

# NATIONAL TRADE CONFERENCE

CAIRNS CONVENTION CENTRE CAIRNS | QLD | MAY 2014



**HOME**  
TIMBER & HARDWARE

GO WHERE THE TRADIES GO



*Nothing's too hard.*

**EVENT PROGRAM**  
Mon 5 May - Wed 7 May 2014



**WE ARE  
TRADE**

NATIONAL TRADE CONFERENCE CAIRNS 2014

# ACCOMMODATION & LOCATION MAP



**Novotel Cairns Oasis Resort**  
122 Lake Street, Cairns QLD 4870  
(07) 4080 1888  
CHECK IN: 2PM – CHECK OUT: 11AM

**Shangri-La Hotel - The Marina**  
Pier Point Rd, Cairns QLD 4870  
(07) 4031 1411  
CHECK IN: 2PM – CHECK OUT: 11AM

**Cairns Cruise Liner Terminal**  
Corner Wharf & Lake St, Cairns QLD 4870

**Pullman Cairns International**  
17 Abbott Street, Cairns QLD 4870  
(07) 4031 1300  
CHECK IN: 2PM – CHECK OUT: 11AM

**Hilton Cairns**  
34 Esplanade, Cairns QLD 4870  
(07) 4050 2000  
CHECK IN: 2PM – CHECK OUT: 11AM

**Cairns Convention Centre**  
Crn Wharf & Sheridan St, Cairns QLD 4870

## GENERAL INFORMATION

- Overnight accommodation for nights of Mon 5, Tues 6 & Wed 7 May 2014
- Airport transfers will be arranged at nominated times from/to Cairns Airport on Sun 4, Mon 5 and Thur 8 May 2014.
- A tradies-style breakfast will be served at the Cairns Convention Centre on both days (Tues & Wed) rather than at individual hotels.
- Dress code for all day/night functions is **NEAT CASUAL**
- Dress code for Gala Awards Dinner is **'AFTER 5'** i.e. shirt/slacks/jacket (no jeans) for men and cocktail wear for ladies.
- All delegates ensure you arrive on time for all sessions and functions
- Name lanyards must be worn at all times. No lanyard = no entry
- Name lanyards are colour coded and will not permit access to events beyond your registration type

## DAILY AGENDA

The event program has been designed to maximise your time with industry colleagues with the right blend of business and social activities. We recommend attendance on DAY ONE and DAY TWO for all delegates.

MONDAY 5TH MAY 2014		
TIME	EVENT	LOCATION
All Day	Flight arrivals, airport transfers to hotels	
9.00 am - 5.00pm	Registration Desk Open	CCC Foyer
9.00 am - 6.00pm	Exhibitor Bump-In	CCC Great Hall
DAY ONE		
TUESDAY 6 MAY 2014		
7.00am - 8.00am	Tradies Breakfast	CCC Outdoor Plaza
9.00am - 5.00pm	Registration Desk Open	CCC Foyer
8.00am - 5.00pm	Trade Show	CCC Great Hall
10.00am - 10.30am	Morning Tea	CCC Great Hall
12.30pm - 2.00pm	Lunch	CCC Great Hall
3.00pm - 3.30pm	Afternoon Tea	CCC Great Hall
5.00pm - 10.00pm	Trade Show Bump-out ( <i>Exhibitors only</i> )	CCC Great Hall
6.00pm - 7.00pm	Partner Rewards Cocktail Hour ( <i>Partner Rewards suppliers only</i> )	Cruise Terminal
7.00pm - 9.30pm	Welcome Dinner	Cruise Terminal
DAY TWO		
WEDNESDAY 7 MAY 2014		
7.00am - 8.30am	Tradies Breakfast	CCC Outdoor Plaza
6.30am - 4.45pm	Registration Desk Open	CCC Foyer
8.30am - 12.30pm	Conference Plenary Session	CCC Hall A&B
10.30am - 11.00am	Morning Tea	CCC Foyer
12.30pm - 2.00pm	Lunch	CCC Outdoor Plaza
2.00pm - 3.00pm	Exhibitors/Media	CCC Mezzanine
2.00pm - 4.15pm	Business Sessions	Thrifty-Link Hardware
2.00pm - 4.15pm		Home Timber & Hardware Independents
2.00pm - 4.15pm		Home Timber & Hardware Company Stores
7.00pm - 7.30pm	Pre Dinner Drinks	CCC Foyer
7.30pm - 11.00pm	Valspar Gala Awards Dinner	CCC Great Hall
THURSDAY 8TH MAY 2014		
6.00am - 4.00pm	Airport transfers (nominated times only)	

### REGISTRATION DESK:

All delegates must present themselves to the Registration Desk prior to gaining access to the Trade Show. Registration desk open daily. ONSITE ASSISTANCE: (07) 4042 4300.

# DAY ONE HIGHLIGHTS

**WHERE:** Cairns Convention Centre

**From 7am** Registrations Open  
**7am - 8am** Tradies Breakfast  
**8am - 5pm** Trade Show  
**6pm - 7pm** Partner Rewards Cocktail Hour (partner rewards suppliers only)  
**7pm - 9.30pm** Welcome Dinner



\*\* Special Trade Show appearances from NRL players 8am - 9am \*\*

## HOW TO PLACE AN ORDER AT THE TRADE SHOW

This year we have simplified the ordering process with an Online Ordering System tailored for this event whereby stores simply visit a stand to have their order placed in real time.

1. The Online order system is just like an online shopping cart
2. Stores simply visit a supplier stand and select the deal/s and quantities you wish to order from that particular supplier
3. Once a supplier keys in the store details into the system, the order is instantly submitted.
4. After submitting an order, a receipt is emailed to the supplier AND store.
5. At the conclusion of the event store orders will be uploaded into our systems and any appropriate administrative paperwork produced.

## PLACE AN ORDER TO WIN!

Place an order AT THE SHOW to go into draw to win a \$1,000 WISH Gift Card!

- For every order placed on the day you gain 1 entry
- For orders placed on the day between 8am - 9am you gain 2 bonus entries
- The more orders you place, the more rewards on offer!
- Winners will be drawn at the conclusion of the trade show once all orders are placed



## HOW TO PLACE AN ORDER OUTSIDE OF TRADE SHOW HOURS

For orders placed outside of Trade Show hours, the online ordering platform will NOT be accessible and stores must place orders via the usual Trade Show ordering process.

**For Warehouse Lines:** Submit your orders electronically as PL884. Orders will be delivered by the end of June 2014.

**For Chargeback Lines:** Submit orders directly to each supplier. Orders will be delivered to your store as soon as suppliers can deliver after the Trade Show. Subsequent order queries should be directed to Firstpoint on 1300 131 843.

## PALLET LANE

Special volume buys will be showcased at the Pallet Lane display on the Trade Show floor. Check out some fantastic bulk-purchase deals offered by suppliers and visit the exhibitor booth to hear more about placing an order.

## LISTEN & LEARN SEMINAR

A series of interactive seminar presentations will provide valuable insight into product trends and developments from some of our key trade suppliers.

REFER TO TRADE SHOW SIGNAGE FOR SEMINAR TIME SCHEDULES

## HOME TIMBER & HARDWARE GROUP STAND

A dedicated HTH 'support' area will be set up to discuss group member opportunities with the HTH team. Learn more about our support programs and services from the topic experts.

# WELCOME DINNER

**WHERE:** Cairns Cruise Liner Terminal

**TIME:** 7.00pm - 9.30pm

Join us at this iconic, heritage-listed waterfront venue for a casual evening to soak up the sights and sounds of Cairns.

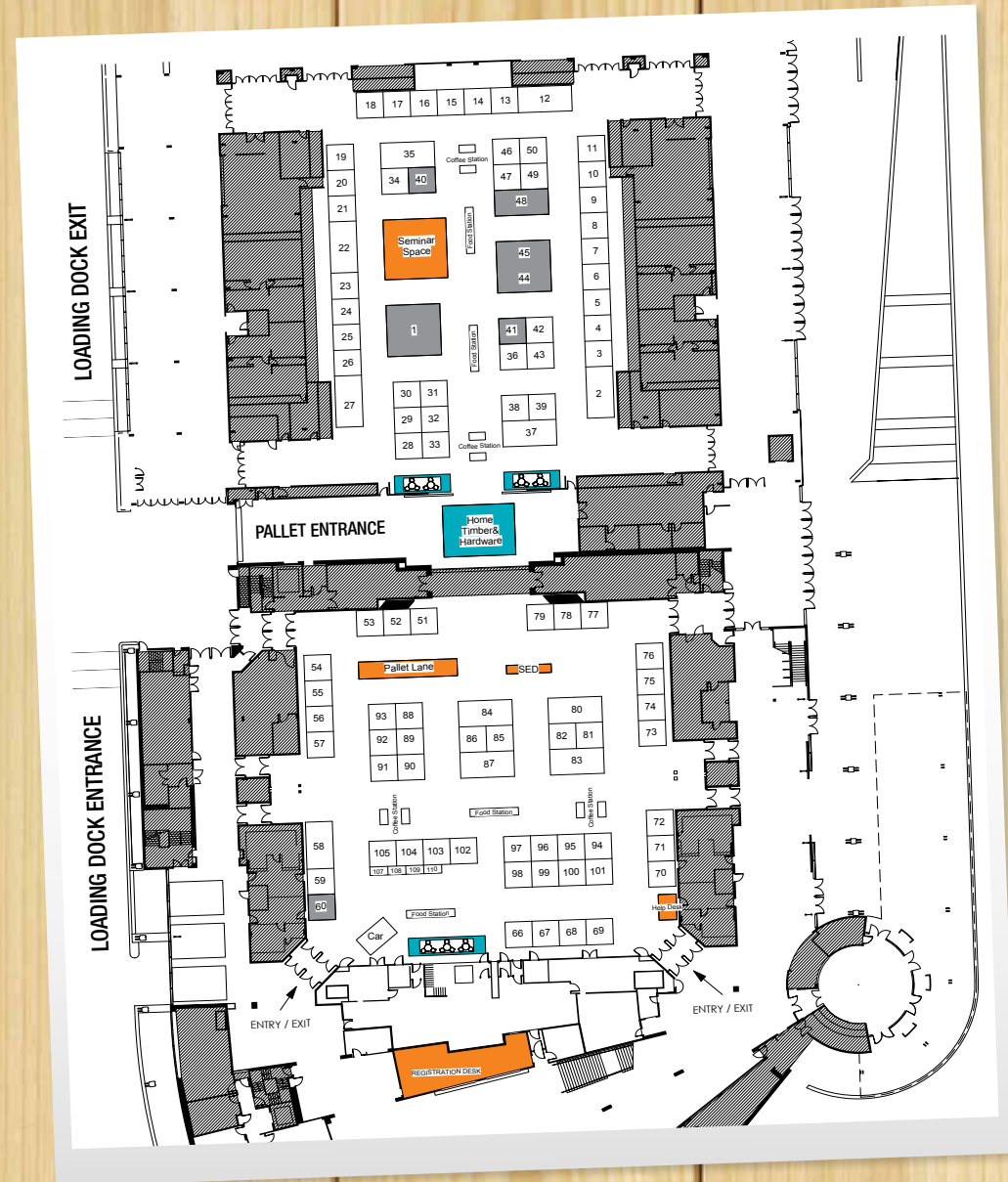
Walking distance from city hotels, the heritage-listed Cruise Terminal sits surrounded by well-maintained gardens on one side and the stunning views of the Trinity Inlet and passing boats on the other. Even the original rail tracks have been featured in the redevelopment as well as the clock tower and bronze bell, which have a special association with the Cairns community having functioned as the city's and wharf's timepiece since 1948 and is now pride of place in the new terminal.





# EXHIBITOR LIST & FLOOR PLAN

Abso Industries .....	16	Josco .....	68
ABUS .....	48	Karcher .....	76
Airco Fasteners.....	72	Kimberley Products.....	104
Allpower Industries .....	25	Kinchrome Tools & Equipment .....	32
Apex Tool Group.....	51	Laminex .....	19
Assa Abloy Australia Pty Ltd .....	44	Lysaght .....	57
Bayer Material Science.....	21	Marbletrent.....	89
BGC Fibre Cement.....	47	Methven Australia .....	93
Boral.....	37	Meyer Timber .....	17
Bostik.....	28	Mildon.....	53
Brasshards Mixx Tapware.....	91	Neta Industries .....	2
Bremick Fasteners.....	38	Norma Group.....	35
Bromic Pty Ltd .....	70	NuPlastex.....	96
Carter Holt Harvey.....	5	Oldfields Holding.....	60
Castel Electronics .....	81	Onesteel Reinforcing.....	8
Cement Australia .....	46	Otter Group .....	42
Chubb Fire & Security Pty Ltd .....	97	Pacific Wood .....	109
Composite Materials .....	87	Paslode Australia .....	18
Corinthian Industries .....	33	Philips Lighting Australia .....	102
Cowdroy.....	26	Philmac.....	55
Crompton Lighting .....	59	Porta Mouldings .....	14
CSR .....	22	Positec Australia .....	10
Davids Timber.....	13	Practica MMC.....	98
DEKS Industries.....	71	Profile & Principal Kitchens .....	84
DTA Australia.....	95	Rain Harvesting .....	56
ED Oates.....	49	Rapid Mesh.....	105
Euro Appliances.....	83	Reliance Worldwide.....	67
Everhard Industries .....	75	Rein .....	82
Factory Direct Fencing .....	66	Rheem Australia Pty Ltd .....	77
Faulkner Industries .....	20	Rinnai .....	52
FIX A TAP Australia.....	78	Saint Gobain Abrasives.....	24
Fletcher Insulation.....	79	Scott Safety .....	73
Forme Bathroom.....	88	Selleys .....	31
Franke .....	86	Sika Australia.....	40
Gainsborough Hardware.....	50	Sikkens - Hammerite .....	100
GE Capital .....	110	Simmonds Lumber .....	15
Gemini Bathrooms.....	90	SNA E .....	6
Gracott Industries Pty Ltd .....	92	Spanbilt.....	54
Gunnernsen Plywood Services.....	7	Spot-On Laser And Tool.....	99
Handlight Skylights by Acol.....	74	Stanley Black & Decker.....	41
HB Fuller .....	4	THOR Protective Products .....	107
Hitachi Power Tools Australia.....	30	Tilling Timber (Smartframe) .....	11
Home Appliances.....	80	Timberlink Australia .....	9
HPM Legrand .....	108	UBIQ .....	94
HR Products .....	58	Valspar Australia Pty Ltd.....	1
Hume Doors & Timber Australia.....	36	Vespol Building Products.....	101
Hyne Timber .....	3	Water Filters Australia .....	85
Irwin Tools .....	39	Werner Co.....	45
ITI NSW Pty Ltd.....	23	White International .....	12
ITLS Australia .....	103	Whites Group .....	34
ITW Proline.....	27	Wilmaplex Pty Ltd .....	69
James Hardie Australia .....	43	Woodhouse Timber .....	29



# DAY TWO HIGHLIGHTS

<b>WHERE:</b>	Cairns Convention Centre
<b>From 6.30am</b>	Registrations Open
<b>7am – 8.30am</b>	Tradies Breakfast
<b>8.30am – 12.30pm</b>	Conference Plenary Session
<b>From 2.00pm</b>	Group Business Sessions (refer below)
<b>From 7pm</b>	Pre-Dinner Drinks
<b>7.30pm – 11.00pm</b>	Valspar Gala Awards Dinner

## CONFERENCE PLENARY SESSION

The Conference plenary session will deliver key insights into the HTH Group trade program, as well as inspire, motivate and provide you with key learnings to apply in your business via our keynote speaker platform.

James Aylen (GM Home Timber & Hardware Group) and Mark Crotty (National Manager Commercial Operations) will lead a field of high-profile business speakers:

## SPEAKERS & MC



### Harley Dale | HIA Chief Economist

Harley Dale has over 20 years' experience as an economist and has held a wide variety of role across New Zealand, Australia, Hong Kong, and the United Kingdom. After beginning his career as an international economist specialising in East Asia, Harley has for the past 15 years focused primarily on Australia's construction industry, especially residential. He brought up ten years at HIA in September 2013 and has held the position of HIA Chief Economist since November 2007. Harley is a highly regarded public speaker on the residential construction industry and is a regular media commentator on housing-related issues.



### Dave Staughton | MC & Keynote Speaker

Dave Staughton is a scientist, author and award-winning businessman who helps businesses find opportunities to make more sales. As an expert on selling in quiet & turbulent times, Dave can show you how to maximise the value of your business and make the most of everything you already have.

Starting work at age 6 in the family Homestead Hardware store in St Kilda, Dave now has over 30 years' experience in a broad range of industries including Mining, Retailing, Hospitality and Consulting.



### Gorden Tallis | NRL Legend

Regarded as one of the toughest forwards in the game's history and one of Australia's most inspirational indigenous sports stars, Townsville-born Gorden Tallis is an iconic figure in Australian sport. Given the moniker 'The Raging Bull' because of his fearless, no-holds-barred style of play, Gorden Tallis won three Premierships with the Broncos and forged a reputation as the most feared forward in the competition. A Queensland legend, Tallis wore the Maroon jersey with distinction on 20 occasions in State of Origin, captaining the side from 1998 to 2001. He captained the Kangaroos in 2002 and finished with 11 tests for Australia. After 12 years of terrorising his opposition in the NRL, he retired at the end of the 2004 season. Tallis continues to have a strong presence in the game as a sports commentator with Fox Sports and various other media commitments.

## AWARDS

The following awards will be presented at our Gala Awards Dinner on the final evening. Best of luck to all trade exhibitors and stores!

### STORE AWARDS

2014 National Trade Store of the Year  
2014 VIC/TAS Trade Store of the Year  
2014 NSW/ACT Trade Store of the Year  
2014 QLD Trade Store of the Year  
2014 SA/NT Trade Store of the Year  
2014 WA Trade Store of the Year  
2014 Best Young Retailer

### SUPPLIER AWARDS

2014 National Trade Supplier of the Year  
2014 Trade Supplier of the Year | Timber  
2014 Trade Supplier of the Year | Building Materials  
2014 Trade Supplier of the Year | Plumbing, Kitchens & Appliances  
2014 Trade Supplier of the Year | Trade Maintenance  
2014 Exhibitor of the Year

# BUSINESS SESSIONS

The dedicated business sessions (PM) offer a more interactive approach designed specifically for each group.

## HOME TIMBER & HARDWARE INDEPENDENTS

### Range Reviews (45 mins)

Presented by HTH Group Buyers, this session offers key insights into our Range Review program - category hierarchy & market dynamics, customer behaviour insights, range opportunities and key learnings via testing in our company stores. The session will focus on outcomes from Power Tools, Safety / PPE, Collated Nails and Post Support & Timber Connectors categories.

### Trade Insights (45 mins)

Presented by the HTH Group Trade Buyers, this session puts the focus on our trade buying program. Timber insights - what's new, trends and opportunities for our group - plus insights into our Plumbing, Kitchens and Building Materials categories including upcoming Range Reviews. This is an opportunity to engage with buyers and hear about our trade buying program.

### Cash Flow Management / Debt Collection (45 mins)

A dedicated session on cash flow management and cash flow impacts to a small business e.g stock turns, rosters, flexible staffing, utilities etc, with specific focus on collecting debt from builders and other trades with 30 day trading accounts.

## THRIFTY-LINK HARDWARE

### Maximising your Future Business Opportunities (80 mins)

Presented by Dave Staughton, a renowned business speaker specialising in helping businesses make profits during turbulent times, this session focuses on making the most of every enquiry, every sale and every transaction. Whether you are working on a Business Growth plan, a Succession Plan or a future Exit Sale, Dave will share ideas on making the most you can from your business:

- Tips and techniques for improving your profits in a transforming marketplace
- Ideas on how to change old habits and behaviours to get more buy-in and commitment
- Possible issues and ideas for your business and a range of future potential opportunities
- The importance of your business being "Sales Ready" at any time and having a gameplan

### Range Reviews (45 mins)

Presented by HTH Group Buyers, this session offers key insights into our Range Review program - category hierarchy & market dynamics, customer behaviour insights, range opportunities and key learnings via testing in our company stores. The session will focus on outcomes from Power Tools, Safety / PPE, Collated Nails and Post Support & Timber Connectors categories.

## EXHIBITORS / MEDIA SESSION

### Opportunities with the Home Timber & Hardware Group (60 mins)

Presented by James Aylen, this informal briefing session aims to give suppliers further insight into Home's next phase of growth and sales & profit opportunities available to suppliers who support these strategies. This session will also be a chance to provide feedback on the 2014 Conference program as well as hear first details of our 2015 National Conference program. Not to be missed.



OUR VALUED EVENT PARTNERS

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