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**Introduction to INSITE:**  
 Welcome to our first edition of INSITE—Since being back at the wheel I would like to keep clients informed of any changes , new products new people and the like and also anything interesting happening around us. We will try and get this out as a quarterly newsletter which I will initially mail out and then also have it available from our new website at—[www.wds.com.au](http://www.wds.com.au) you will be able to pick up back issues from the site as well. So as editor in chief, writer, graphic arts designer, typist etc. etc. ; oh and manager of C & E I hope you find INSITE helpful, informative and above all gives you something to read on the toilet.

Enjoy  
*John Perau*



**WDS Product News:**

- Our prime supplier of self drilling screws Bremick Fasteners has announced a slight increase in the price of Class 3 Self Drilling Screws. This 5% increase will be effective from April 1 2006. Your friendly local WDS representative will call round to fill you in. Any price changes will only effect Class 3 items. We believe this will bring the price parity between Class 3 & Class 4 much closer together.
- Powers fasteners now has the new PBI structural anchor available—this anchor is designed to compete with the likes of the Ramset Spatec / Braceset, Liebig and Hilti HSL , WDS can offer competitive pricing and full specifications on the anchor.
- We have a new Demonstration area set up—we can demonstrate the use and test anchoring systems for you—for more info contact Phil Gray—[pgray@wds.com.au](mailto:pgray@wds.com.au) or phone the office.

More Product New page 2

**Product Catalogue 2006**

Been months in the making but its almost there—the WDS product catalogue will cover about 80% of the products we carry and will be a good reference to what we can source for you—Once I have it finished I will post a note on our website, so keep checking.



Find a copy of INSITE on the web at  
[www.wds.com.au](http://www.wds.com.au)





# INSITE

## Tech Help:

How can we help?

- Specification and testing of Mechanical and Adhesive anchors
- Conformity certification on products (ETRS)
- Onsite load testing of anchors
- General fastening advise
- Finding alternative fixings
- Need more info contact Phillip Gray



## WDS People

Phone Sales—

Lenka- (office manager phones)

Colin- (Phone sales and quoting)

Email- [sales@wds.com.au](mailto:sales@wds.com.au)

Anthony—(Counter sales /Phones)

Nathan-(Counter sales/ Phones)

Representatives-

Phillip Gray- (Worlds oldest living Technical Rep)

Email- [pgray@wds.com.au](mailto:pgray@wds.com.au)

Cameron Jess- (The new guy—knows his stuff)

Email- [cameron@wds.com.au](mailto:cameron@wds.com.au)

Andrew Bartolo- (Field Sales Local )

Email- [abartolo@wds.com.au](mailto:abartolo@wds.com.au)

Damien Lane-( Field Sales Everywhere Else)

Email- [dlane@wds.com.au](mailto:dlane@wds.com.au)

Phone—02 8788 8000

Fax- 02 9725 1622

## Website

WDS are constantly upgrading our website —we now post any specials on the site monthly— we are expecting to have it complete & user friendly over the next few months.

[www.wds.com.au](http://www.wds.com.au)

## Product of the Month.

Check out the Mungo promo on the web—

Its great value and you get a free tackle box!



## Gossip-

- WDS becomes Kingchrome distributor from April 1 WDS will become a distributor Kingchrome quality tools—see your rep for a catalogue (Good stuff)
- USA- WDS signs a supply deal with one of the USA door manufacturers to export Eltrak door systems —thanks to 2 years of hard work from Kerry & the team in the USA and Garry our GM here in Australia — our efforts in the USA will finally come to fruition over the coming months.



## Improved delivery service:



In an effort to improve our service to clients we are revising our delivery service we offer to our customers. We generally use Jets couriers but will now have our own vehicles out on the road more often to get the goods there even quicker. To help us get this service up and running we ask that when placing orders you specify how urgent the goods are so that we can prioritize orders as they arrive, our friendly phone sales staff will prompt you when phoning orders through.



Construction and Engineering Products

Find a copy of INSITE on

the web [www.wds.com.au](http://www.wds.com.au)

WITH THANKS TO OUR SUPPLIERS

