and the UK and has experience in both the supplier and contractor side of the business. This is a substantial change that will result in significantly closer working relationships with the many Queensland customers who buy, specify or use Tarkett products.

Tarkett WA State Sales Manager, Steve Collins, has extended his responsibilities to incorporate both South and Western Australia. Steve has extensive flooring industry experience both locally and in Europe and, given his positive track record in Western Australia, this is expected to result in better support in South Australia.

Ralph Jorissen remarked: "This is an exciting business with tremendous potential on which we are poised to capitalise. Our customers will quickly see that these key staff and positional changes will result in closer working relationships designed to provide stronger business to business solutions that will benefit their overall profitability." ■



Ralph Jorissen



Mapei at International Sports Convention of Geneva 2014

Mapei was an official event partner and exhibitor at the ISC-International Sports Convention 2014 in Geneva, Switzerland. The event held from 10 to 11 December at the PalaExpo in Geneva, is considered the most important international sports convention for professionals and companies operating in this sector. Over the two days guests at the convention were able to visit the stands and take part in the 18 conferences dedicated to the world of sport and business.

With its cutting edge products and technology, Mapei has played an important role in the construction of sport facilities and installation of indoor and outdoor courts and pitches all over the world. The technology

of Mapei products has been a key player at many of the most important international sporting events – from the Montreal Olympics back in 1976 to the London Olympics in 2012, right up to the recent Winter Olympics held in Sochi (Russian Federation) and the 2014 FIFA World Cup in Brazil.

Thanks to the intense activity carried out in the company's research and development laboratories, Mapei offers cutting-edge solutions for installers to make the most widely used type of playing surface, from artificial grass fields for contact sports to acrylic resin courts for tennis, basketball and volleyball, right up to rubber tracks used for athletics events. ■

Makinex awarded best new product

One of the highlights in 2014 for Makinex was winning the Best New Product by the Hire and Rental Industry Association.

"The Powered Hand Truck PHT-140, a universal materials handling solution developed by Makinex has been on the market for just over a year now and is one of our core products. We are having real success with the PHT-140 especially in the hire industry," explained Makinex Marketing Manager Emma Morgan.

"Introduced in late 2013, the PHT-140 gained quick market acceptance, particularly in the hire and rental industry where safety is

paramount.

"The PHT-140 enables one person operation, eliminating awkward and dangerous lifts and thus reducing back injury. Early indications are showing that businesses using the PHT 140 are seeing a 50% reduction in LTI (lost time injury) which is very encouraging."

Paul Weaver, International Sales Manager for Makinex said: "Makinex is always developing new innovations that help people do their job faster, safer and easier. We achieve this through methods of continuous improvement so that our products are always at the forefront of the industry." ■

Rebranding links business to its roots

In late 2014, a management buy out by an Australian senior management team has seen a group of businesses rebranded MK Floors – an independent 100% wholly Australian owned and operated commercial flooring business.

The businesses of Master Kelwin QLD, JBR Floors NSW and Q Commercial ACT have been acquired since 2010 and merged into one operating group. This was initially named Master Kelwin Floors and was owned by off-shore interests.

The brand of MK Floors now links the business to its

roots and its relationship with the original Master Kelwin business, whilst projecting a new image under its new ownership.

“Our objective is to be the first choice in flooring solutions in our chosen markets and build long term sustainable relationships with our customers,” explained Managing Director Frank Scamarica.

“We believe our independence, our leading skills and professional team make us the ultimate choice for any project.

“MK Floors has branches located across Queensland, New South Wales, ACT and Victoria. The flexibility of our team and resources means we are able to undertake projects anywhere across Australia.” ■

Signature's Sales Representative of the Year

As part of an annual award presented at the end of each year, Carpet One stores recognise and reward sales representatives that meet specific judging criteria for nomination for a very coveted title.

All matter of things are taken into consideration, with votes are based on the most outstanding service. At the tail end of last year, Signature's David Stephenson awarded with Sales Representative of the Year for 2014 from Carpet One Dubbo.



Signature Floors' David Stephenson with his trophy

David is a well-known face in the Dubbo residential retail region and has been servicing this area for the past six years.

A true reflection of his outstanding work ethic, David was extremely honoured to accept the award. He received an engraved goblet to mark the special occasion, which has taken prime position on the mantelpiece at his home. ■



Gibbon Group appoints Tretford in NZ

Heritage Carpets has announce its appointment as the New Zealand agents for Tretford Cord Carpet by partners Gibbon Group Australia.

Tretford Cord Carpet is highly unique, with a structural look and construction. It is fabricated using goat hair

sourced from herders in the plains of Mongolia, thus offering a sustainable solution to eco-conscious consumers. Tretford Cord Carpet comes in both roll and tile format and is offered in 61 different colours, of which more than 35 are available in the tile. ■

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Optimistic outlook for year ahead

Innovations, inspiration and sales – those are the words that best summarise Domotex 2015. The world's flagship trade fair for carpets and floorcoverings served once again as the number one meeting place for a vibrant sector and its clientele. Following four action-packed days, the show's organisers declared a solid performance for the event. Its highly international mix of exhibitors and attendees as well as the success of the special Innovations@DOMOTEX showcase underscored the tradeshow's reputation as a global magnet for decision-makers and a prime venue for

unveiling new innovations. Domotex 2015 attracted some 40,000 visitors from 100 different countries with the majority of visitors from European Union countries. A significant upswing was noted in attendance from the Middle East and South, East and Central Asia.

The event was also a magnet for buyers from the interior decorating and furniture trades, and attendance on the part of skilled tradespeople and retail professionals was up over the most recent comparable show held in 2013. A rise in attendance was also noted for architects, interior

designers and contract business professionals.

Domotex 2015 was staged in a total of 12 halls, making it the world's largest display of carpets and floorcoverings: 1,323 exhibitors from 63 different countries were on hand to demonstrate their creativity and skill, and over 85% of these exhibitors came from abroad.

Following its successful debut last year, the Innovations@DOMOTEX showcase was a great success. It was designed as a compact and clearly laid-out showcase for 70 outstanding innovations

in textile and resilient floorcoverings, parquet and laminate flooring, plus contemporary handcrafted carpets and rugs. For the first time, these three special areas also included innovations in application and installation products and services.

There was also plenty of excitement surrounding the Carpet Design Awards, presented by Innovations@DOMOTEX. This internationally renowned prize goes to the world's best designer carpets and rugs in eight different categories.

The next DOMOTEX runs from 16 to 19 January 2016. ■



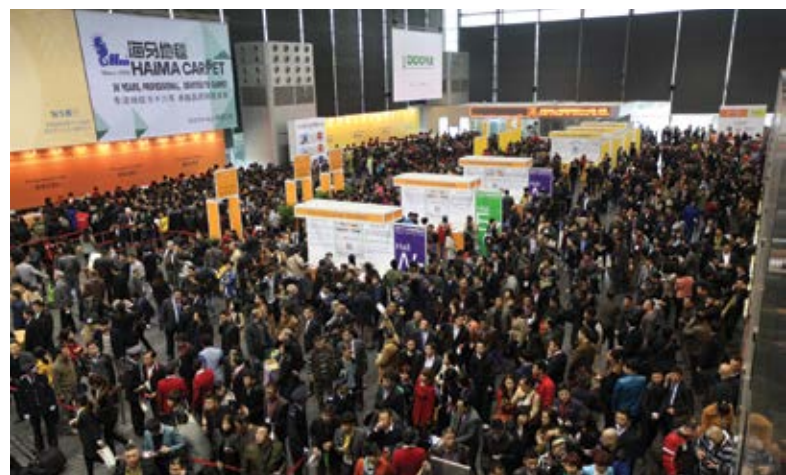
Floor your success

The floor covering industry will meet in Shanghai to see the hottest new products and innovations in Asian floorings at DOMOTEX asia/CHINAFLOOR in March 24-26, 2015.

As one of the fastest developing and most dynamic regions in the world, Asia is the hub of growing markets with enormous demand for flooring products. DOMOTEX asia/CHINAFLOOR is the place to explore this market and make professional connections.

Shanghai is where the industry sees the latest flooring products trends in Asia and beyond. Both Asian and Western exhibitors from around the world are bringing their new and innovative products and flooring solutions.

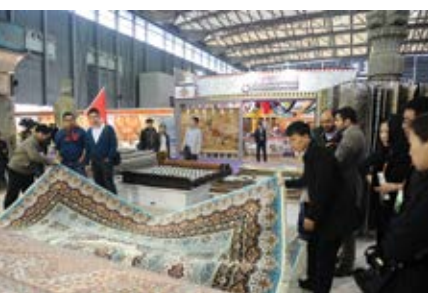
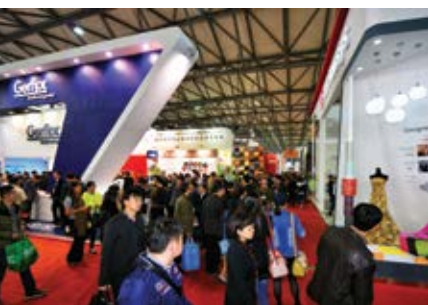
Country pavilions from machine-made carpet producing countries such as Belgium, China, Germany, USA, The Netherlands, along with individual exhibitors from other countries such as Turkey and Egypt will exhibit their outstanding products in the international carpet flooring hall W1.



The hand-made carpet sector will be represented by country pavilions from several renowned carpet producing areas including Iran, Pakistan, India, Afghanistan and Nepal who, together with the individual exhibitors, will showcase their products in W5 hall. A wide range of Chinese products for all kinds of carpet flooring solutions will be showcased throughout all W1-W5 halls.

It will take four halls (E1-E4) to contain DOMOTEX asia/CHINAFLOOR wood sector - the largest wood and laminate products show in the world. Visitors may access these halls from the South entrance of the Shanghai International Exhibition Center.

The resilient flooring sector is once again the fastest growing segment of the show with participation from the most widely recognised international brands. ■





Ruma Karaitiana

BCITO – where we're heading in 2015

2014 was a big year for BCITO as the New Zealand training organisation continued to come out of the effects of the recession.

Strong growth in apprentice numbers has continued with BCITO signing more than 5000 apprentices into training.

"Our biggest challenge in 2014 was managing growth while determinedly maintaining quality and service," said Ruma Karaitiana, BCITO Chief Executive.

"Some of this growth has been as a result of having started the year by merging with the Joinery ITO along with DecorateNZ and FloorNZ. The merger brought together great trades and great people.

"An important part of the next stage was to conduct a comprehensive review of the specialist trades in the joint coverage. This took most of the year. We then considered whether, in this new environment, we could enhance service delivery and educational outcomes.

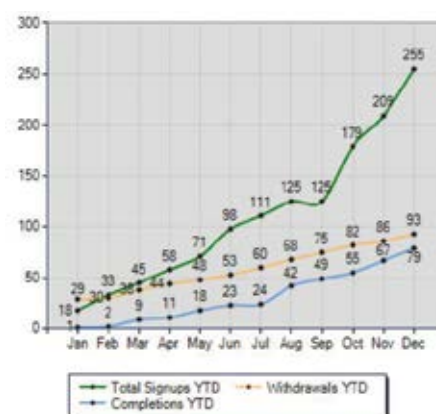
"The result is that we have introduced some enhancements at the beginning of 2015. The first is a refreshing of our BCITO brand. In particular, we want to emphasise that BCITO is about people and enabling their success. The new branding is now gradually being rolled out."

The changes are more than just about branding. The Specialist Trades Group, which was put in place at the time of the merger, has been disestablished, and two major changes have occurred. Firstly, the specialist trades field staff have doubled in number and merged into the broader BCITO area teams. Secondly, we have brought together all functions that engage directly with industry into a new Stakeholder Engagement Group including all research,

marketing and communications functions.

Importantly, this group includes a new team of industry advocates, who will be active in the particular trades assigned to them. They will be liaising with and consulting industry leaders and stakeholder groups to promote efficient and effective consultation and communication.

"2014 was a great year for BCITO thanks to the strong support we have received from industry, matched by the commitment of the BCITO Team. BCITO looks forward to engaging and collaborating with our industries in 2015," said Ruma. ■



THE PERFECT FINISH...





Retailer of the month

Going the Xtra mile

North West Flooring
Xtra, Kirwan, Townsville,
Queensland



From left: Gary Oakes, Kaye Riley, Norman Sillay, Claire Marriott and Paul Slattery.



North West Flooring Xtra is part of the Fast growing Flooring Xtra group, which currently has 150 stores ranged across Western Australia, South Australia, Tasmania, Victoria, NSW and Queensland as well as New Zealand.

Based in Kirwan, Townsville, the store has been part of the group since its earliest days and has followed it through a number of name changes and transformations.

"Being part of the Flooring Xtra group has been the best thing ever," explained business owner Gary Oakes. "It is a great group to belong to and I am very proud to be a member. I have known the guys who run it for years – we are all good mates.

"Flooring Xtra is the fastest growing flooring and blind retail brand in Australia. Our international buying power through the 150 store network gives us access to better deals

for our customers at competitive prices. That is how we survive so well."

Now in his sixties, Gary has been in the flooring business since he left school at 15 – first as a carpet layer and later when he opened his first store at the ripe old age of 21. He opened his current business in 1989.

Today Gary has his main Townsville store (head office) plus another store in Charters Towers that he visits one day a week. However, his business covers a vast proportion of Far North Queensland and it isn't unusual for him to travel 1000 kilometres – for example, to Mt Isa in the far west.

"We used to do major project work even further afield," said Gary. "We even flew teams out to WA to the Hancock mines for one job and at one stage our annual turnover was around \$9 million. These days we have pulled back considerably and now concentrate more on





the domestic market and small commercial work."

The Flooring Xtra group heavily promotes its 'family' focus and North West Flooring Xtra is a good example. "Our business is like a big family," said Gary. "We have had several generations of layers from the same families working for us and many of the rest of the staff have been with us for a considerable amount of time."

The staff Gary mentions includes sales and admin staff as well as an interior designer, a ceramics and interior decoration expert and the manager of the bathroom division, which generates upwards of 16 bathrooms a month. The business also sells window coverings and at one time was the second biggest floor sanding and polishing company in Queensland.

"We sell the full range of floorcoverings from ceramic tiles through carpet to vinyl and timber flooring and our emphasis is on the mid to high end of the market," said Gary.



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EcoWorx: the hard working carpet tile

As one of the strongest, sturdiest and safest carpet tiles in the flooring industry today, Shaw Contract Group's EcoWorx carpet tile delivers numerous benefits at no extra cost.

Since 1999, EcoWorx has been setting a new standard for carpet tile performance as the industry's first PVC and bitumen free, Cradle to Cradle Certified carpet tile with proven performance in more than 500,000 projects across 80 countries worldwide.

According to Shaw Contract Group National Sales Director, Aaron Martin, EcoWorx carpet tiles deliver numerous installation benefits.

"Being 100% PVC and bitumen free, EcoWorx carpet tiles weigh 40% less than traditional PVC tiles, which makes them easier to transport to site and lift during the installation process," said Aaron.

"They are also made from a thermoplastic polyolefin compound with a reinforcing layer, which makes them tougher than traditional carpet tile with eight times the tear strength, five times the tensile strength and two times the delamination strength.

"This structural integrity combined with the fact they

contain no PVC or bitumen makes them easier to cut saving on physical energy and wear and tear of your cutting tools," said Aaron.

EcoWorx carpet tiles offer installation flexibility: they can be stuck down directly or applied using a pressure sensitive installation system.

"The carpet tiles can be stuck down directly to the floor using our traditional SureTac pressure sensitive wet adhesive or our innovative pressure sensitive dot installation system LokDots," said Aaron.

"EcoWorx combined with LokDots addresses common installation challenges including two of the most complicated scenarios – high moisture areas and occupied spaces.

"Using LokDots, our EcoWorx carpet tiles can be installed in areas with an alkalinity as high as pH of 12 and as much as 95% relative humidity.

"Because LokDots does not need to cure like traditional wet adhesives, the EcoWorx carpet tiles can be walked on straight away and because LokDots is non-toxic and low VOC, flooring can be installed while a facility is being used," said Aaron.

This carpet tile system is also extremely price-competitive, readily available and backed by some of the best warranties in the industry.

"All our standard running lines come standard as EcoWorx carpet tiles and here in Australia that includes our In Stock carpet tile collection," said Aaron. "This collection is available now from our Melbourne, Sydney, Brisbane and Perth warehouses and includes our most popular carpet tile collections at competitive prices.

"EcoWorx carpet tiles are also backed by a lifetime commercial warranty against edge ravel, zippering,

delamination and moisture degradation giving you peace of mind beyond installation," said Aaron.

"Constructed with recycled content and designed to Cradle to Cradle specifications, EcoWorx carpet tiles emit lower VOCs and deliver smoke density test results that outperform carpet tiles containing PVC, ultimately delivering a safer flooring solution."

Certified with the highest level of GECA certification, EcoWorx carpet tiles achieve a Green Star Level A product rating according to the Green Building Council of Australia. They are also backed with an environmental guarantee for reclamation and recycling. ■





Pacific

The latest addition to Shaw's In Stock carpet tile range. Designed specifically for Australia and New Zealand, the collection delivers on value and style taking inspiration from the Pacific's most beautiful black sand beaches.

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commercial flooring

Ontera joins forces with Mohawk

Ontera Modular Carpets will add a whole new dimension to the Australian modular carpet industry having recently formed a product partnership with Mohawk – the world's largest producer and distributor of flooring products.

"Embracing Mohawk as an international supply partner enables an Ontera product offering that is second to none within the Australian marketplace," said Marketing Manager Kevin Harkin. "Ontera is now in the enviable position of being able to provide modular carpet across all value ranges for all market segments.

"Mohawk provides a product offer that is both leading edge and incredibly diverse. Combining our Australian made carpet tile products with that of Mohawk, and our other world

leading carpet manufacturing partners, gives Ontera a comprehensive product portfolio. Whether customers are seeking premium product, mid-market product, entry level or base building product – or a combination of all these options – Ontera has a modular carpet solution to meet their needs."

Highlights of this new influx of Mohawk products for Ontera include:

- extensive colour range;
- amazing pattern designs;
- unsurpassed stain resistance of the Duracolor yarn system;
- new offering of plank products;
- world leading environmental certifications including Green Tag and Declare;
- new Flexlok adhesive tab system for floating floors.



Ontera will stock multiple Mohawk product ranges in Australia plus have quick and easy access to many other Mohawk ranges as required. ■

Modulyss carpet tiles

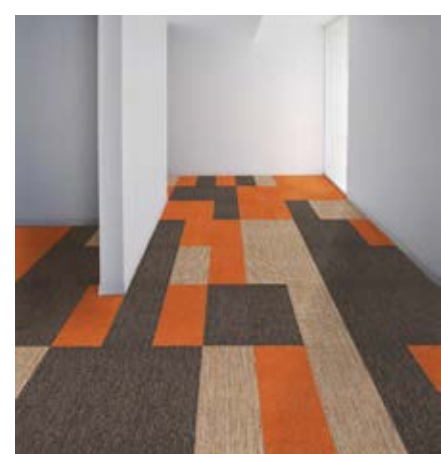
Gibbon Group has launched a new carpet tile to the Australian market from Modulyss, the largest carpet tile manufacturer in Europe with a history dating back to 1835.

The Modulyss range is an exciting, high quality modular product with superior European style and design for the contract market. The colour and synergy between

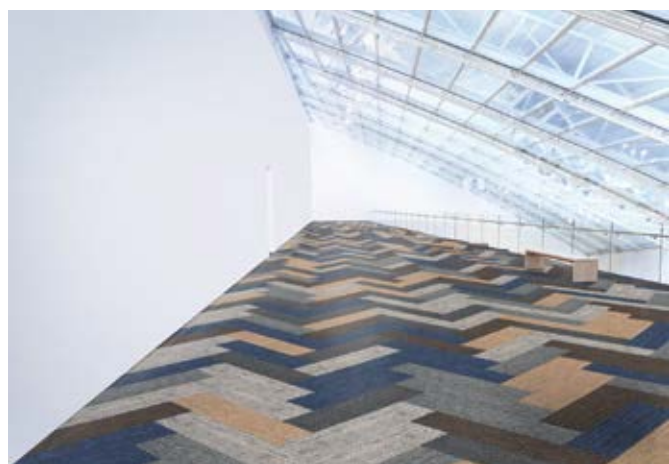
ranges offer exciting solutions for interior spaces. The company's commitment to environmental responsibility is demonstrated with ongoing innovation.

The Modulyss collection is available in solution dyed and piece dyed nylon, with both acoustic and cushion backing options. Eighty percent of the Modulyss collection is available in the New Shapes range, offering new size options such as plank and 1x1m tiles, allowing for more design possibilities.

Modulyss' mission is to produce the highest quality, sustainable modular carpet tiles for a large range of applications including commercial, hospitality, retail



and education. The company's innovative developments have resulted in using quality raw and recycled materials, which guarantee the best durability and ecological properties of the products. ■



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29th India Carpet Expo

27-30 March, 2015, Pragati Maidan New Delhi, India

The Carpet Export Promotion Council (CEPC) under the aegis of the Government of India is organising the 29th edition of the India Carpet Expo from 27 to 30 March, 2015 in Hall No. 9-11, Pragati Maidan, New Delhi.

One of the largest carpet trade fairs in the Asia, almost all prominent Indian handmade carpet manufacturer and exporters will showcase their complete range of handmade carpets, rugs and other floorcoverings.

Overseas carpet buyers from all continents are expected to visit the expo to source handmade carpets, rugs and other floorcoverings.

To facilitate the visit of overseas buyers to the expo, the Indian Export Promotion Council is pleased to offer a package as a special gesture to selected overseas buyers.

This package includes:

- US \$800 towards airfare for buyers from USA, Canada, Australia, New

Zealand, South Africa, Brazil, Chile and all other LAC (Latin American countries):

- US \$550 towards airfare for buyers from all other countries;
- complimentary hotel accommodation up to two nights (room with breakfast) in Delhi between 26 and 30 March, 2015.

Buyers of handmade carpets/rugs etc. with Indian Passport, having a Permanent

Residential Card of their residing country, are also eligible for the above package, subject to selection by the competent authority.

For the registration process, the Buyer's Registration Form is available on the website of the CEPC (www.indiancarpets.com). Buyer's need to register online for selection for the package. Only one person from each company is eligible for this offer. ■

Entrance

Now that's confidence

The Integra Vanttt aluminium entrance matting range, exclusive to Classic Architectural Group, has matting that will cover all your project needs no matter if your project is a small office or large commercial building, a school or an airport, hospital or shopping centre.

Classic Architectural Group are so confident in the durability and hardwearing nature of the Vanttt range that they are offering a 10 year warranty on the Vanttt 7500 and 5500 matting systems. Even the Vanttt 2500, at the budget end of the range, offers a seven year warranty.

On top of this, and adding another level of appeal to this attractive, practical and versatile range of aluminium entrance matting, is the fast

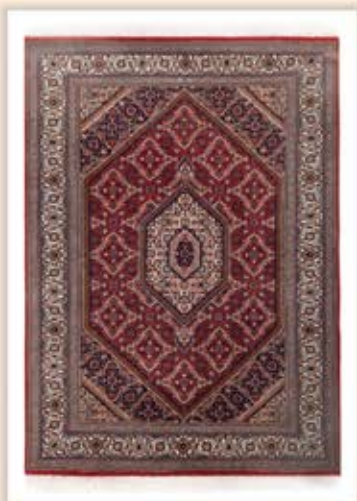


turnaround times offered by Classic Architectural Group. In most cases the lead time for any of the Vanttt matting range is just five to seven days.

There are numerous advantages in having your mat produced within that timeframe – speed, reliability and confidence. ■



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What information should you be getting?

By Sue Hirst, Co-founder & Director, CFO On-Call

Financial information is vital to running any size of business. Larger businesses have the luxury of teams of accounting staff to steer them in the right direction. Smaller businesses have to rely on themselves and advice from accountants and consultants. Advice from government organisations will focus on statutory requirements such as tax and compliance.

A common question we hear from small business owners is: "What information should I be getting about my business?"

Here is a general list of what most businesses should be getting as a minimum.

1. Profit and Loss Statement

a. Current month and year to date – with comparison to last year and budget. Particular attention needs to be given to the gross profit figure, i.e. sales less direct costs, as this is a vital number impacting net profit, i.e. after overheads are deducted. To achieve this cost of goods (direct costs such as service labour, products for sale etc.) need to be separated from overheads (indirect costs such as rent, admin wages etc.) in your Chart of Accounts.

b. Current month and year to date – with percentage of sales column for each.

c. If a business operates multiple divisions, branches or sells various types of products/services, it's vital to know which of them are profitable. Your Chart of Accounts needs to be set up to achieve this or you may need to use separate software from your general accounting system.

d. Sales analysis – who is buying what, so that you can

use the information to improve future sales.

2. Balance sheet

a. Year to date with comparison to last year. Balances for receivables, payables, stock, work in progress etc. should be reconciled to separate reports/ledgers to ensure they match and investigate if not. Also items such as PAYG and GST should be reconciled monthly to ensure figures are accurate and transactions being handled correctly.

3. Accounts receivable

balances (also referred to as debtors list) – shows what customers owe you and for how long. You want to minimise those outside agreed trading terms.

4. Accounts payable

balances (also referred to as creditors list) – shows what you owe to suppliers and for how long. You want to maximise time taken to pay without damaging supplier relationships – that is negotiate longest terms possible.

5. Stock/inventory report –

showing stock on hand at end of each month. Also report on slow moving or obsolete stock, so you can decide what to do with it.

6. Work in progress –

showing how much work is in progress but not yet invoiced to customers. Objective being to minimise WIP and get jobs invoiced ASAP to speed up cash flow.

7. Job management reports

a. Job profitability.

b. Comparison of budget/quote versus actual results.

c. Labour productivity report – showing what percentage of time was billable. Objective being to maximise billable time to increase sales.

8. GST report showing either accrual or cash basis

– depending on which one your business reports. The amount due or refund should be factored into your cash flow forecast mentioned below.

The above are fairly general minimum reporting. Here are some more that will give you greater insight into your financial results and how you can impact them.

1. KPIs (Key Performance Indicators) – around five or six numbers you need to know are trending right to produce your desired results, that is profitability. Examples of monthly KPIs might be:

- a. Number of customer enquiries
- b. Number of quotes produced
- c. Sales conversion rate
- d. Number of items produced
- e. Number of billable hours worked

2. Cash flow forecast –

showing what will be your monthly cash balance for the future (say three, six or 12 months – depending on how tight cash is).

3. Staff leave entitlements

to ensure you don't get hit with a big surprise to be paid out when you can least afford it.

4. Superannuation report

to ensure payments are up to date, as business owners can be held personally liable for non-payment.

5. Break-even analysis – helps you to know what sales you need to achieve and set targets accordingly.

6. Sensitivity analysis –

'What if' scenarios – showing what would be the impact on profit and cashflow if sales increased or decreased by a given percentage. Remembering that increased sales can cause cash flow squeeze too.

7. Rolling forecast – if you've set a budget this allows you to see the year to date results plus the budget for the balance of the year and what will be your results for the whole year if budget is achieved.

8. Ratio analysis - Ratios are a useful way of measuring the relationship between two numbers.

Example = Current ratio calculated as follows:

Current assets (e.g. bank, accounts receivable, stock) divided by current liabilities (e.g. overdraft, accounts payable).

1,000,000 divided by \$10,000,000 is 0.1

The Current Ratio for this business is 0.1

The easiest way to explain ratios is as follows:

For every dollar of bottom we have \$x of top.

This means for every dollar of current liabilities we have 10 cents of current assets to pay for it. When you consider that banks look for a current ratio of at least two, a business with a current ratio of 0.1 would really struggle to get funding. ■

To make sure this year is your best in business, check out our eBook '3 Unbeatable Ways to Create Your Best Year in Business' at: <http://info.cfooncall.com.au/3-unbeatable-ways-to-create-your-best-year-in-business>



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MODULAR CARPETS

Next generation measuring and quantifying solutions

Quantifying software for the flooring industry is not new. For years now there have been solutions in the market that have enabled salespeople and project managers to more quickly and more accurately quantify and quote residential and commercial flooring projects.

Retailers that have made the change to estimating software have largely overcome the single biggest obstacle most salespeople face in making a sale – accurately quantifying the project. Finding time to quantify, together with the fear of getting it wrong, both work to slow up the sales process. For every day that goes by between completing the measure and getting the quote into the customer's hands, the likelihood of securing the sale reduces.

There are measurable benefits to quantifying software; the obvious ones are the speed of quantifying

(60% time savings over traditional methods are very commonly experienced) and accuracy. What about some less obvious benefits?

- Upskill existing salespeople.
- Focus on sales skills not flooring skills when employing new salespeople.
- Get new salespeople achieving sales targets more quickly.
- Take the drudgery out of the sales process.
- Process more quotes.
- Use the time saved to follow up on leads.

So what is the next generation?

The functionality available to a user in quantifying software is improving as each year goes by.

Measure by RFMS has regular releases that incorporate enhancements that have come about as a

result of suggestions from users. If you last looked at quantifying software some years ago then it is time to look again because the goal posts have been moved. RFMS is a market leader in flooring software solutions and there is a commitment to continuous development to enhance the user benefits.

The other thing that has changed is technology.

Measure Mobile 3 was released last month: a completely new build of the very successful app for tablet and smart phone devices. This app is available free from The App Store and from Google Play. It will put in your hands or the hands of your salespeople all the tools necessary to measure, quantify and quote in the home.

The holy grail of selling floorcoverings has been to have the ability to close in the home or to at least leave the customer with a quote.

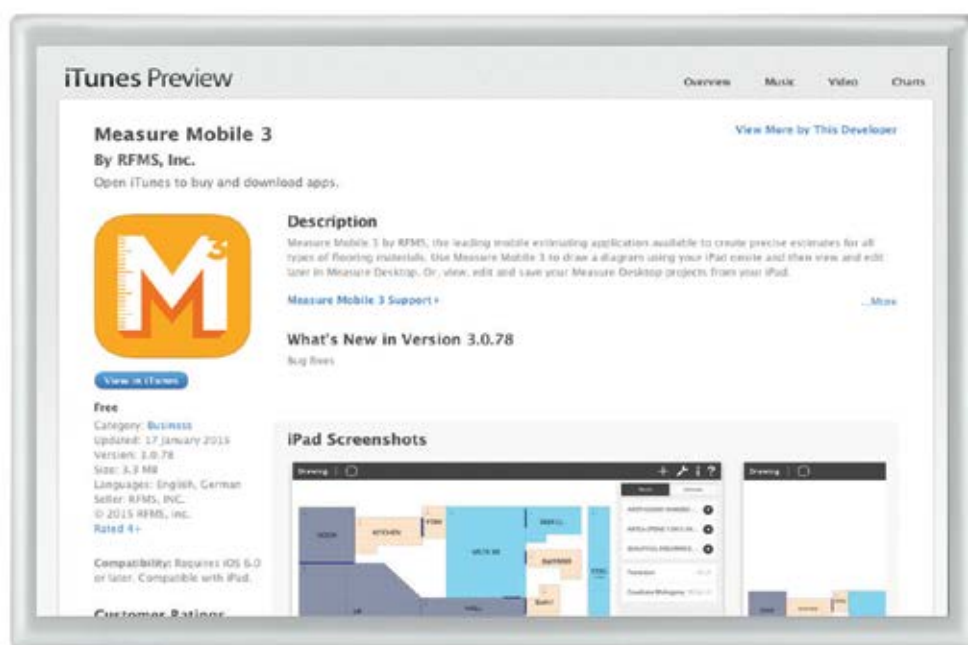
Measure Mobile 3 has all the tools to do this simply, easily and accurately.

For those businesses that have invested in quantifying software, it has been a game changer. The opportunity, however, is to take advantage of the innovation that is going on. The new vehicle that was purchased in 2001 might have been innovative by the standards of the day but put it alongside a 2015 model and the differences are huge. So it is with software.

There is opportunity to trial the software with no cost and no obligation: the only investment is a little time. ■

Chris Ogden is a consultant and Managing Director of RFMS Australasia a supplier of IT solutions specific to the flooring industry. Chris has an extensive background in all aspects of the flooring industry and he can be contacted at cogden@rfms.com.

“The holy grail of selling floorcoverings has been to have the ability to close in the home or to at least leave the customer with a quote. Measure Mobile 3 has all the tools to do this simply, easily and accurately.”



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Free Measure app released at Surfaces

RFMS used the Surfaces Show in Las Vegas in January to release to the market the latest version of its market leading measuring and quantifying app, Measure Mobile.

Measure Mobile 3 is a full featured measuring and quantifying app that allows salespeople to calculate quantities and then to present and email a quote, take a signed acceptance and to receive a payment.

"We got so much positive feedback and so many suggestions about what our users are looking for in a tablet based measuring app we made the decision to pretty much re-write Measure Mobile," said Kurt Wilson, the Measure Mobile Project Manager. "The goal was to make the experience of using

Measure Mobile 3 even more user friendly and intuitive and to introduce the additional functionality users were asking for."

Terry Wheat, President of RFMS and the owner of a retail flooring business stated: "The goal of developing Measure Mobile 3 is to provide salespeople with tools that they can use on the sales floor and in the customer's home to streamline and shorten the flooring sales process.

"Every flooring salesperson knows that the sooner you can have the price in the customer's hands the more likely you are of making the sale. Measure Mobile 3 is going to be the tool that will help salespeople achieve that goal."

The reception at Surfaces surpassed expectations. Kurt Wilson said that over the full three days of Surfaces the Measure team ran back to back demonstrations right up to the time the show closed and response was universally positive.

"Clearly this is something that the market has been waiting for and based on the reception at Surfaces we expect a big take up of Measure Mobile 3 in the coming months."

Terry Wheat agrees: "The full Measure Mobile experience is available free of charge to anyone who wants it. This will be a boon for the smaller operator and for the larger retailer Measure Mobile integrates fully with our Measure PC

and our RFMS business management software."

In the coming weeks further functionality is being added to enable Measure Mobile 3 to integrate remotely with RFMS back at the office, enabling salespeople to access customer, product and inventory information and to update quote and order records in real time from the customer's home.

"By the time the salesperson using Measure Mobile has left the customer's home, they will either have the order or a quote will have been left with the customer".

Measure Mobile 3 is available for free at the App store for iPad and at Google Play for Android tablets. ■



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new store in
Hervey Bay



Another Welcome Addition to the *Choices Flooring Family*



Choices Flooring would like to welcome their newest Members, father and son team Stephen and Sam Hill, into the Choices Flooring family. Stephen and Sam have transformed their independent flooring store in Hervey Bay (QLD) into a Choices Flooring store and are confident that with the support of the Choices Flooring team, they can continue to take their business from strength to strength.



Sam Hill (right) with store manager Ben Redzinski

"We started Universal Home Improvements in early 2009 as an independent in the flooring industry. Over this period of time we have seen the market change, competition strengthen and the found that to remain competitive, we needed to go with a progressive national brand – which is why we decided to join Choices Flooring. With the support of the Choices Flooring team, we know that we can continue to grow our business profitability"

For a strictly confidential discussion about the future direction of your business, please contact:

Andrew Lewis
Chief Executive Officer
Mobile: 0400 400 036
Email: alewis@choicesflooring.com.au

Tim Drew
Group Manager - Retail Development
Mobile: 0425 751 756
Email: tdrew@choicesflooring.com.au

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Big River's new engineered flooring

Choosing from Australia's unique resource of native hardwoods Big River Group has launched a new generation engineered Australian hardwood flooring range to the market.

The range comes with the quality and assurance that Big River has been renowned for since introducing its market leading Armourfloor engineered hardwood flooring in 1998. With its unique construction of five layers of Australian eucalypt hardwood veneer Big River's Armourfloor quickly established a reputation for being a very stable floor, and the company claims it is the only engineered flooring still manufactured in Australia today.

The newly developed engineered flooring construction is an attractive solution for builders, architects and homeowners who are seeking the stability

of Big River's esteemed Armourfloor product in a more economical design. Beneath a thick top layer of Australian hardwood is an engineered eucalyptus plywood core, which means that optimum stability is guaranteed between the floorboards with reduced risk of bending and cupping.

The unique beauty of native timbers is preserved in a heavy-duty face veneer, which consists of a 4mm layer of genuine Australian hardwood. The dense veneer is sawn rather than peeled providing the appearance of solid timber flooring. The veneer has a highly protective UV cured coating, which means the floor will remain fresh in appearance and should not need to be sanded back for many years.

Additionally Big River's prefinished engineered flooring comes with a 20 year limited warranty against

wear-through under normal residential usage, leaving it well prepared to survive day to day family living.

Big River Engineered Australian Hardwood Flooring allows for fast, simple and economical installation through its simple tongue and groove connecting system. The boards can be installed on virtually any flat surface including concrete, tiles and existing timber floors.

Australia is well known for producing some of the most attractive timbers in the world. Big River's engineered Australian hardwood flooring is available in five Australian hardwood timber species: Australian Chestnut, Blackbutt, Spotted Gum, Sydney Blue Gum and Brushbox.

Big River's prefinished product is sanded, coated and sealed in the factory, but for those who have specific staining and finishing



requirements Big River's existing Armourfloor raw is also available and can be coated onsite.

All Big River engineered flooring is milled from managed regrowth and plantation forest hardwoods. Big River hardwood is Australian Forestry Standard (AFS) certified.

Big River's pre-finished engineered flooring comes with a lifetime warranty against warping, buckling or bond failure and a 20 year limited warranty for the finish against wear-through under normal residential usage. ■



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Bring the beauty of timber to commercial interiors



Formica has refreshed its flooring range with eight new decors in the latest colours and finishes designed specifically for Australian interiors.

Offering greater durability than most natural timber flooring, Formica flooring is ideal for retail or commercial applications requiring the natural beauty of timber while being able to withstand the rigour of commercial use.

New to the range are five Formica laminate flooring

colours – the earthy tones of Dijon Oak, Modena Oak and Smoked Oak are perfect for creating intimate spaces, while the lighter colours of Whitewashed Oak and Blackbutt will create the appearance of more space. Available in the matt finishes of Structured Vintage or Structured Fabulous, these finishes complement the new colours with natural texture and character of timber.

For a gloss finish, Formica Supergloss flooring offers

a lustrous polished look to deliver a consistent pattern variation and realistic woodgrain depth. The new colours in Tasmanian Blackwood, Queensland Walnut and Spotted Gum reflect the purity and natural beauty of timber.

Formica Marketing Manager, Vivienne Rosta, said the same warmth, character and richness of traditional timber is achievable with these new, relevant colours and finishes.

“Designers and specifiers can create modern retail fit-outs, office spaces and other commercial and residential projects, while benefiting from the quick installation and low maintenance which comes with Formica Flooring.”

These new additions bring the total Formica Flooring range to a total of 17 contemporary colours in a variety of finishes and is available in 8mm or 12 mm thicknesses. All 12 mm options include pre-adhered silent underlay for superior insulation.

Made in Europe and sold with a seven year commercial warranty, Formica Flooring is easy to clean and maintain. A microfibre mop or appropriate laminate floor cleaner is all you need to remove stains, dust and mites. ■



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CARPET COURT

FLOORING CENTRES

Easy installation hardwood flooring

Boral Timber has released its new engineered flooring range, featuring classic Australian hardwood species and a quality multi-layer construction for easy installation over level subfloor surfaces.

Ideal for single room makeovers, apartment projects as well as large scale flooring applications, Engineered Flooring can be walked on within hours of installation and is pre-finished to minimise the mess and fumes which can be associated with sanding and finishing.

"Boral Engineered Flooring is available in Blackbutt, Spotted Gum and Sydney Blue Gum species, each unique to Australia and well-

suited to a range of home interiors. The flooring is finished in a clear subtle matt coating to highlight the natural colour and grain variations," said Clinton Skeoch, marketing development manager at Boral Timber.

"It is offered in both wide board one and two strip configurations to meet a growing demand from consumers, architects and interior designers for Australian species flooring that suits a variety of interiors and budgets," added Skeoch.

The timber boards have a precision-milled square edge and a four-side Uniclic profile for a tight board-to-board fit and a smooth, consistent finish.

Suitable for installation over level surfaces including



moisture sealed concrete slabs, particleboard, plywood sheeting, old timber floors or tiles, Boral Engineered Flooring is pre-finished with seven layers of a UV-cured, acrylic and scratch resistant coating. With a four millimetre nominal hardwood top layer, the floor

can be re-sanded and re-coated to extend its life.

A variety of underlays can be installed with Boral Engineered Flooring to enhance the finished flooring solution, including cushioning and acoustic properties for multi-storey dwellings. ■

A turning point in cork flooring

Corticeira Amorim has launched HydroCork by Wicanders.

Combining water resistance with low thickness, this cork floating product hits the market as a differentiated and high value-added solution.

Made up of a low thickness agglomerated cork composite core, this new flooring concept offers all the benefits of natural cork – particularly in terms of thermal and acoustic insulation, walking comfort, impact resistance and body wellness (Corktech technology) – and is now improved with a superior water resistance performance, thus avoiding the risk of a possible floor swelling, and is easy to install.

António Amorim, Chairman and CEO of Corticeira Amorim, highlights the importance of this solution: "HydroCork is a

distinctive product with high added value for the flooring industry. This collection responds to the mission of Amorim Revestimentos to ensure a product range aligned with the interior design trends while meeting a number of requirements such as functionality, sustainability and superior technical performance, all enhanced by the use of cork."

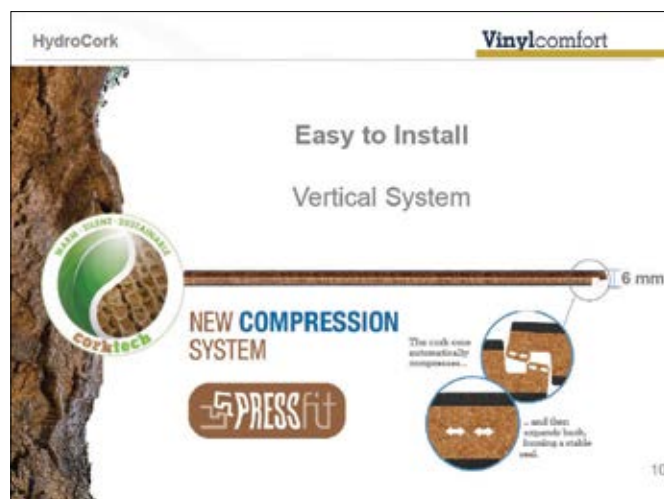
With only 6 mm thickness, HydroCork can be easily cut and applied on top of almost any existing surface, being ideal for renovation projects.

At the same time, the new PressFit compression system allows an easy, quick and effective installation. Taking advantage of cork's properties – elasticity, flexibility and compressibility – the PressFit system functions like a cork stopper, that is, cork planks

are easily installed by exerting a slight pressure, which causes the tongue and groove to be put under internal tension, creating a tight seal.

In total, HydroCork is available in a range of 12 premium wood visuals that replicate the texture

and natural beauty of this high-end material. Available size: 1225 x 145 mm. All HydroCork products feature a 0.55 mm wear layer and offer a warranty coverage of 15 years for commercial applications and 25 years for residential use. ■



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Gerflor adds more quality to its tool kit

More than 45 years of designing and manufacturing specialist flooring tools has been compressed into one trade store at Gerflor's head office in East Hawthorn, Victoria.

Celebrating the acquisition of Romus, Gerflor has launched its own on-line and over the counter sales of the premier flooring tool and accessory brand.

"Having acquired such a recognised and respected European brand, it makes sense for our Australasian subsidiary to leverage all of the advantages that this can bring. These are tools

specifically suited to our Gerflor flooring ranges so they really enhance the installers ability to deliver a quality project," Managing Director, Chris Low said.

Designed and manufactured in France and sold in 70 countries across five continents, Romus is internationally recognised as the brand of choice amongst vinyl flooring layers. The range comprises a comprehensive suite of Installation tools for all segments of the floorcovering industry.

An extensive catalogue of miscellaneous finishing profiles provides the finish



on a range of floorcovering surfaces, including anti slip safety nosings. Accessibility tiles for use in all public facilities tactile tiles, studs and orientation strips along with custom designed indoor-outdoor entrance matting in brush, rubber or carpet insert complete the package.

Launching in Victoria ahead of a scheduled national roll out in the future, Gerflor has established a trade shop within its sample warehouse at the rear of its head office. On line catalogue and order forms are also available with same or next day delivery to most metropolitan installers. ■

A reputation for innovation

When Makinex designed and produced the Powered Hand Truck in 2012 it solved a problem that was consistently occurring within the rental industry.

Being able to pick up small plant machinery, generators, plate compactors, compressors and load them into a variety of customers vehicles such as vans, station wagons, utes, with just one person and without putting strain on the operators back is of uppermost importance within the rental industry.

Over the last year Kennards Hire has seen first hand how popular the Makinex Powered Hand Truck is with their staff resulting in an improvement in measured safety. After seeing the benefit to their staff and customers, the company has decided to now roll them out nationwide.

The Powered Hand Truck is a quick and easy alternative to using a forklift or tailgate loader and can be used anywhere – workshops, warehouses, factories, depots and hire and rental yards. ■



Skirting range

Surteco Australia has introduced the Döllken-Weimar Skirting Range to Australia and New Zealand.

Amongst the vast range of Döllken's unique skirting products, the TLE55 skirting range, suitable for LVT and carpet and EL3.5 for vinyl flooring, both feature a flexible capping for the perfect edge finish.

Cubu Flex Life is a polymer wrapped, MDF skirting suited to every environment. It is more resistant to humidity and water than conventional skirting systems.

Mitre tools along with glue gun systems are available to complement the range and can reduce installation by at least 30%.



Stocked in Australia and Greenguard certified, Döllken-Weimar is a dependable partner for European flooring

manufacturers, developing skirting systems catering for all flooring surfaces and environments. ■

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Built for comfort and durability, the Armour range from Ugly Fish is perfect for all workers no matter the job. With shatterproof lenses and an anti-fog/anti-scratch coating, these glasses are certified to the Australian Safety Standards.

Featuring polycarbonate decentered safety lenses, the Armour glasses eliminate distortion and prevent

distracting magnification, reducing the chance of making mistake and causing injury.

They are also available in polarised and photochromic lenses.

Armour comes with a detachable ventilated positive seal, which has the ability to shelter your eyes from harsh winds, dust and other air-borne particles on the worksite.

Armour frames come with a TR-90 wraparound sports frame that is highly flexible, stress resistant and lightweight. And, much like the lenses, the frames are designed for maximum impact resistance and any harsh environment. ■



Livyn Essential now with loose lay range

For the first time in Australia, Quick-Step is launching a vinyl loose-lay range featuring Australian species in the Livyn Essential Collection.

Loose lay, as the name suggests, makes installation a breeze. Simply place the planks on the floor, cut the end of the row with a utility knife and start the next row. Then, bring them together tightly and in a straight line. Thanks to the Anti-Slip True grip technology on the bottom, the plank won't budge.

With its new all-new supersized extra-large 1500mm planks, loose lay is perfect for the DIY enthusiast.

It also features a 25-year warranty.

Featuring a unique plank size with an optimal length-width ratio, the glue down option within the Quick-Step Livyn Essential range is a more permanent option making it solid, strong underfoot and dependable. The glue-down option has a 20-year warranty.

Livyn is scratch-resistant and features a strong and durable surface layer making it ideal in high traffic areas such as the kitchen or living areas. The flooring is 100 % waterproof making it perfect for bathrooms, laundries and kitchens where they need to be resistant to wet conditions.

Seamless integration of stairs and floor

Floor Bitz, a leading supplier of wood flooring accessories in WA, has introduced a wood bullnose that is matched and custom fitted to an existing floorboard, then coated to match the gloss level of that board.

The existing tongue and groove or click fixing of the original board is maintained to allow easy connection to other boards.

The floorboards used for the stairs are the same floorboards used for the surrounding floor. This provides seamless integration of the stairs and the floor. A unique joining mechanism has been used to provide superior strength and a patent has been applied for.

Previously individual bullnosings had to be selected from whatever timber was available locally or bought already machined

and often these species didn't match the timber on the stairs. Sometimes complete stair treads were purchased and installed which were different to the rest of the floor. Now the timber is carefully selected to match the floorboards and is attached before being supplied to the layer.

If a suitable bullnose can't be found to match the floorboard, a piece of the same floorboard can be machined even though it may be a pre-finished board and turned into a completed stair nosing board. Alternatively, a completely enclosed solid stair tread can now be produced using the same engineered or solid floorboards. The finished product looks like a solid piece of wood and will suit suspended and open staircases. ■



Aussie species matt-brushed Blackbutt and Spotted Gum have been added to the Livyn Essential range as well as Patina Oak Light Grey and Classic Oak Natural. All four new hues will be available in all-new loose lay and glue down range.

According to National Product Manager, Kendall Waller, the Quick-Step Livyn Essential range showcases

Quick-Step's unique approach to vinyl with great emphasis being made on design – making the planks look like real timber.

"The added bonus with Livyn is that it combines the look of real timber with it being 100 % waterproof, hygienic, easy to maintain and clean, having a warm soft feeling on the foot and its PU sealed surface." ■



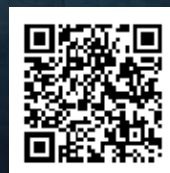
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For the Smarter Tradesman

Moving 15 tonnes with one hand

To relocate a 15 tonne thermo-forming food packaging machine without damaging a newly coated epoxy floor, Kennards Hire Lift & Shift supplied factory relocation company KMB Group with two sets of Air Skates.

Air skates enable heavy loads to be moved on a cushion of air across a smooth surface. The regulators allow heavy objects to be lifted in a very controlled manner, which cannot be achieved with the same precision when jacking with mechanical skates.



Photo credit: Paul K Robbins/MONDE Photo

"Normally to move a machine of this size it would need to be separated into several sections," explained Darren Brown, Managing Director of KMB Group (Australia) Pty Ltd.

"This involves electrical disconnection, moving the machine by forklift or mechanical skates, then reassembly. This can result in machine downtime of up to six days.

"Utilising the Air Skates from Kennards Hire Lift & Shift negated this and production was able to resume at full capacity again within 24 hours. This both surprised and pleased our customer as it significantly reduced labour costs as well as loss of production," Darren said.

After the successful application of the Air Skates

from Kennards Hire Lift & Shift, Darren says they have definite value for future projects, especially when moving large machinery where there isn't the head height for a crane.

"We had never heard of or seen Air Skates before," Darren said, "The biggest advantage of the Air Skates is the ease of multi-directional movement. Where the floor was smooth you could move the machine singlehandedly," he said. "In areas where the surface was a bit rough it took a few people to place it precisely into position." ■

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Another successful project.

Laticrete, a manufacturer of globally proven construction solutions for the building industry, announced the strategic asset acquisition of L&M Construction Chemicals, Inc. (L&M) in January 2014.



The acquisition provided Laticrete customers access to new products and technologies while also expanding the company's presence in the restoration and decorative concrete category.

Laticrete Technical Service Manager, Fred Gray was recently on at Castle Hill Toyota in Sydney with Tony Maher, Concord Industrial Coatings Pty Ltd whilst L&M Construction Chemicals materials were being used.

For this project, the floors were first treated with Seal Hard to increase the wear surface strength. It penetrates the concrete surface to seal, dustproof, densify and harden.

They were then treated with Petrotex, a quick drying protectant which protects concrete from dripping oil and moisture.

Both products were chosen as being ideal for a motor vehicle dealership concrete hard standing and parking areas. ■



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DSM430 concrete grinder

The brand new Pinnacle Apartments in Brisbane's prestigious Hamilton district promise residents "the best of everything". It's a sentiment that certainly extends to the project's concrete preparation and polishing.

Such a high quality residential project demanded an excellent finish on the building's concrete slabs, to allow seamless installation of luxury fittings and flooring.

To ensure a smooth, even surface, contractors turned to All Preparation Equipment for advice and support, not only on grits, bonds and resin pads, but also the ins-and-

outs of concrete preparation, grouting and densifying.

Grinding concrete slabs down to size

No two concrete slabs are the same. They'll often differ in terms of strength, MPa (compressive strength), and other variables, all of which will have a big effect on the type of diamond tooling and floor grinding machine that will work best.

When concrete is supplied to a construction site, it can vary in hardness, curing and finishing time, or by being poured in two stages. And when concrete slabs are poured fast, or in two

stages, it's common to see unevenness – not only across a slab but also where two concrete slabs meet. That means contractors often need to grind slabs down to achieve a perfectly even finish – quickly and efficiently.

For the Pinnacle Apartments contractors, All Preparation Equipment recommended the Schwamborn DSM430 concrete grinder. With its single phase 240 Volt/10amp power, it was ideally suited to the job.

With its larger grinding surface, this floor grinder brings more surface area

to bear, along with a flatter distribution of grinding pressure. The result is a much better finish, which is also accomplished quickly.

Compact and easy to use, the Schwamborn DSM430 concrete grinder is a popular choice for stripping, scarifying, grinding or polishing, for projects up to a medium sized commercial/industrial floor.

Of course, while the large 430mm working width is ideal for flying through open areas, there were still smaller, narrower spaces that needed attention. All Preparation Equipment supplied the Schwamborn DSM250 floor grinder to take care of these areas, reaching into tight spots and right up to the edges of the slab for a consistently even finish. Its swivel head and adjustable flap make edge grinding and finishing as easy as can be.

A grinder's best friend

Another great benefit of Schwamborn grinders is their knock-on Diamond Tool Exchange. This clever feature gives fast changeover of diamond tooling and keeps downtime to a minimum. The extra-large diamond matrix makes for very long lasting consumables – not to mention added productivity.

The Pinnacle Apartment contractors began with an aggressive 20/30 grit shoe to quickly grind away the excess concrete, before switching to a 40/60 grit knock-on shoe for a smooth, even finish. ■



Transitions wins polished concrete award

Transitions Polishing and Grinding, a specialist concrete flooring contractor based in Queensland, has been awarded the International Polished Concrete Award in the Retail Category for its work at Capri on Via Roma Shopping Centre on the Gold Coast.

The Capri on Via Roma project encompassed over 24,000m² of Transitions concrete flooring products, which have been installed from the basement car park to the external walkways and car parks, the internal mall areas and food court as well as a number of retail tenancies.

Speaking of the award, Brett Brant, Director of Transitions said: "It is a true testament to the design of the project, the hard work of our team and the high quality products they deliver for Transitions on a daily basis."

The shopping centre, designed by BDA Architecture and built by Hutchinson Builders, is a \$50million refurbishment and extension of a 1960s waterfront building on the Isle of Capri.

Transitions completed the following flooring products for the Capri on Via Roma project:

- 12,000m² of diamond grinding to prepare all rain damaged slabs;
- 1,500m² of Transitions stained concrete floors throughout the internal mall;
- 500m² of Transitions polished concrete flooring in a number of retail tenancies – Blackboard Coffee Roasters, Manolas Brothers Delicatessen, The Fish Emporium, Olga's Health Food and Capri Wine + Beer;
- 3,500m² of Transitions honed concrete floors in the external pathways, entryways and external car parking lots at the shopping centre;
- 6,000m² of epoxy coatings in the basement car park.

The Capri on Via Roma project has already won a number of architectural awards, including the Regional Project of the Year for 2014 in the Gold Coast/Northern Rivers Architecture Awards, and Transitions is delighted to be adding to the trophy cabinet. ■



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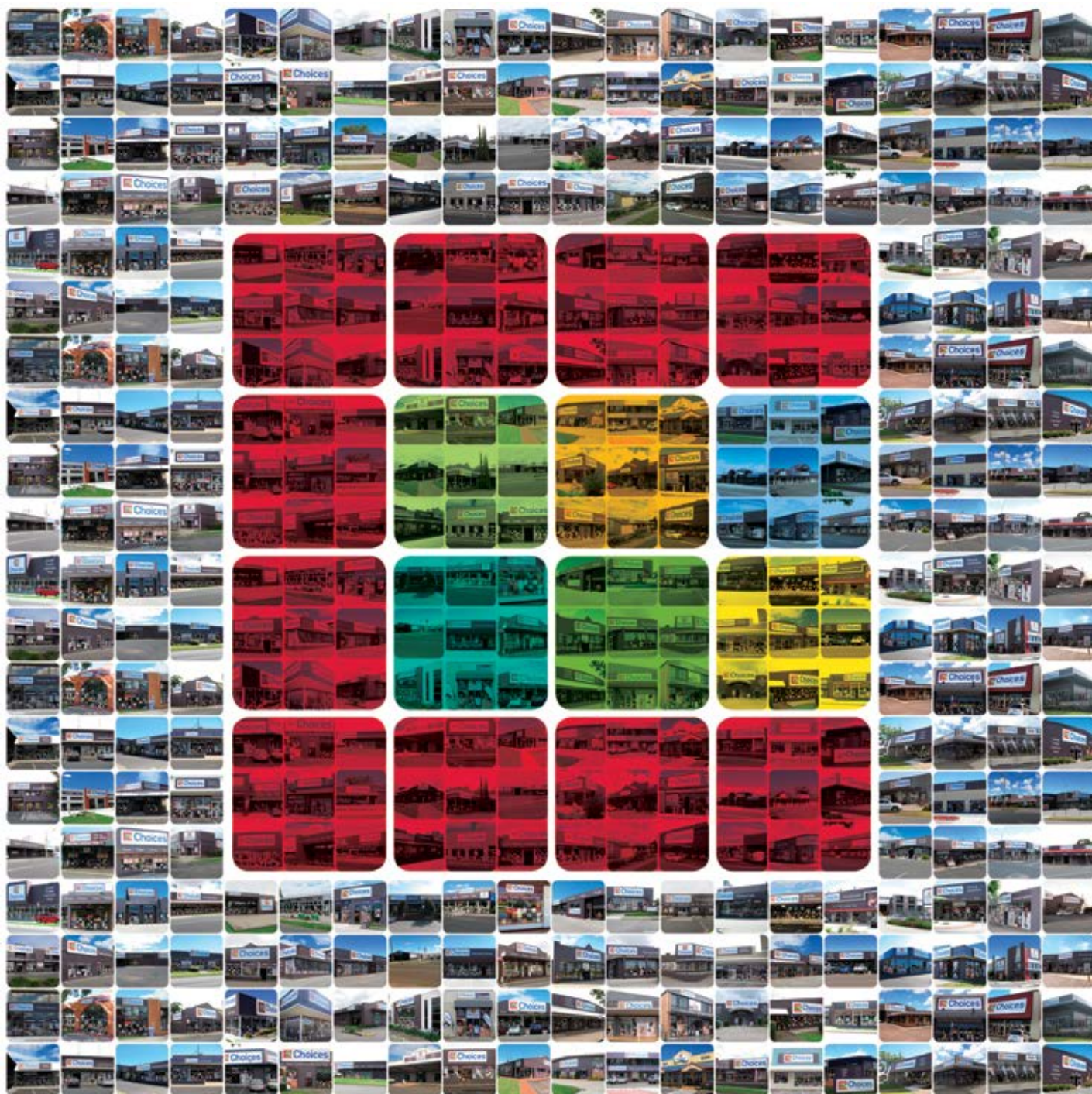
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