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COVER STORY P4



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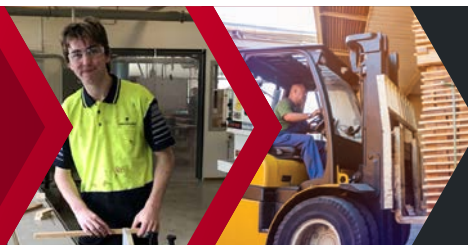
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Farm forestry grant

The Murrundindi Farm Forestry Project secures \$130,000.

MURRINDINDI Shire Council, acting on behalf of the community-led Farm Forestry Innovation Working Group, has secured \$130,000 in Victorian Government funding.

The funding will enable delivery of the Murrundindi Farm Forestry Project, a strategic initiative to assess the current state of farm forestry across the Shire, identify opportunities for growth and innovation, and build on the region's deep expertise in forestry and land management, the Council says.

The project will explore the potential for small to medium-scale plantations

on farming land, supporting income diversification through products such as sustainably harvested timber, firewood, carbon offset credits, eucalyptus oils and native food production. A proposed pilot Farm Forestry Interpretive Centre will also be developed to share knowledge, showcase innovation and support best practice across the industry.

The investment builds on the foundations of Shaping Murrundindi's Future, a community-led initiative supporting the region's economic diversification in response to the Victorian Government's phase-out of



Councillor Sandice McAulay is a keen supporter of the farm forestry project. Image: Supplied

native timber harvesting. The Council says farm forestry is emerging as a key opportunity for innovation, aligning with Council's environmental

values and the community's aspirations for a more resilient and sustainable future.

"This investment will help our community explore the economic and environmental potential of farm forestry," said Council's economic development portfolio councillor, Sandice McAulay. "It supports our vision for a stronger, more diversified local economy, and Council looks forward to working with the community and industry partners to explore how farm forestry can deliver long-term benefits for Murrundindi Shire."

For more on Farm Forestry, see page 3.

Net zero for SA forest trucks

THE State Government is investing \$200,000 towards the Decarbonising the Freight Task – Driving to Net Zero project, a joint South Australian Forest Products Association (SAFPA) and Tabeel Trading venture.

The funding, provided under the South Australian Wood Fibre and Timber Industry Master Plan, supports the Malinauskas Government's

vision of decarbonising forest freight to further reduce carbon emissions across one of the hardest-to-abate sectors – heavy freight transport.

The project will include new technologies



Mt Gambier-based Fennell Forestry has been running successful electric logging truck trials since early 2023. Image: courtesy Fennell Forestry

aimed at reducing reliance on diesel, with the end goal to decarbonise forestry's freight trucks through electrification, which will deliver substantial carbon savings.

For more details, click [here](#).

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From Paddock to Pre-Fab

Full program announced for 2025: Doing Timber Business in Queensland Conference.

THE 2025 *Doing Timber Business in Queensland Conference*, themed *From Paddock to Pre-Fab*, invites landholders, producers and the forest and timber industry to explore how timber, carbon and cattle can work better together to boost resilience, productivity and profitability on Queensland farms, while delivering wood supply for our future building needs.

With day one co-hosted by Timber Queensland and AgForce Queensland, the conference brings together practical insights, new market signals and emerging investment models that promise to unlock fresh value and opportunities for farmers and forest managers alike. The two-day event covers everything from silvopastoral systems to modern construction innovations driving demand for local timber supply.

"Our Doing Timber Business in Queensland conferences have earned a prestigious reputation for quality—and 2025 raises the bar again," said Timber Queensland CEO Mick Stephens.

"We are very pleased to welcome Australian Retirement Trust, a long-term supporter of both Timber Queensland and AgForce, as Gold Sponsor of the event.

"This is a rare chance for all of our partners to engage with the full timber value chain, from the paddock through to prefabricated innovation."

The conference will examine Timber Queensland and AgForce Queensland's



Discover how trees, timber and cattle can work together to deliver better returns, stronger land stewardship and new market opportunities. Image: courtesy Timber Queensland

shared vision for sustainable land use, industry resilience and long-term investment in regional Queensland.

Day 1 explores how integrating trees and grazing enterprises can benefit land, stock and the bottom line. Sessions cover opportunities under the Queensland Future Timber Plan, the impacts of new EU deforestation and illegal logging rules, and findings from MLA's 'Steak n Wood' silvopastoral trials. Financial modelling, certification and tools like AgCarE, a tool that provides an evaluation of agriculture and natural capital on a property, will also be presented.

The day concludes with the *Carving out Connections: Steaks and Stumps Industry Dinner*, sponsored by Rivers Insurance.

Day 2 shifts to timber innovation and construction markets, showing how the demand for sustainable materials is expanding timber's role in Australia's building sector. Sessions highlight modern methods

of construction, and updates on mid-rise timber building codes and design standards, including case studies.

A guided site tour

program, sponsored by Hyne Timber, includes visits to a mass timber building, a hybrid prefab construction facility and a development showcasing traditional truss and frame construction.

"This event brings together growers, producers, processors, builders, investors and innovators to shape the future of Queensland's forest and timber industries," said Stephens.

"It's a rare opportunity to see the full picture of where the industry is heading and take part in two days of discussion, insight and action."

[Click here for the full program and to register.](#)



**FROM PADDOCK TO PRE-FAB
DOING TIMBER
BUSINESS IN
QUEENSLAND
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DAY 1
Building Farm Resilience
Queensland's Future Timber Plan // EUDR and illegal logging // Timber, Beef and Carbon Opportunities

DAY 2
Building our Future in Timber
Housing demand // Modern Methods of Construction // Timber mid-rise apartments // Social housing

PLUS
Steak & Stumps Industry Networking Dinner
Industry Site Tour Program

www.TimberQueensland.com.au/events
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Canadian fire help

FCNSW is rotating in more experienced firefighters to Alberta.

FORESTRY Corporation firefighters from Tumut and Deniliquin will deploy to Canada this week to reinforce local and international crews battling ongoing wildfires, where close to five million hectares have been burnt, approximately 150 wildfires remain active and multiple communities have been evacuated.

Forestry Corporation's Linda Cotterill of Tumut will deploy to the position of Divisional Supervisor in Alberta and Peter O'Toole of Deniliquin will deploy as an Incident Management Team Safety Officer in Manitoba. The firefighters will be based in Canada for four weeks, working in challenging conditions.



Joel Dawson briefing a group of firefighters in Alberta, Canada, including National Parks and RFS personnel from Australia and other international and local teams. Photo: FCNSW

Cotterill has been involved in fire management throughout Australia for 28 years but

this is her first international deployment.

She said, "I have been fortunate to work all over Australia on fire management and suppression across 28 seasons as both a volunteer and professional forest firefighter.

"There are tens of thousands of people who have been evacuated in Canada. Family is very important to me and I know what it means when people are managing fires and also wanting to be home assisting their loved ones and communities. I'm grateful to have the support of my partner and three sons, as well as my manager and colleagues picking up the additional load back home, to be able to provide that assistance and relief to the Canadian firefighters.

"I'm very grateful for the opportunity and looking forward to seeing how things are done differently and what I can bring back to share with Forestry Corporation and for our region. There are

a lot of lessons that I have gained when firefighting interstate and international firefighting is another dimension that can help us improve forest firefighting in Tumut."

O'Toole has been a forestry firefighter for nearly nine years and this is his first international deployment.

"I am particularly grateful for the opportunity to repay the Canadian

services for their help in the 2019-20 fire season. During the 2019-20 season I worked alongside Canadian and Kiwi firefighters who came in to support us and I have worked with a lot of Canadians as seasonal staff over many years. I am looking forward to being able to help them out in return," he said.

The deployment follows a formal request for assistance through international firefighting agreements and highlights the strong collaboration between Australia and Canada in emergency response.

It is the third Forestry Corporation deployment to Canada this winter, with eight Forestry Corporation staff deployed in June and currently completing month-long deployments. These included Ruth Williams of Bathurst, James Baker of Bombala, Ivan Gorman of Grafton, Luke Secombe of Coffs Harbour,

Cont P 7

Australian Forest Products Association

AFPA THE LEADING VOICE FOR AUSTRALIA'S FOREST PRODUCTS SECTOR

Fire ants on the move

The deadly pest has reached well beyond Brisbane.

WITH dispersal methods ranging from forming rafts and floating on floodwaters, to hiding in retail plants and mulch, vicious fire ants are crafty little bastards. At the start of this month, a nest was found in Tweed Heads, NSW, now the Invasive Species Council (ISC) reports that a major outbreak has been detected at BHP's central Queensland Broadmeadow coal mine, 800km away from the known infestation zone.

The detection was identified and managed by the National Fire Ant Eradication Program, which acted swiftly to destroy the nests using direct nest injection treatment. Further surveillance and broadscale treatment are underway across the impacted area.

Fire ants pose a serious risk to communities, agriculture, and the environment. This detection reinforces the importance of strict compliance with fire ant biosecurity regulations, especially when moving materials that can carry fire ants.

Central Highlands Regional



Baits that render queen bees infertile are the best way to eradicate fire ant nests Image: courtesy Invasive Species Council

Council said genetic testing and tracing is being conducted to determine how the ants reached Moranbah. When breaches of biosecurity protocols are identified, the program may take compliance action.

"I am incredibly angry about this," said Reece Pianta, advocacy manager at the ISC.

"This is not bad luck, it's a spectacular failure because of known gaps in funding, enforcement and surveillance. Australia's last chance to

eradicate deadly fire ants is being destroyed because governments are dithering and delaying critical funding increases.

"We have warned for two years that there is a major gap in funding for suppression, with nest densities off the charts south of Brisbane."

The ants travelled to the mine in organic materials purchased in SE Queensland, and Pianta calls for anyone buying materials like soil, hay, mulch, manure, quarry

products, turf, seedlings and potted plants from that region to inspect deliveries thoroughly.

He also called for a \$24 million investment in eradication, saying, "If we don't put in the funding needed now, we risk a \$2 billion per year hit to our nation's economy, environmental devastation and human fatalities."

For more on fire ants, including how to identify them, click here.

Nominate today

2025 Richard Stanton Memorial Leadership Award nominations extended.

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Entries close August 15, 2025.

Responsible Wood 

RW/1-10-1

Modelling raises ACCU concerns

ENEWS has previously reported on the proposed Improved Native Forest Management in Multiple-use Public Native Forests Method (INFM method). One of the four new proponent-led methods prioritised for development under the Australian Carbon Credit Unit scheme (ACCU), it involves stopping or slowing down the harvesting of native forests.

The INFM method was proposed by the NSW Department of Climate Change, Energy, the Environment and Water, which argued that not harvesting the forests for timber or letting them grow older before cutting them down, could enable ACCUs to be issued for storing more carbon.

At the time of its announcement, multiple forestry groups criticised the proposal, both because it went directly against NSW government commitments to maintain native timber harvesting and because the risk of the method increasing rather than storing carbon seemed very real.

Now, Industry Edge has released its FWPA-funded report *Leakage Modelling Review of the Proposed 'Multiple-use Public Native Forests' Method*, which raises serious questions about the method's underlying methodology.

Proponents of the INFM method contend it involves low levels of potential emissions leakage. Those that do exist are attributed to "additionality" and "the risk that a decline in harvesting in multiple-use public native forests could trigger

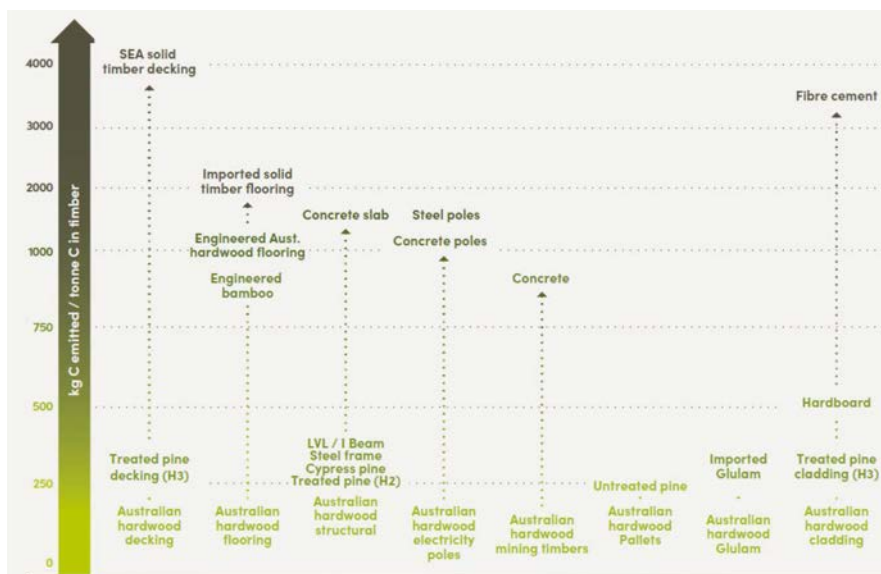


Fig. 10 from the report, emission footprints for Australian hardwood wood products and their likely replacement products. Source: Ximenes, and Forest & Wood Products Australia

an increase in harvesting in private native forests." However, the review provides a detailed market analysis focused on the critical issue of emissions leakage associated with the INFM method and concludes that it entails a significant risk of emissions leakage, largely due to expectations of product substitution. It warns that implementation of the proposed method could result in emissions greater than the abatement achieved under it.

As the executive summary of the report says, "Removing a source of supply of wood products does not reduce demand for those products, or for other products that can meet the same end use application."

Housing needs will continue to drive demand for timber products, with Federal and State programs inked in for coming years. Removing native forest harvesting necessitates finding a replacement for those building materials.

As the report says, "In the case of substitution to other

wood products, emissions leakage can be expected to be at least equivalent and potentially greater than any abatement, including from other Australian jurisdictions, and from imports.

"However, the proponents of the proposed INFM method concede substitution away from wood products altogether will arise from the proposal. Moreover, the proposal recognises the substitution will be into 'high carbon' products like steel, concrete and aluminium. Australia has already experienced significant substitution away from wood products into high carbon materials, especially steel, concrete and aluminium over the last decade and longer."

The report noted that external forces pushing a change in materials leads to building delays – exactly like those that we experienced during Covid – as various levels of the supply chain change. For builders shifting materials, it's an expensive re-training and re-tooling and they are unlikely to shift back to timber in the future, locking

in these higher-carbon building methodologies.

Even when materials substitution is restricted to wood products, the report found that these did not equate to the carbon savings the method hopes for. Accelerated harvest of plantation timbers lowers the amount of carbon stored in that timber

and requires more resources to manage and manufacture more intensively. Significant increases in the use of EWP also requires more carbon investment in manufacture and transport – though there is an attendant benefit in more efficient building systems using these products. Imports, which have already increased notably in the past decade, come with high transport carbon costs and risks of unsustainable forestry practices and deforestation – all adding to rather than lowering the carbon cost of the materials.

The report concludes: "It is important that there is no single point of leakage to address. This colander of potential leakage points means there are no mitigants available under the INFM method to avoid leakage and accordingly, leakage can reasonably be anticipated to be at least as great as any abatement under the proposed method."

To download the report, [click here](#).

SEPTEMBER

2-3: Timber Queensland Biennial Conference "Doing Timber Business in Queensland" – Brisbane.

For more information, email admin@timberqueensland.com.au

7-12: Gottstein Trust's Understanding Wood Science Course – Albury and Canberra. The course is designed to provide exposure to a wide range of industry & research experts and includes site visits to leading plants across three types of end products. For further information and registration details visit [https://gottsteintrust.org/grants-courses/understanding-](https://gottsteintrust.org/grants-courses/understanding-wood-science-course)

[wood-science-course](https://gottsteintrust.org/grants-courses/understanding-wood-science-course)

13: SAVE THE DATE: WFTN Cocktails for Charity event – Brisbane, 2.00pm - 6.00pm.

Sponsorship opportunities available - contact jenni@versacetimbers.com.au
More details to follow.

18-19: SAVE THE DATE: THU 18 - Onetrak/Tigercat field demonstration day followed by AFCA AGM & dinner. FRI 19 - Networking breakfast – Canberra. More details to follow.

OCTOBER

13-14: Timber Construct 2025 – Melbourne. To register your interest, visit <https://timberconstruct.org/>

20-22: International

Woodchip and Biomass Seminar and Networking Event – Singapore. For more information visit <https://danaevents.co.nz/2024singapore/home>

20-23: Forestry Australia 2025 Conference

– **Adelaide Convention Centre, Adelaide.** The conference theme is 'Restoring forests and landscapes to secure Australia's future' and aims to develop both local and national collaboration. For more details visit <https://www.forestry.org.au/2025-conference/>

22-23: Melbourne Build 25 – MCEC, Melbourne.

Victoria's largest construction

and design show. For more details visit <https://melbournebuildexpo.com>

23-24: Field Trip – Perth, WA. (Follows on from the woodchip and biomass seminar in Singapore.) For more information visit <https://danaevents.co.nz/2025singapore/fieldtrip>

24: GTTIA – The Barn, Mt Gambier, SA. Nominations are now open for 2025 Green Triangle Timber Industry Awards. Nominate online: <https://gttia.com/nomination-form/> For full details on award categories and submission guidelines, visit: <https://gttia.com/2025-award-categories/>

From P 4

Paul Douglas of Wauchope and James Flanagan of Eden. Matt Model of Bonny Hills is completing a rotation as Divisional Supervisor and Joel Dawson from Eden held the position of Safety Officer.

"The wildfire we are

currently working on is approximately 21,000-hectares in size and has more than 100 people working it," said Model, who has previously completed a 42-day firefighting deployment there two years ago. "I'm pretty lucky to be given a second call up to represent Forestry Corporation

of NSW and Australia on another firefighting deployment to assist our friends in Canada in what's shaping up to be another big fire season across the provinces."

Forestry Corporation continues to support bushfire preparedness and response efforts both at home and

abroad, ensuring its fire specialists are ready to assist wherever they are needed most.

On the cover: Matt Model (front left) beside Joel Dawson in Alberta, with other firefighters, including a large contingent of NSW RFS and a team from Alberta Wildfire. Image: courtesy FCNSW



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Illegal logging compliance

With the new laws now in force, some common problems exist.

AUSTRALIA'S reformed illegal logging laws (Illegal Logging Prohibition Act 2012 (Act) and the Illegal Logging Prohibition Rules 2024 (Rules)) came into effect in early March. This week, the Department of Agriculture, Fisheries and Forestry (DAFF) has talked about compliance as part of its ongoing education program around the changes.

It's an important issue, in part because of the scope of the environmental damage – over 1.5 million hectares of forest are illegally logged every year – but also because the estimated US\$50-150 billion funded by this activity goes to supporting rogue states, criminals and terrorists.

Common contraventions over the past four months have included:

Due Diligence System (DDS) issues

Some entities are found to have either no DDS in place, are relying upon a Chain of Custody manual or are using a DDS that is inadequate. You must have a DDS system in place that sets out how the due diligence requirements of the Rules will be met before importing regulated timber products or processing a raw log.

Requirement for information and documents (RFID) notice issues

Failure to respond to a RFID notice or to provide the information and documents requested in the notice. Please be aware that the department send notices via registered post and email, using the contact details listed in the Australian Business Register.

Information gathering issues

Failure to collect all the



Illegal logging in the Amazon: 15-30% of global timber production is illegally logged. Image: Shutterstock

required information before importing or processing their product/s, or reliance upon confirmation statements that information previously provided has not changed. If certain information cannot be obtained, the importer or processor must keep records that demonstrate that the information was not reasonably practicable to obtain. Information gathering is required to be undertaken upon each instance of importation/raw log processing.

Risk assessment issues

Failure to undertake adequate risk assessments. The department is finding that some risk assessments are being undertaken against a supplier and/or do not consider all of the prescribed risk factors. Risk assessments must be undertaken on the specific product/s being imported/raw logs processed and written records must be kept that demonstrate the assessment occurred before import/raw log processing.

Risk factor issues Failure to undertake adequate

research to fully evaluate associated risk factors. You must consider all relevant risk factors and conduct additional research where necessary when determining the risk of your product/s being illegally logged. Your written risk assessment must demonstrate that all of the prescribed risk factors have been considered to a reasonable standard.

Exception operation There is misunderstanding about the risk assessment exception. The exception does not apply to information gathering or determining that the product or raw log is certified. It also cannot be applied to part of or a component of a product. If any information about the product/raw log has changed, then the whole product/raw log is no longer eligible for the exception pathway.

Certified products/logs When

undertaking due diligence on certified product/s, common issues include:

1. not downloading/using the PEFC/FSC database to obtain the timestamped record;
2. failing to assess certification in accordance with the CoC framework;
3. assuming supplier certification automatically means product/raw log certification; and
4. relying on incomplete or out-of-scope sales/delivery records or nil certification claims.

You must verify the certification (click here) per the Rules for each import/processing. Please also be mindful that you cannot use certification as the sole indicator of timber legality.

Retrospectively created or altered documents

Please do not create or alter any documents (e.g. risk assessment records, DDS, database downloads with removed timestamps) after importing/processing or after receiving a RFID. This breaches our illegal logging legislation and may constitute providing false or misleading information under the Act and the Criminal Code Act 1995 (e.g. forgery). If you are unsure, please reach out to the department.

DAFF offers a range of guidance and resources (click here) to help you understand your due diligence obligations. You can also contact the team directly at illegallogging@aff.gov.au or call the department during business hours (8.30 am to 5.30 pm) on 1800 657 313 or +61 2 6272 3933 outside Australia

“THERE IS MISUNDERSTANDING ABOUT THE RISK ASSESSMENT EXCEPTION



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Arrow Executive Sales: selling in a downturn market

A four-step guide to get your sales team firing

By **JASON HOWES**

FOR most of us, the path to a career in sales is less of a conscious choice and more of a "lucky accident." It's a field often populated by individuals with industry experience, and many don't have formal qualifications. Recruitment is often driven by a "gut feel" or the necessity of filling a role quickly rather than a careful selection process.

We all know the perks of working in sales —competitive salaries, company cars, fuel allowances, and incentives. But sales can also be a hard grind, that requires "grit" to survive in today's fast-moving economies.

Currently, the pressure on sales teams is intensifying as companies need to scale up to cover rising costs. Salespeople are now expected to step outside their comfort zone, but can they? The ideal time to grow your market share is when the market is quiet, but is your team motivated and committed to doing what it takes to succeed? A window of opportunity can close quickly, so procrastination will destroy you.

Let me show you four key steps to energise your sales team and turn challenges into opportunities, including winning new clients, selling new products and not avoiding prospecting.



1. EVALUATE PEOPLE, SYSTEMS, AND PROCESSES

Our first step in revitalising

your sales efforts is an objective evaluation of your current setup – your people, systems, and processes. This assessment benchmarks your practices against global best standards. Enter Objective Management Group (OMG).

Business and sales leaders understand their business success depends on having the right people in key roles and retaining top talent. However, many clients only realise this after salespeople have left, are being managed out, or moved to a better-suited position.

A recent review by our partner, OMG, of more than 100 sales teams identified that 64% of companies have more than half of their salespeople in the wrong role, and they are not capable of executing your long-term strategies.



2. DEVELOP A DETAILED PLAN TO DRIVE SALES GROWTH

Effective pipeline management is critical, as it helps qualify prospects early and directs focus towards the most promising opportunities. In times of economic downturn, it's essential to streamline activities and eliminate distractions. Get your team involved.

Your plan should include daily activities that focus on what you are doing and not doing and start to finish time blocks to focus on new business development and leading activities that contribute to your required outcomes.

If your sales team is bogged down with customer service tasks, reassess their roles and ensure they align with the company's strategic goals. The key to growth is encouraging your team to engage in uncomfortable but necessary activities.

Remember! If it's uncomfortable, then you're growing.

Even during tough times, an organised and focused sales strategy can make a difference. This is where the 'elite' sales professionals shine, not order-takers.

Like in the Battleships board game: point, aim, and fire.



3. ALIGN SALES PROCESSES WITH TECHNOLOGY

Incorporating technology into your sales process can enhance efficiency and effectiveness. A well-defined sales process with clear milestones and scorecards helps guide salespeople and ensure consistency. It helps identify the best prospects, understand their needs, and create a sense of urgency that moves deals forward.

Sales technology, when aligned with your processes, can boost sales by up to 30%. Most companies don't have a sales process or are not aligned with technology and automation to improve effectiveness. Average score for sales process is 58%, leaving a huge opportunity for improvement. Too much

information is in people's heads or in spreadsheets you can't find. Implementing a technology-driven sales process ensures that your team has the tools they need to succeed, and it facilitates better onboarding and training for new hires.

Harvard Business Review says 95% of new products fail because of the above shortfalls.



4. EXECUTE AND REINFORCE LEARNING ON THE JOB

Finally, execution is where your plans and processes come to life. Real-time coaching reinforces learning and ensures salespeople apply new skills effectively. Regular one-on-one coaching sessions focused on reviewing activity and pipeline management can help your team stay on track and continuously improve.

Leadership teams are crucial in setting the bar high and holding the team accountable. Utilising technology and automation can streamline these processes, making it easier to track progress, lead activities, and achieve outcomes. However, this requires a commitment to change, allocation of time, and a willingness to embrace new methods.

Membrain, our CRM and sales enablement partner coaching platform, allows leaders to build professional

Cont P 11

From P 10

development plans to maximise performance.

STARTING POINTS

Consultative selling: the most powerful skill where a salesperson listens attentively, asks open-ended questions, the right questions and guides the conversation towards mutually beneficial outcomes. Salespeople, to be successful, must be "in the moment" so they can identify compelling reasons to change to be a partner that provides solutions and value. They own this part, always outcome focused.

Qualifying: It's also vital to identify your ideal client profile. Who's your target? What do they look like? What problems do they have that your products and services can improve? Statistics show that nearly half of salespeople chase opportunities that aren't

a good fit for their products or services. By clearly defining your target audience and using scorecards, your team can qualify prospects more effectively, saving time and increasing success rates. Not just a scattergun approach, focused and execution.

Sales messaging: Crafting sharp, compelling sales messages is crucial. This helps to open doors. A well-defined message can significantly enhance your team's ability to convey value, secure meetings with potential clients, get you in front of decision-makers and set you apart from your competition.

At Arrow, we believe that successful sales organisations invest in continuous professional development, understanding that an engaged and well-trained team is a critical asset. We have helped clients reduce the number of salespeople by



Jason Howes of Arrow Executive Sales has data-driven strategies to improve his clients' performance.
Image: Supplied

maximising team effectiveness and providing tools to be more efficient, saving them thousands!

In today's market, the role of the salesperson is evolving. They must maintain and grow existing clients and win new logos. Quite possibly, the salesperson you hired in the past potentially doesn't meet your current day requirements or requires extensive

professional training and development to upskill. That's our specialty.

With salespeople's tenure at an all-time low of 17 months, recruiting, onboarding, and training means you may only get 3 months of top performance.

If you're serious about building a high-performance sales culture, take action now. Reach out for a consultation or explore resources to help you transform your sales team into a driving force for growth. Phone Jason Howes on 1300 903 527 or visit the Arrow website: www.arrowexec.com.au

Jason Howes is owner and managing director of Arrow Executive Sales. Click here to engage their services today to transform your sales team and drive your business forward.

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Heritage Timber Bridges meet Sustainable Forestry

FORESTRY Corporation's Sales and Planning teams have welcomed heritage timber bridge restoration experts from Placemaking NSW, Transport for NSW (Transport) and Broockmann Water Advisory to the North Coast of NSW for a guided tour of native hardwood production forests.

The visit offered a rare opportunity for the NSW Government's bridge team to see first-hand where the high-quality, naturally durable timbers essential to their restoration work are sourced.

"This was a fantastic opportunity to connect the dots between sustainable forest management and heritage timber bridge preservation," Carl Broockmann said.

"It's great to see how our work in the forest directly supports the longevity of some of the state's most treasured landmarks and most important public infrastructure."

Placemaking NSW manages Pyrmont Bridge, the oldest continuously operated electric swing span bridge in the world. The bridge, opened in 1902, has two steel spans and 12 timber spans built with over 900 tonnes of renewal hardwood timber sourced from state forests on the



The Placemaking NSW, Transport for NSW and Broockmann Water Advisory timber bridge teams visit Orara East State Forest with Forestry Corporation staff near Coffs Harbour, NSW. All images: courtesy FCNSW

open between Pyrmont and the Sydney CBD. Additionally, the bridge still opens around 600 times a year to allow vessels through Cockle Bay, making it both a functional and historical marvel.

"High-quality and durable timbers of large diameter with specific strength and durability requirements are needed for the Pyrmont Bridge restoration that are only available in NSW native forests," David Glasson said.

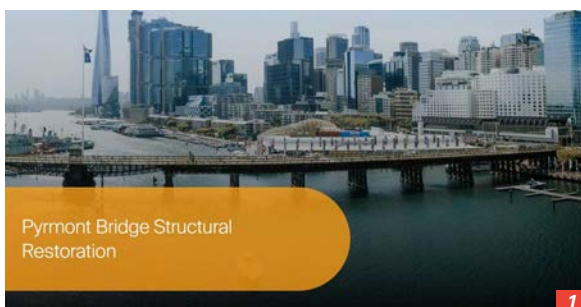
Transport is also responsible for maintaining 27 timber truss road bridges of historical and engineering significance across NSW.

Alan Pottie of Transport said, "Many of these bridges will require restoration over the coming 10 years and will require a steady supply of hardwood timber sourced from the North Coast region.

"These structures require premium-grade timbers such as ironbark, tallowwood, and blackbutt — species native to NSW and not available anywhere else in the world."

During the tour, Forestry Corporation staff showcased their sustainable harvesting practices and planning processes that ensure the long-term viability of these valuable timber resources.

The visit also allowed



Pyrmont Bridge Structural Restoration

- 1/ The structural restoration project includes a nearly \$60 million grant for trusses over the next 10 years from the NSW government.
- 2/ Linking the CBD and Darling Harbour/Ultimo for pedestrians and cyclists, the swing bridge is still in operation and opens 600 times a year.
- 3/ Built at the turn of the 20th century, the bridge originally carried cars, then later the monorail and now pedestrians and bicycles.



North Coast of NSW.

The NSW Government has announced a contribution of \$59.6 million to the restoration of Pyrmont Bridge timber trusses over the next 10 years.

This work is important to keep the vital pedestrian and cycleway route

From P 12

Forestry Corporation teams to gain insight into the end uses of their products and the critical role they play in preserving NSW's infrastructure heritage.

The tour highlighted the importance of collaboration between forestry and infrastructure teams and reinforced Forestry Corporation's commitment to responsible resource management.

To find out more about Forestry Corporation, go to www.forestrycorporation.com.au

FACT BOX

The Pyrmont Bridge Restoration Project is a major heritage and infrastructure initiative aimed at preserving one of Sydney's most iconic landmarks.

Originally opened in 1902, Pyrmont Bridge is one of the world's oldest surviving electrically operated swing-span bridges and is listed on the NSW State Heritage Register.

PROJECT OVERVIEW

- The bridge spans 369 metres and includes 12 fixed timber truss spans and 2 steel swing spans.
- Restoration is being carried out in stages, focusing on deteriorated timber trusses, pier sets, and decking.
- The goal is to reverse structural deterioration, ensure pedestrian safety, and maintain heritage integrity.

KEY RESTORATION WORKS

- Replacement of main truss timbers and headstock components.
- Protective coatings applied in heritage-approved colours.
- Use of 24-point jacking systems to lift spans (up to 430 tonnes) for repairs.
- Restoration of Span 14 and marine-based spans 7, 8, and 9 is ongoing.

PROJECT PARTNERS & ROLES

- Place Management NSW oversees the project.
- Marine & Civil Maintenance and Currie & Brown are involved in structural works and site management.
- Coffs Harbour Hardwoods is supplying heritage-grade timber for the trusses sustainably harvested from NSW State Forests.



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Brisbane's first koala underpass

KOALAS' biggest risks are human-made, whether building housing developments in their territories or sending roads straight through the middle of their ranges. Now Brisbane City Council (BCC) is building a fauna crossing – effectively a koala underpass – under Toohey Road, southwest of the Toohey Picnic Area.

With construction about to begin and completion planned for the end of the year, the crossing will provide safe connectivity between bushland habitats within Toohey Forest for wildlife such as koalas.

Numbers of koalas have boomed in the area of the past 30 years, but they are not able to freely move about without risk thanks to levels of traffic on Toohey Road.



An artist's rendition of the underpass. Image: courtesy BCC

Locals have noted sightings of echindas, lace monitors, possums and gliders in the forest as well.

The underpass project will make it safer for slow-moving koalas in particular to expand their range and help to increase genetic diversity by making it easier for them to find other populations. Plans include:

- installing fencing with wildlife escape hatches 50 metres either side of the crossing immediately adjacent to the crossing;
- minor tree and vegetation removal to facilitate the fencing installation, undertaken in consultation with a qualified arborist where possible.

As well as input from BCC, the project received grant funding from the Australian Government under the Saving Koalas Fund.

On the topic of koalas, FCNSW's Guulabaa – Place of Koala has been shortlisted for the World Architecture Festival (WAF) 2025 Awards, recognised in the Completed Buildings: Civic and Community category. Click here for the full story.

- installing a 2.4-metre by 2.4-metre culvert under Toohey Road southwest of the Toohey Picnic Area;
- constructing a log pole frame in the culvert as a bridge option for wildlife;
- placing mulch and natural material at the base of the culvert, blending with the surrounding habitat and encouraging wildlife to utilise the crossing;

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NZ floods tear out trees

Landslides and windthrow have caused damage in the Nelson-Tasman region.

LAST Friday's devastating floods in New Zealand's Nelson-Tasman region came after weeks of lower-level inundation from multiple storms and have caused widespread destruction.

Hundreds of farms and households have been damaged or destroyed, as well as large plantation and agricultural losses, and evacuees are still being sheltered in Motueka.

Concerns were raised about the impacts of forestry slash, which residents say has exacerbated the damage, but Forest Owners Association chief executive Elizabeth Heeg told RNZ's Morning Report that many of the logs moved by the floodwaters were growing trees that had been toppled, not forestry slash.

Many of the areas that had logs picked up by the storms weren't active harvesting zones, instead, thousands of hectares of plantation forest have been wiped out by the intense rain events.

Heeg told RNZ that the industry was very open to changing practices to prevent a repeat of the problem, but admitted that it was hard to plan for the effects of multiple severe storms stacking up thanks to climate-change impacts.

She said, "At this stage, what we know about the damage to forestry is that a lot of it has been driven either by landslides that were in standing forestry, we've possibly got some landslides in areas that have been recently replanted, we've also seen a considerable amount of windthrow – that's where the trees snap off at the base – due to the high winds at the end of last week."

Heeg said windthrow looked to have impacted "about 4000 hectares."

"It looks like it is going to be a pretty big recovery and clean-up operation," she added.

New Zealand has been grappling with the problems of forestry mixed with floods for years now, with several major events on both South and North Islands where logs from forestry have added to damage and casualties.

It's a wicked problem, as the slopes require tree cover to hold the soil in place, but "Some of these specific soil types, like the Separation Point Granite, get saturated and can just give way, including with all the trees that are on top of them," Heeg said.

"We've got a lot of work to do from a climate change adaptation perspective."

She said that forestry was open to working with the community to find management solutions that would lower risk.

To read the full RNZ story, click here.



Damage was already extensive in the Motueka Valley thanks to earlier storms before Friday's floods worsened everything.

Image: courtesy itsomegaa/TikTok



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“A LOT OF IT HAS BEEN DRIVEN BY LANDSLIDES AND WINDTHROW

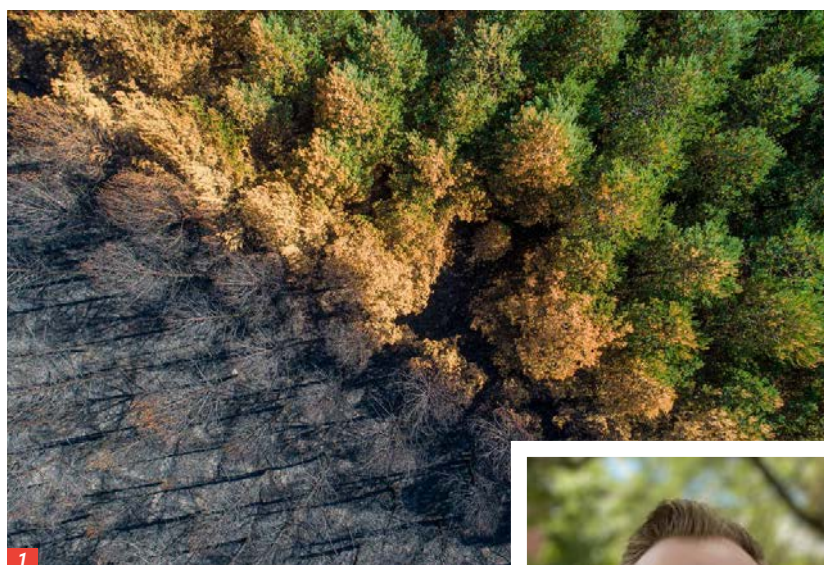
Forests are lagging climate change

OUR climate is changing rapidly and has been for decades. While some politicians are still in denial thanks to their funding sources, those of us who work on the land can see the differences playing out before our eyes. Accordingly, scientists have been working to discover how quickly we and the systems we rely on can adapt to these changes. When it comes to forestry, the news isn't great.

A team of ecologists from Syracuse University in New York state looked at the fossil pollen record from lake sediment cores up to 600,000 years old to identify how vegetation responds to climate change over a range of timescales. Their results were published in the 3 July 2025 issue of *Science* (click here) and show that there is a lag of one or two centuries in natural tree population shifts to reflect changing climates.

A report in *Science Daily* sums up the problem, saying: "Before the rapid climate change of the past century, tree populations in the Northern Hemisphere adapted to colder and warmer periods over thousands of years. During onsets of Ice Ages, tree populations migrated south, seeking warmer conditions as global temperatures cooled, their seeds dispersed by winds and carried by animals. When the climate warmed again, tree species adapted by migrating north to more suitable conditions.

"AFTER ONE TO TWO CENTURIES, ENTIRE FOREST ECOSYSTEMS BEGIN TO TURNOVER"



1/ The oak forest at the top of this photo survived a fire (one of the events made more common by climate change), but the adjoining pine forest did not.

Image: Shutterstock

2/ Study lead author David Fastovich.

Photo: supplied

Mature trees are long-lived, and their populations can't migrate quickly. Current climate change is happening faster than many forests can adapt and thrive, creating a mismatch between the pace of warming and forests' natural adaptation."

Lead author David Fastovich is a postdoctoral researcher at Syracuse University in the Paleoclimate Dynamics Lab of Tripti Bhattacharya, Thonis Family Professor of Paleoclimate Dynamics and associate professor in the Department of Earth and Environmental Sciences.

He told *Science Daily*, "We've known these time lags have existed, but no one could put a firm number on them. We can intuit how long a tree lives. We can count the rings on a tree and estimate from there. But now we know that after one to two centuries – very close to how long a tree lives on average – entire forest ecosystems begin to turnover as trees die and are

replaced in response to climate."

The research team used spectral analysis – a statistical technique common in fields such as physics and engineering – to study long-term ecological data. The approach provided a newly unified statistical approach that connects how natural forest adaptation evolves from days to thousands of years

"With this new technique, we can think about ecological processes on any timescale and how they are connected," said Fastovich. "We can understand how dispersal and population changes interact and cause a forest to change from decades to centuries, and even longer timescales. That hasn't been done before."

The researchers concluded that human intervention will be necessary to keep forests healthy. We are already seeing this play out with changes

in forest species choices in Europe and mountain ash seed gathering programs in Victoria, but full assisted species migration may be the future and forestry management will be a vital part of both native and

working forests in the decades to come.

Additionally, past assumptions about forest production and carbon storage will need to be reassessed to line up with the continued impacts of climate change. ABARES has been flagging

this as an upcoming issue for over a decade, with warnings that species such as radiata pine will become less productive under projected warmer and drier conditions, leading to many plantations investigating mixed species plantings or changing their location plans.

"There's a mismatch between the timescales at which forests naturally change to what's happening today with climate change," said Fastovich. "Population-level changes aren't going to be fast enough to keep the forests that we care about around. Assisted migration is one tool of many to keep cherished forests around for longer."

For the full *Science Daily* report, click here.



Stanton Award deadline extended

The prestigious award is still accepting nominations.

A DECADE since the untimely passing of Richard Stanton, CEO and national secretary of Australian Forestry Standard Ltd (now Responsible Wood), his memory is celebrated with the tenth Richard Stanton Memorial Award for Excellence in Forest Management or Chain of Custody.

The accolade is administered by Responsible Wood as a perpetual tribute to the enduring legacy of Richard, who was renowned for his pioneering contributions to Sustainable Forest Management in Australia and internationally. It recognises individuals who have made significant strides in Forest Management or Chain of Custody Certification within the Responsible Wood Certification Scheme.

In 2024, with the support of Richard's widow, Sonya Stanton, the award extended its eligibility to early-career professionals in forestry, environmental science, wood technologies and design, as well as university students pursuing relevant studies, including those completing post-graduate degrees (i.e., Masters, PhDs).

The award recognises the multifaceted approach to sustainable forest management, emphasising environmental, social, cultural, and economic aspects, along with innovation in the use of



Responsible Wood's Chair Dr Tony Bartlett (left) and CEO Simon Dorries present Monique Blason with her 2024 Richard Stanton Memorial Award and a unique handcrafted Blackwood bowl, turned from a burl sourced from Sustainable Timber Tasmania's certified forest estate. Image: Responsible Wood

forest products. It includes a bursary of \$2000 to support the recipient's continued professional development.

It is open to all individuals contributing to Sustainable Forest Management under AS/NZS 4708 or Chain of Custody under AS 4707 or PEFC ST 2002, and welcomes participants from diverse backgrounds, including but not limited to:

- Certified Forest Owners and Managers
- Chain of Custody Certificate Holders
- Certification Bodies
- Forest Scientists and Researchers
- Builders and Designers advocating for sustainable timber utilisation.
- Early-career professionals in forestry, environmental science, wood technologies, and design
- University students pursuing relevant studies, including those completing post-graduate degrees (i.e., Masters, PhDs)

Nominating someone takes only minutes. Click

here to access the online form or email info@responsiblewood.org.au with your responses to the following three questions, along with the nominee's name, email address, phone number and organisation:

1. How has the nominee demonstrated a commitment

to Sustainable Forest Management and/or Chain of Custody Certification in their work? *Tip: Consider actions taken, leadership shown, or outcomes achieved.*

2. In what ways has the nominee gone above and beyond what's expected in their role? *Tip: This could include innovation, long-term dedication, community engagement, or overcoming challenges.*

3. What impact has their work had – and why do you believe they deserve to be recognised with this award? *Tip: Think about the difference they've made to people, the environment, or the industry.*

2024 winner Monique Blason, general manager of community services at ForestrySA, was recognised for her work championing the non-wood benefits of forests, including biodiversity conservation, recreational opportunities for local communities and providing First Nations access for traditional usage.

Nominations now close Friday 15 August, 2025.



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