

GILL & CO TIMBER

Advertising Feature



**JOHN GILL
THE
TIMBERMAN**

Celebrating 90 years in business

Built up with solid beams

LEGACY OF JOHN GILL 'THE TIMBERMAN' LIVES ON

BACK in 1992 one of John Gill The Timberman's iconic television ads made a bet that in 20 years the Gill family would still be your local timbermen.

And in 2016 it would be safe to place another bet that Gill and Co will see itself to 100 years as it moves into its third generation of family ownership.

In August John Gill, the iconic face of the business known for his tongue-in-cheek television ads and catchy jingle, passed away following a fall.

The fall led to an operation, which saw him contract pneumonia.

He is survived by his wife Margaret, his four children and six grandchildren.

The business is now in the hands of his son, David, who has managed the Cleveland

“I think if Dad was here he would be thrilled; he was a business man at heart.

David Gill, on Gill and Co's 90th anniversary

store for the past 18 years.

At 83 years of age, John saw the business into its 90th year in operation.

It is a feat rarely matched by many businesses in today's fast moving and changing market.

The achievement was not lost on him before his passing.

"What a milestone it is," David said.

"For a business to be around this long, and be with

the third generation of the same family is rare.

"There probably wouldn't be too many businesses in the region which could say they've been around as long.

"I think if Dad was here he would be thrilled.

"He was a business man at heart."

Gill and Co Timber was John's passion, life and love, next to his family.

He took over the business from his father, Lynnwood, and played a key role in seeing the Cleveland and Rocklea timber yards erected.

He steadily built a name for the business, as well as himself as a competent and reliable local business leader.

Known throughout the Redlands as 'The Timberman', John worked right up until the day before his fall, never quite able to take a step back from the business or truly retire.

The Gill family are now

looking towards the future in building on the legacy John has left behind.

"Filling his shoes will be a challenge, but I think we have the potential to grow and build on what he has left behind," David said.

The company remains firmly committed to its customers, suppliers and the community, as it has since its opening in 1926.

"We are proud of our achievements, our contributions to residential growth in South East Queensland and the many long term associations we have built up with clients, suppliers and the business community," David said.

"We look forward to making it to 100 years."

The company has no official plans to celebrate the milestone.

For now it is all business as usual with your local timbermen.



FAMILY LEGACY: David Gill has taken over the running of Gill and Co timber merchants following the passing of his father John Gill.

For great value on your deck this season.

See the team at Gill & Co today!

HURFORD wholesale
QUALITY TIMBER PRODUCTS

CELEBRATING 90 YEARS IN BUSINESS.

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Congratulations Gill & Co on 90 years...



Wesbeam congratulates Gill & Co on the magnificent achievement of 90 years dedicated service to the builders of Queensland.

From Australia's only LVL manufacturer to a proud Queensland building materials supplier, congratulations Gill & Co.

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building better wood

GILL & CO TIMBER ADVERTISING FEATURE



KNOWLEDGABLE STAFF: Gill and Co's friendly staff, including John and Dean are on hand to help you with all your needs.

A time of change for Gill and Co

Looking towards the future

A NEW era has begun at Gill and Co timber merchants.

With the company in the hands of third generation owner David Gill, the focus of the company is to move towards growing the business into the digital age.

With the growth of the digital media, in both commercial websites, online shopping and social media, David said there are plans to enhance customers experience with the business digitally.

"We still want to provide that personalised, old school service at the Cleveland and Rocklea sites, but we need to ensure we're up-to-date with our online presence," David said.

It doesn't mean the well-known jingle or logos will change.

"Dad's face will remain as the logo, as will the ad campaign and the song," David said.

"It is quickly recognised and I think Dad was on a winning formula there."

A strong focus for the com-

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The staff here are a part of our family and as our company grows into the future we want to ensure they are well looked after and helped when they need it.

David Gill, on the importance of the Gill and Co team

pany will also be its staff.

"Dad was really great in sitting back and watching the money of the company grow," he said.

"I think now it is the time to be putting some of that back into the business and make it grow for the staff."

Presently Gill and Co employs around 25 staff, who

are predominately full time.

Many of these are long term employees who are well-known by regular customers.

"Dad knew that the last 10 years have been a struggle (with the global financial crisis) and we often asked ourselves, as many businesses did, 'Can we carry on?'"

"We looked at each other and knew that yes, we could."

"Dad's focus was always on the staff and making sure that we were continuing to support them and their families.

"The staff here are a part of our family and as our company grows into the future we want to ensure they are well looked after and helped when they need it."

Gill and Co will continue in its support of the community well into the future by sponsoring events such as the Mount McGravatt Show and Rocklea Show, as well as numerous other local charities.

"The future of the business is looking bright," David said.



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Our staff at **PHD Timber Importers** would like to

CONGRATULATE GILL & CO

ON **90 YEARS**

AW108620

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Effective against both crawling and flying termites



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HYNE TIMBER

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GILL & CO TIMBER ADVERTISING FEATURE

Now a third-generation local business Looking back at 90 years

FROM 1926 TO 2016

GILL and Co was first registered by Lynnwood Lawrence Gill in 1926 on the corner of Queen and Creek streets in Brisbane.

The business prospered, enabling the purchase of a sawmill at Roseberry, just north of Kyogle in northern New South Wales just before the outbreak of the Second World War.

In 1950 the sawmill was sold to Hancock and Gore Ltd generating funds to buy the present yard at Ipswich Road, Rocklea – then on the fringe of the large, rapidly expanding Brisbane suburbs.

It was around this time that John, Lynnwood's son, joined the business.

The Cleveland branch was established in 1960 on the corner of Russell and Bloomfield street and was the only timber yard for a 20 kilometre radius.

In the late 70s, when housing in the Redlands was burgeoning, the volume of business and the amount of stock required was such that a move to a new and larger premises on the corner of Princess and Bloomfield streets was needed.

With the business expanding John, who became known as the face and 'timberman' of the business, developed Gill and Co into an empire.

Eighteen years ago David, John's son, became third



TOUGH TIMES: In 2011 Gill and Co faced a setback with the Brisbane floods. The Rocklea site was completely destroyed and had to be rebuilt.

generation to take on the business. Working as the manager of the Cleveland store, David is now running the business following John's passing in late August.

"One of the biggest challenges for the businesses in its 90 years has been within the last 10 years with the global financial crisis (GFC)," David said.

"So many businesses, like us, have been going OK but there are still a lot of wholesalers who are struggling or folding.

"Dad said that in his 60

years of business, this last 10 had been the worst he'd ever seen."

Thanks to John's planning and avoidance of loans however, his empire was able to come through the most trying of times – even when the Rocklea yard was destroyed by 2011 Brisbane floods.

"The Rocklea site was six metres underwater," David said.

"We ended up having to demolish the whole site and re-do the sheds from scratch and place demountable buildings just in case any-

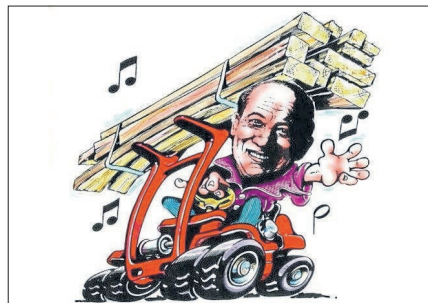
thing ever happened again.

Included in the rebuild a refurbishment of the original, iconic neon sign at the entrance to the facility.

During this time the business kept on with Rocklea staff working at Cleveland to meet demand.

As the company marks 90 years as a family owned and run operation, David said there is no plans on ending the history books now.

"We're looking forward to making it to 100 and, hopefully, to the fourth generation," he said.



HE'S MY TIMBERMAN: John Gill The Timberman has been the face of the sawmill company for the past 60-odd years.

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100% Australian Owned

WE ARE PLEASED TO
Congratulate
GILL & CO ON THEIR

90th
ANNIVERSARY

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on their
90 Years
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Schiffke Wholesale Sawmill,
supplies high quality
Green Hardwood and
F27 Kiln Dried Hardwood to
both Gill & Co Rocklea
& Cleveland

We congratulate
Dave Gill and his
very professional
and knowledgeable
team on reaching
their 90 year
milestone
and look forward to
continuing our close
relationship in the future.

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KOPPERS

KOPPERS WOOD
— would like to —
Congratulate
GILL & CO
on their
90th
Anniversary

and look forward
to continued
future business.

GILL & CO TIMBER ADVERTISING FEATURE



HERE TO HELP: For your next project, drop by and see the Gill and Co team. They can help with materials and accessories and are always happy to help with a tip or two.

Gill & Co has your timber needs sorted

Something for every project

FROM decking to framing, to homes or that DIY project you've been looking to start, Gill and Co has every kind of timber you are looking for.

The stock range starts with treated unseasoned rough hardwood, which has been sourced from sustainable and mostly local reliable suppliers.

The majority of material is Queensland spotted gum, a hard timber which is known for its strength, durability and quality, to ensure Gill and Co customers are receiving the best product available.

Dried structural hardwood is stocked in different grades and treatment types, ranging from 70mm to 290mm wide and 35mm to 45mm thick.

The stores have more than just timber.

Cleveland stocks the Hume Range of external and internal doors, as well as a range of locks, latches, weather strips and seals, knobs, sliding units and wardrobe needs.

Plasterers can also access masonite and pegboard at

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If we don't have it, we'll get it. Just ask us!

Gill and Co

the Cleveland branch, along with cornices.

With a top notch range, Gill and Co is most proud of being able to ensure you have the right materials for the job.

Experienced sales team members are on hand to provide you with the correct advice to make sure you can complete your project by getting the right products from the start to the finish.

Even if you are a keen do-it-yourself type of person, you know you'll walk out with the right products, and possibly even a tip or two for your project.

Looking for a project, but unsure what?

The Tradac technical data sheets at the counter are free

and provide instructions for how to build more than 30 projects such as building retaining walls in the yard and establishing a timber deck.

Don't forget to pick up those other items such as timber stains, brushes, paint rollers, adhesives, shade cloth, star pickets, cement, screws and bolts - Gill and Co stocks these too.

The Cleveland store has two-street access through the site and a full circuit area for larger vehicles to easily manoeuvre for easy loading and pick up.

Service is simple.

Just drive up to the pack of timber required and load it straight on to your truck or ute while the staff prepare your invoice.

You can find the range of structural hardwoods at the rear of the warehouse and the fencing grade hardwood, pine sleepers and logs at the front.

If something isn't in stock, the helpful team are all too happy to order in what you need.

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Timber & Ply**

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Gill & Co
on your
90th
Anniversary

Gill and Co,
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Congratulations on achieving

your
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anniversary

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AW3097808



*Woodhouse Timber Company
congratulates Gill & Co
on their 90 year Anniversary*



See the experienced staff for the range of
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GILL & CO TIMBER ADVERTISING FEATURE

Built on old school values

CUSTOMER SERVICE PLAYS KEY ROLE

THE commercial success of Gill and Co timber merchants comes down to one thing, according to David Gill.

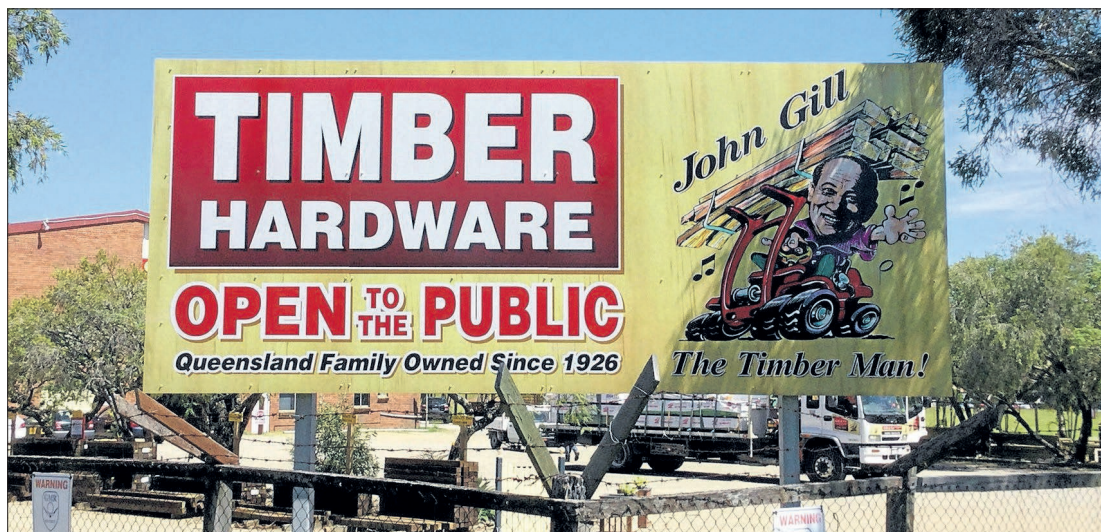
It boils down to the knowledge that its customer service has built a reputation of trust with its customers.

From its first day customers have always come first – a mindset passed down and continued through the generations.

“While our facilities, technologies and methodology have moved into the 21st century, our family business still provides the same high level of personalised, old fashioned service that we offered back in 1926 when we opened the doors,” David said.

Customers are not treated as another number walking through the door, pushed quickly through the point of sale, nor do they struggle to find a staff member to help them.

Each person is greeted with a friendly hello and offered personalised and genuine one-on-one service



WELCOME: As the logo shows, you will always be greeted with a smile from the team at Gill and Co Timber.

during their visit.

“Customers continue to come back because they know they will be served by someone who can really help them,” David said.

“Being a niche area also helps with timber being our main business.

“Many other hardware stores have a small timber section, so what we offer sets us apart.

“It means that our team are very knowledgeable about what you need for your job and can give you the right advice.”

Staff are proud to be able to provide old fashioned service where they not only know your name, but are there and ready to help from the minute you enter the site.

Situated on the corner of Bloomfield Street and Princess Street, Cleveland, Gill

and Co is open Monday to Friday from 7.30am to 4pm and Saturday from 7.30am to 11.30am.

The Rocklea yard is located at 1421 Ipswich Road and is open from 7.30am to 4pm Monday to Friday and Saturday 7.30am to 11.30am.

Phone the Gill and Co team on (07) 3286 1221 at Cleveland or (07) 3277 1177 at Rocklea.

The sites service Brisbane's southside across a wide area ranging from the bay islands to the Gold Coast and Toowoomba.

NEWSPAPERS ARE FOR KIDS TOO...

Newspapers put young people in touch with community, history, events, local news and more.

Encourage your child to start reading the newspaper today!

REDLAND CITY Bulletin

AW3016153

Congratulations Gill & Co on

90 years

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DINDAS australia

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GILL & CO.

Quality suppliers of timber, building and hardware products.

“Thank you to all our valued customers & suppliers from the Team at Gill & Co.”

Cnr Bloomfield & Princess Sts, Cleveland
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1421 Ipswich Rd, Rocklea
P: 3277 1177

AW3113541