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**EDITION 3- CHRISTMAS—New Year 2006/7**

### Insite Update

*I should call this edition the better late than never that eventually did happen? - work that out. We have all been busier than a one armed bricklayer in Baghdad so I have to burn the midnight oil to get the news out this time round. Thanks to all of you guys who have supported us over the year; I hope we have added some extra value to the business for you. Over the coming months we will be launching a new image starting with a corporate catalogue supporting and highlighting our major and not so major suppliers and their wares. Into the new year we will also start the process of updating the shop front, standardizing our logos and have a whole new theme to the place, it will be a breath of fresh air. We are also at the beginning of a new computer upgrade which will make things run a little smoother as well.*

JP

### WDS Product News:

- *Kincrome Tools has been a big success for WDS—the range is constantly growing so keep check of the bi-monthly specials for a bargain on some new toys (sorry tools)*
- *Panasonic cordless tools—we now have the new range of Panasonic cordless with Cobalt Li-ion Battery technology—see the boys for more info - its a good time to upgrade.*
- *Did you know we carry a large range of automotive clips and fixings in stock—it may be worth the call.*
- *Need a pump or a pressure cleaner? We are now premium distributors for Aussie pumps, so give us a call.*
- *It looks as though pricing may be finally stabilizing in the fastener industry. We may have a break from increases over the next few months but time will tell.*
- *Estwing—America's leading brand of striking tools (hammers) and prying bars now in stock.*



### On the Road with Andrew B

*What's it really like to be on the road— I'll grab Andrew and get him to tell us what is an average day on the road for WDS.*

*JP - How many Customers do you look after?*

*AB - About 300 clients all told.*

*JP - What type of clients do you cater for?*

*AB - My expertise is the Transport /Automotive Industries but I also look after a lot of Electricians, Plumbers and Builders and the like.*

*JP - What do you do for your clients?*

*AB - I like to display new products , I do customers' stock orders, sort any issues they may have and do the occasional urgent delivery and of course work with my customers and help them with any new products or even specifying new products into their line of work.*

*JP - How many calls do you do in a given day?*

*AB - Depending on my run I see between 8 -12 clients per day*

*JP - What time do you hit the road?*

*AB - Normally on the road by 7.30am and finish some time after 5.00pm.*

*If you want to contact Andrew his mobile is 0417 902 113 he will be more than happy to speak with you.*



**Find a copy of INSITE on the web at**

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

**Phone- 02 8788 8000**





# INSITE



## Packaging Division

Did you know that our Packaging Division not only packs products and fasteners but we can also handle that repetitive assembly job that you may have some concerns about. If you need some advice it could possibly pay to give us a call and either Warren or Malcolm will come out to your site to see how we can save you time money and also a few headaches. Here is a sample of what we are currently working on :-

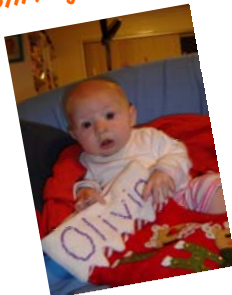


### Product of the Month.

Grade 8 Flange Nuts in 5/8" Unc & Unf, 1/2" Unf and 3/4 Unc & Unf - we have specials on these at the moment. Call for a price. Pricing on these items is now equivalent to a Std Nyloc + G8 washer - its worth the look



*Congratulations to Colin & Kristie  
On the birth of their little girl Olivia  
on 13th August 2006*



## WDS People Profile

Phillip Arthur Gray - born a bloody long time ago and still kicking along - inspired by his dad who had his roots in the fastener industry within the annals of FG Spurway. Phil has had an affiliation with WDS for nearly 20 years and came on board with WDS in 2001 and has not looked back since. Phil now handles the majority of the fastener technical issues for our clients and has a strong background in Self Drilling Screws. Phil's expertise in the field is second to none. If you have any



technical issues re: fastener application just give Phil a call in the office. Phil also has a strong background in Masonry Anchoring - (Chemical & Mechanical) and general bolting applications.

## Need a quicker Pick Up

The counter at WDS sometimes gets a little congested and we are aware of any frustrations you may have; so to make life a little easier for those thoughtful people who place their pick up orders in advance we can speed things up for you - just do the following steps.

- Fax your order to 02 9725 1622
- Ensure its clearly marked pick up and its urgent
- If you have any special requirements please mark that on the order as well.
- Give us at least 90 min's to get it ready (if we have a stock problem we will call you about it).
- Pop in and see Jerry at the receiving /dispatch dock at the lower carpark, sign the paperwork and run.



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WITH THANKS TO OUR SUPPLIERS

