



A race to the finish line!

In this issue of The Quarterly Comfort, we highlight our participation in some fantastic events, starting with STEPtember. We encouraged the team to get our steps up while raising awareness and funds for people living with cerebral palsy. We also took part in the annual Solomons Roadshow, which gave us an opportunity to showcase our ranges and support our good friends at Solomons.

As always, we've been answering the call, and this time, with our very own Managing Director Sean Forde and new recruit Josh Thorne, who hit the road to personally deliver some urgent rolls of underlay throughout WA. While Andrew Spence saved the day on The Block with flooring samples to Sharon and Ankur. A true hero's effort, which probably had nothing to do with him getting his fifteen minutes of fame!

In addition, Boulevard Oak, the latest addition to our Frontier Design Flooring Collection is now available for purchase. With our ever-growing range in Engineered Timber, we're sure it will make a splash in the industry and feature in many homes around the country.

We congratulate Donna Finn on a stellar 21 year career as our WA State Manager. She has gone above and beyond for Dunlop Flooring and now deserves to sit back and relax into retired life. On another note, we welcome our latest recruits to the flooring team. We're thrilled you've chosen to join our Dunlop family and can't wait to see what you bring to the business.

Lastly, we enjoy keeping you in the loop about what's going on at Dunlop, but we'd love to hear what's happening with you. If there's anything you want to share with the team, then please don't hesitate to get in touch and let us know about it.

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We Stepped for Cerebral Palsy!

Throughout the month of September, the Dunlop Flooring team committed to taking 10,000 steps a day for people living with cerebral palsy. Alongside 130,000 Australians, our goal was to raise awareness of this disorder whilst raising funds throughout September. Not only were we able to participate in such a noble cause, but it was also a great incentive for the team to get up and get active. We would like to thank everyone for their contribution and are honoured to see this contribution go towards supporting life-changing research, treatment, and services to help people with cerebral palsy live their best lives.

We have reached our goal and raised

\$13,254!

Thank you to all our family and friends who joined us in stepping up. And a special thank you to all our supporters, especially our business partners and their generous donations.



When our customers talk, we listen

Every quarter our state managers and senior leaders within the business come together to discuss our roadblocks, successes, and insights. We consider how we can improve our relationships and provide the best possible service for our customers. As we draw nearer to the close of 2022, rest assured we are already thinking about 2023, so get ready for some exciting things to come!

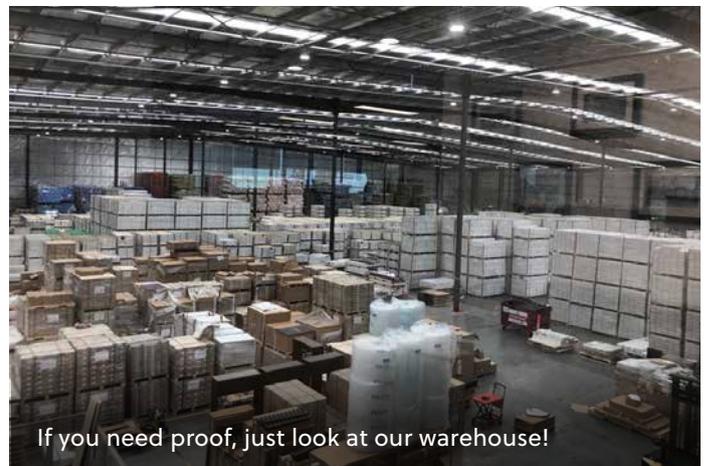


Left to Right: Anne (VIC), Charlotte (WA), Andrew (VIC), Dean (NSW), Wayne (NSW), Craig (SA), Alastair (QLD), Sanjay (VIC), Chris (QLD)

Get in quick, we are fully stocked for your needs

Our planning and logistics teams have been working day in, day out to get our stock to every corner of Australia. We have made sure we have enough supply for all your hard flooring and underlay needs, including point-of-sale.

If you need to refresh your in-store display samples or thinking about a new range, simply place your order on DFO. Don't miss out this time. Speak to your rep and get your orders in now!



If you need proof, just look at our warehouse!

On the Road again!

With such high demand within the business, our own Managing Director Sean Forde and Dunlop newbie Josh Thorne put on their truckie hats and delivered some rolls of underlay up and down Western Australia. Our team members don't mind a day out of the office as long as we can deliver our promise to you.



Josh Thorne and Sean Forde

NEW

Frontier Gets A New Addition: Engineered Timber

frontier
DESIGN FLOORING BY DUNLOP

This is our new Engineered Timber range from our Frontier Design Flooring Collection. You can choose from a diverse range of stunning oak designs, offering warmth and charm to your home. Made from the highest quality materials, Boulevard Oak can handle the wear and tear of daily life, ensuring your floor always looks and performs at its best.

**Available to order!
For more info speak
to your Sales rep
today!**

This product is made with



Colour range



Solomons Roadshows Around Australia

Throughout the months of July and August, Dunlop Flooring were invited to attend the annual Solomons Roadshows all across Australia. We had the opportunity to showcase and reinforce our exclusive ranges with the Solomons Group, which included our Hard Flooring Hybrid products and Underlay products. Our partnership and continued support from the Solomons Members throughout the country continues to grow from strength to strength, as highlighted by all the positive comments on the products on offer.



Solomons
Flooring



WA

Great support and turn out from all our retailers in the WA stores again this year. Dunlop Flooring would also like to welcome the two new store owners who have recently joined Solomons Group – Matt and Shay in Busselton and Scott and his team in Geraldton.



QLD

The Dunlop team set up for the QLD Roadshow which was a great success! During the night we welcomed an appreciable amount of attendees allowing us the opportunity to exhibit all the good things we are doing throughout the business. It was fantastic to see the QLD stores out in full force and in support of a great night! Thank you to the Solomons Group for our invitation!



SA

The SA show was a great success with over 50% of Solomon Stores attending. There was plenty of interest in the New Fairhaven 1.8m Hybrid planks and we received valuable feedback from everyone about the product.



VIC AND NSW

The VIC and NSW Roadshows were an incredible success. Not only did the team receive extremely positive feedback about our new Australian and Natural Oak Hybrid product, but many stores were enthusiastic about learning more about our recycling program.

State Highlights

NSW

You're Invited to The Melbourne Cup Luncheon

You are cordially invited to the Melbourne Cup Luncheon, hosted by Belgotex Floors, Bremworth, Dunlop Flooring, Modieus, and Tuftmaster Carpets, on the 2nd of November in North Sydney.

Please RSVP Hazel Howard on 0439 640 104 or hhoward@dunlopflooring.com.au

Looking forward to seeing you there!



Sustainability Product Roadshow

After a successful Sustainability Product Roadshow we hosted in ACT, we were excited to be able to host another one in Newcastle this October.

It was a wonderful evening where we were able to showcase our selection of products from both our Hard Flooring and Underlay ranges to our Architects, Designers, Retailers, and various people in the industry who are passionate about reducing environmental waste.

We would also like to thank our guest speaker Jeff Oatman from Green Building Council Australia for sharing valuable insight on the evolution of sustainable products in buildings.

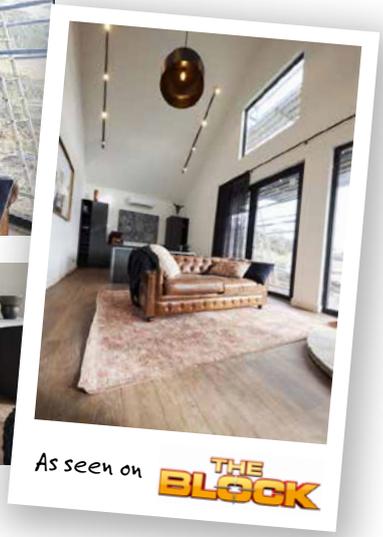


Well done to our NSW Team of Wayne, Stuart and Ruben for putting on such a great event. We hope everyone who attended had a lovely time.

VIC

Our flooring was featured on the 'Shed and working from home space' on the Block!

We found out our House #3 contestants Ankur and Sharon needed our help with their flooring so we came to the rescue. Andrew Spence drove all the way from Truganina to Gisborne with some essential flooring samples. They needed flooring for their 'Work from home space' and decided to go with our Altura Hybrid Collection in Northern Spotted Gum. Here are some shots of our flooring featured on the show.



As seen on **THE BLOCK**

WA

Carpet Court Midland 50th

Midland Carpet Court celebrated 50 years in the flooring industry on Friday 9th September 2022. Rocco Rechichi was 24 years old when he opened Midland Furnishers and Floorcoverings and has been involved, along with his wife Ros, with the Midland community ever since. His two sons, Anthony and Matthew have both been a part of the business since an early age. They have built a great reputation with a strong customer loyalty base. "Dad... taught us that the best thing about our family business is how you treat your customers" – Matthew Rechichi. Rocco is extremely proud of them and is looking forward to his two grandsons, Tom 14 and Joshua 12 joining the family business going forward.

Congratulations to the Rechichi family!



QLD

Carpet Court Golf Day

The weather was overcast but warm up on the Gold Coast. All the Carpet Court retailers and sales reps were in good spirits making it a great day for networking!



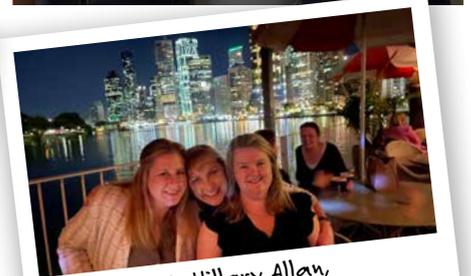
Chris with Carpet Court Browns Plain watching the action. Chris had the hit of the day, Eagle on a Par 5.



Left to right: Chris Smith, Hillary Allan, Alastair Read



It's always a great time when our VIC and QLD teams gather for a team dinner!



Left to right: Hillary Allan, Jacqueline Makies, Rebecca King

Let's put sustainability at the forefront!

Here at Dunlop Flooring, we proudly manage our own award-winning recycling program, Recycle by Dunlop, where we encourage retailers to return their used underlay to us. Participating retailers collect old or discarded foam underlay, together with off-cuts and trims sent back to them.

All of this is then delivered to Dunlop Flooring where it is cleaned, sorted, and ultimately recycled into new reusable underlay. This brand-new recycled Dunlop Underlay is finally passed on to the retailer, who in turn provides you with the benefit of quality Australian made underlay for your home.

Watch the video we created with The Department of Agriculture which highlights our Recycling Program!



Watch the video here:



So Long, Farewell, Auf Wiedersehen Donna!

After 21 years of service to Dunlop Flooring, Donna Finn finally says a very sad goodbye to her colleagues, customers, and state.

Donnas' commitment over the last 21 years to Dunlop Flooring has been outstanding and whilst I have only worked with Donna for just over 7 years, I can honestly say they have been some of the best years of my working life.

Donnas' dedication to me, the company, and our retailers here in WA has been remarkable. I am personally going to miss having her by my side. I cannot thank her enough for all the hard work she has put into me and the business here in WA. I know she is going to be solemnly missed both in the state and company wide.

Wishing you all the very best for the future, enjoy your travels, your beautiful family, and always keep in touch!

Charlotte xxx



We'll miss you!

Meet Our Growing Team



Hayden Strachan (QLD)

We are excited to welcome Hayden to the team as our Business Development Manager for Hard Flooring in Queensland. Hayden's passion for sales and business development started 6 years ago when he first worked in sales. He loved his first door-to-door sales job, and from there, he has worked in both the Solar and Electrical Wholesale industries.

In his spare time, Hayden enjoys long walks on the beach, keeping fit through the gym and jujitsu, having a beer or two with some mates, reading about stoic philosophy, and watching the footy (NRL). He's also into movies and TV bingeing. In fact, he has seen 'Lord of Rings' nearly 20 times!

Edwin Solomon Raja (NSW)

It's amazing the amount of science and technology that involves flooring and we're lucky to welcome Dr. Edwin into the Dunlop family. Edwin is a material scientist holding a PhD and Post-doc in Chemistry. Before joining Dunlop, he worked as a senior R&D chemist at Halliburton Technology centre in India.

When he's not in the lab, Edwin is a proud cricket enthusiast and always keeps up with the latest in the sport. He recently started a new hobby, painting with his 5-year-old son and loves a good road trip as long as he can listen to all his favourite songs. We are thrilled to have Edwin on board, and if you're ever down in Sydney, come and visit our Dunlop laboratory to see all the exciting developments we're working on.



Ashwini Lobo (VIC)

Our Customer Service team continues to grow as we welcome Ashwini as a new Customer Service Representative. Bringing with her many years of experience in this field, Ash moved from India to Australia in 2014 and has had varied administrative and customer service roles here within the Financial and Medical Industries, most recently working with Simonds Homes. Ash is also a lovely family lady with two girls. She enjoys keeping active by going to the gym and being outdoors, whether it be on a hike or at the beach. Welcome to the team, Ash!





be your best now®

CORE WELLNESS

Be your best now – A comprehensive well-being program tailored to you.

We have been through a lot these past few years and sometimes we need to stop and check if we are truly living our best lives. Dunlop Flooring has chosen to invest in the well-being of their staff with the help of trained positive psychologist, Mark Carrazzo. The founder of the 'Be your best now' program has created a 12-part workshop designed to help individuals to live better and reach their potential.

This is just one of many ways that Dunlop chooses to support its employee and foster a caring and compassionate community. We are only at the beginning of our journey but we highly recommend this program for others.

For more information, visit beyourbestnow.com.au

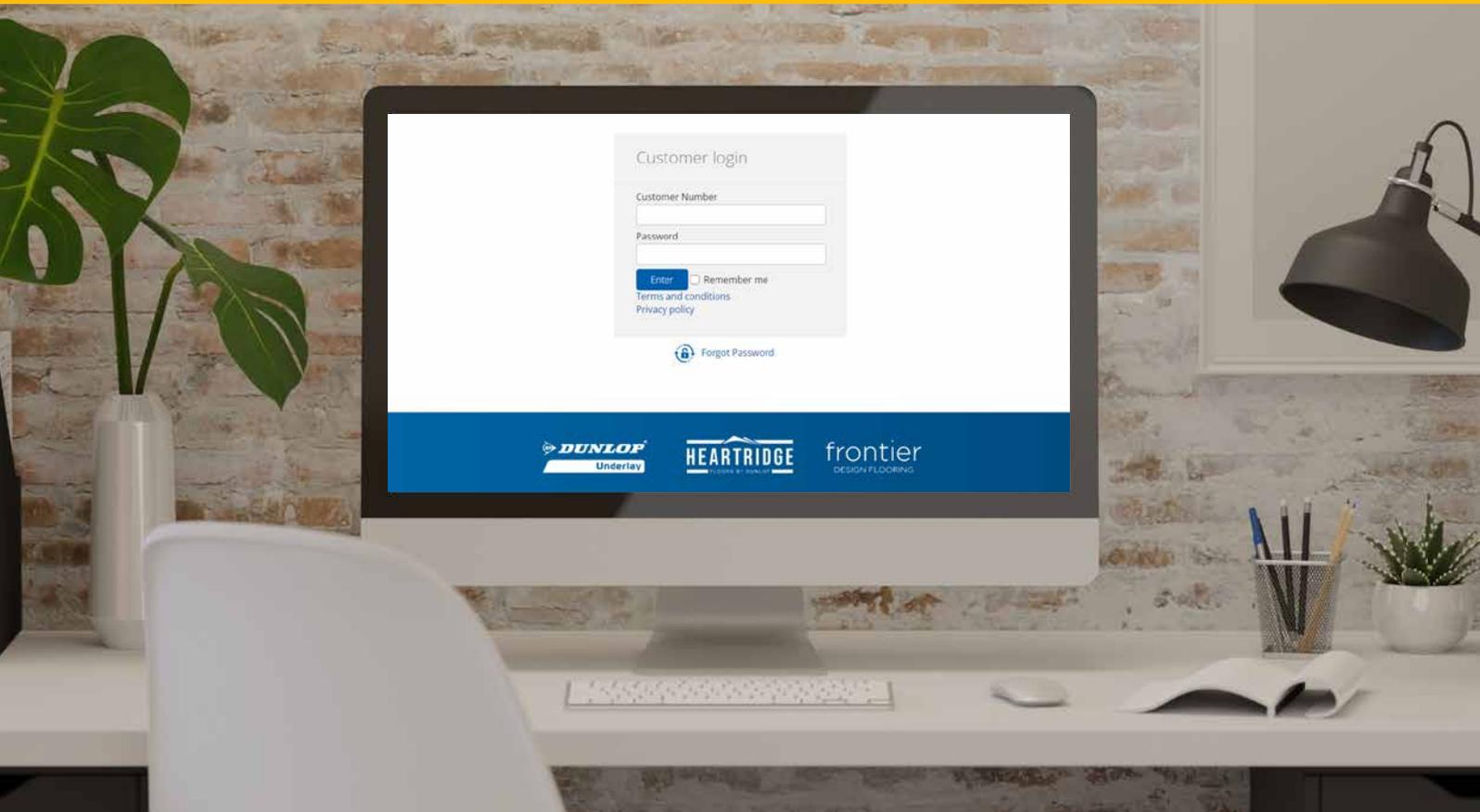


Cricket at Truganina



To break up the winter blues, the VIC team gathered at Truganina Despatch for a friendly game of cricket.

New DFO Coming in 2023!



DFO Dunlop Flooring Online

This self-service portal is your gateway to a number of useful online services for your business. It provides easy and convenient access to the latest information and allows you to conduct transactions with us in a secure online environment.

Don't forget to follow our [Dunlop Flooring](#), [Dunlop Underlay](#) and [Hearridge](#) social channels to keep up to date on the latest trends, news and product imagery.



Fire rating & test certificates



View past order history



Credit claim requests



Technical product information



Price lists



Create underlay & hard flooring orders



View Hard Flooring stock availability



Recycling pick up



Thermal property specifications



Acoustic rating & specifications



Point of sale requests



Footy tipping



Product gallery



Automated Underlay order processing

We're on Social Media!



We want to hear from you!

We're always on the lookout for content to be featured on our social media channels and in the next issue of The Quarterly Comfort.

If you have a project you would like to share, send us your story and images to our Customer Service team at customerservice@dunlopflooring.com.au