



In this issue

- **INSITE Update**
- **New Products**
- **Meet Colin (This edition's star employee)**
- **Packaging Division Capabilities**
- **Delivery services**
- **June Stock take**
- **Fastener Industry 'State of the Nation'.**
- **WDS Product News**

WDS Product News:

- *The big news- KINGCROME TOOLS now in stock and we already have a specials catalogue out—contact us if you have not seen it yet. The May/June Catalogue is soon coming to an end—but there will be another specials catalogue out for July/August absolutely brimming with lots of fun stuff.*
- *Wire Rope Swaging—we now have a hydraulic wire rope swage - so now we can swage all those stainless fittings for you without any dramas of getting outsiders to it for you—our current capabilities are 3.00 and 4.00mm—see Anthony for more info.*
- *POWERS have introduced a new range of injection systems and tools—for more information contact our sales guys.*
- *Flange Bolts Grade 8 are now back in stock—we have a new supplier a little more reliable than the last—if you have any requirement ask your rep or call the office for more information.*



EDITION 2- JUNE 2006

Insite Update

Back to the typewriter once again for this wary journalist ; I really need to thank everyone for their kind remarks on the first edition of INSITE - We will definitely try to keep the creative juices flowing on a quarterly basis for now.

I am sure we are all aware of the state of the economy at the moment and I don't think there are too many people out there that have not found that things are 'bloody quiet out there, and that every buck you earn—you really have to work for; that's why we here at WDS are prepared to go that extra mile to help you out—whether it be Special one off pricing, delivering to that impossible destination or just simply bend over backwards all you need to do is ask and we will do our best.

Thanks Again

John Perau



Fastener Industry 'State of the Nation'

From the WDS perspective - We see most of the major suppliers sitting on the fence in regards to pricing increases—albeit one of the suppliers has printed a new industrial (bolting) list with about a 9%-12%+ increase but at time of print has not yet passed this on.

From the suppliers point of view- Increases from the manufacturers, shipping and labor charges , currency fluctuation and slim margins mean that they have no alternative but to lift prices.

What does it all mean ; well sooner or later there will be a spate of increases when or how much we can't answer that - at the moment there is a so called Mexican Stand-Off between the suppliers as to who will make the first move on pricing . WDS will endeavor to keep our clients as well informed as possible.

JP

*Stop Press
Hobson Engineering have announced new Stainless Pricing from July 06*



**Find a copy of INSITE on the web at
www.wds.com.au**





Packaging Division

Warren little (pictured below) manages our Packaging Division— Trading as WDS Sales & Packaging Pty Ltd. We specialize in kit-form fastener packaging to clients requirements and now we also can supply and pack or simply pack customers componentry to spec. Fixed or floating quantities not an issue. If you have a requirement contact Warren on 0418 619 794.



Let WDS pack it right for you!

WDS People Profile

Colin Morrison (Footy Entrepreneur and tipping comp specialist) and of course Fastener Queen Started at WDS - 1998

Position— Phone Sales/ Quotations and Footy Tips



Go the Rabbitoh's



Congratulations to Colin and Kristie who will be welcoming their first child in August this year.

Product of the Month.
Hobson Stainless Timber Screws 304 & 316 Head Styles available Bugle Batten, Button Head, Self Embedding Head Countersunk with Square Drive or 5.00mm In Hex.

Important Notice
Stocktake 2006
WDS will be closing its doors to do a stock count on the following days
Saturday 24th June 2006
Friday Afternoon 30th June 2006
Saturday 1st July 2006
Due to the enormity of the exercise we may inconvenience customers slightly and we apologise to everyone—please forward any complaints to Michael D'Ascenzo Commissioner of Taxation C/o ATO



Delivery Services

WDS crane truck service can deliver to your office or site. Our crane capacity is SWL 750kg suitable for 200litre drums or Threaded rod etc. Our own vehicles have a set run. Other urgent deliveries can be handled by Jet's couriers or non urgent on Couriers Please.

Delivery Charges

Local Wetherill Park - \$7.50 per delivery
Standard Delivery - \$12.50 per delivery
Urgent or Interstate Orders - \$25.00 per delivery



Find a copy of INSITE on the web

www.wds.com.au

WITH THANKS TO OUR SUPPLIERS



2

