



THE QUARTERLY COMFORT



As a trusted Australian business that has been around for 50 years, Dunlop Flooring understands that our industry has its fair share of challenges. From fast-changing trends to our slow growing housing market, we can often feel as though our backs are against the wall. So how will Dunlop Flooring help you overcome these hurdles?

To ensure you keep up with the demands of your customers, Dunlop is pushing the boundaries to bring you industry leading products at competitive prices. We have been closely following the trends of the global flooring market and listening to the feedback of our loyal customers and accordingly, we are unveiling a new portfolio of vinyl

and hybrid products called **Frontier Design Flooring**. See page 2 for more details.

Our business model has always put our customers and social responsibilities above all else. In this issue, we will be recognising individuals that have given back to our community and helped raise funds and awareness for great causes. We will also be shining a spotlight on our Recycle by Dunlop Program which ensures we leave a lighter footprint on the environment.

As we enter the second half of 2019, Dunlop is committed to helping you achieve your goals for the latter half of the year!

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Customer Service
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Introducing Frontier Design Flooring

Flooring for Every Budget

Dunlop recognises that your customers are seeking quality products but are increasingly restricted by financial pressures and budgetary concerns. They want that trendy oak floor look but it might just not be achievable on their budget.

This is why Dunlop Flooring have developed the Frontier Design Flooring portfolio. Frontier brings you the latest in fashionable colours and quality construction in a range of formats that allow your customers to create their dream interior without exceeding their budget.

The product ranges are designed to allow maximum versatility of application through carefully chosen specifications that will allow these products to be installed in a broad range of settings, whether large or small, residential or commercial, and wet or dry areas.

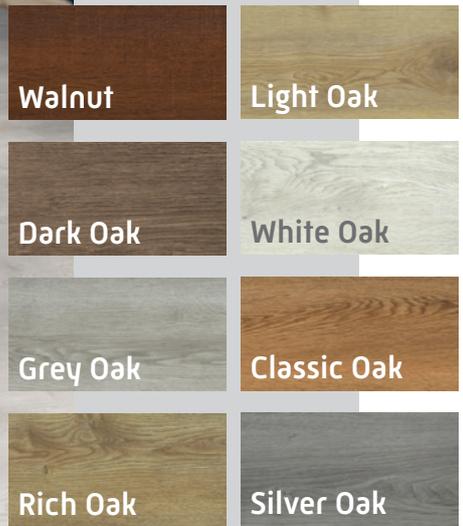
All the products in the Frontier Design Flooring portfolio are impervious to the effects of moisture and feature simple and reliable installation systems, ensuring long-term performance and customer satisfaction.

For more information, visit frontierdesignflooring.com.au



Elementary Vinyl Plank

Plank Size: 2.0 x 184 x 1219.2mm



Elementary Vinyl Tile

Tile Size: 2.0 x 304.8 x 609.6mm



Elementary Vinyl Features & Benefits

- 100% virgin PVC core for enhanced dimensional stability.
- Simple glue-down installation system.
- Embossed surface for authentic timber look and feel.
- Polyurethane coating for increased scratch/wear resistance.

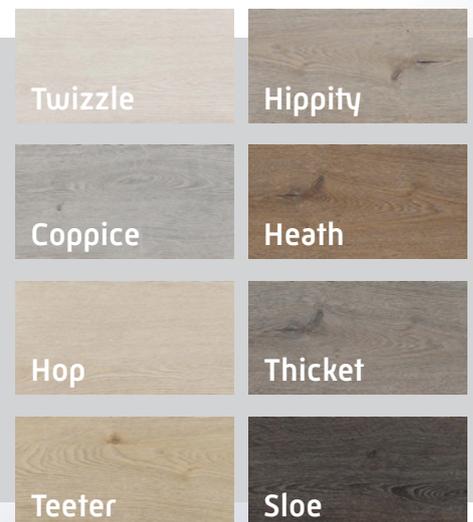
Urban Hybrid Plank Features & Benefits

- SPC core for optimal dimensional stability.
- 2G locking mechanism.
- 1.2m long planks with no pattern repeat within board.
- Embossed surface.
- Polyurethane coating for increased scratch/wear resistance.
- EVA foam backing.



Altitude Hybrid Plank Features & Benefits

- SPC core for optimal dimensional stability.
- 5Gi locking mechanism.
- 1.5m long planks with no pattern repeat within board.
- Embossed in register surface.
- IXPE foam backing.
- Polyurethane coating for increased scratch/wear resistance.



The Dunlop Flooring Way

Reduce, Reuse, Recycle & Replace

As Australia's largest provider of quality foam underlay, we have important responsibilities to our environment and wider community. Dunlop underlay is environmentally friendly, achieving a maximum Green Star Rating for building interiors set by the Green Building Council of Australia. It's also 100% recyclable and manufactured from 90% recycled materials, which means choosing Dunlop helps leave a lighter footprint.

Recycle by Dunlop: The Program

Dunlop Flooring have been involved with recycling for over 20 years and are the largest recycler of polyurethane foam in Australia.

How do we achieve this?

Recycle by Dunlop aims to encourage installers and retailers to collect foam underlay (either excess underlay or old underlay removed from previous installations) and send it to our manufacturing site to be cleaned, sorted and recycled into new underlay for residential and commercial markets.



Partners of the Recycle by Dunlop program can save up to \$8,000 per annum in waste disposal costs all while helping contribute to a healthier future!

To find out how we can help you save money with your foam scraps, contact your Dunlop Sales Representative.

Origins of Recycle by Dunlop

Our 'Recycle by Dunlop' program can be traced back over 20 years to a curious Dunlop Sales Representative and a passionate Western Distributor retailer – Gus Velato. Our team had the chance to sit down with Gus and discuss the origins of Recycle by Dunlop.

Introduce yourself and Western Distributors.

My name is Gus Velato and I have been working for Western Distributors for 43 years. My role at Western Distributors is to manage distribution and oversee the store front. Western Distributors has been in operation for 45 years and in that time has grown 6 times in size.



When did you first get the idea to recycle underlay scraps?

About 20 to 30 years ago I went on a job to inspect a faulty carpet and saw that the carpet layers had left massive piles of underlay scrap to go into landfills. I remember thinking 'there has to be something we can do about all this scrap', so I spoke to Dunlop's previous National Sales Manager – Ken Reed. From there we got the ball rolling and the Dunlop team developed the Recycle by Dunlop Program.

Why are you passionate about recycling?

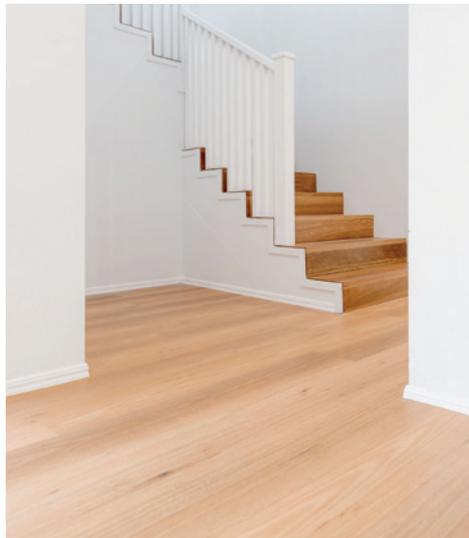
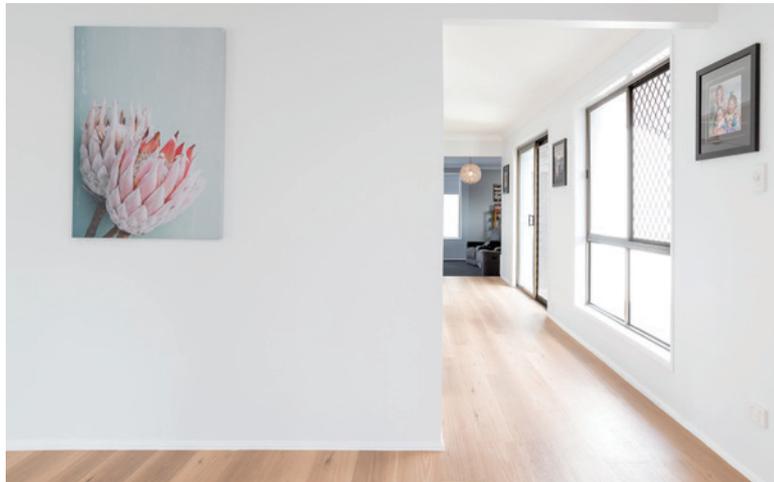
I am passionate about recycling because I hate things going to waste – especially if we can reuse them. With the Recycle by Dunlop Program, we fill around 4-5 bins a week and this is scrap that would otherwise be going to landfill.

Product Highlight

Home Extension – Gold Coast

Home Renovators Warehouse on the Gold Coast recently supplied our Luxury Vinyl Plank - Blackbutt to a home extension project.

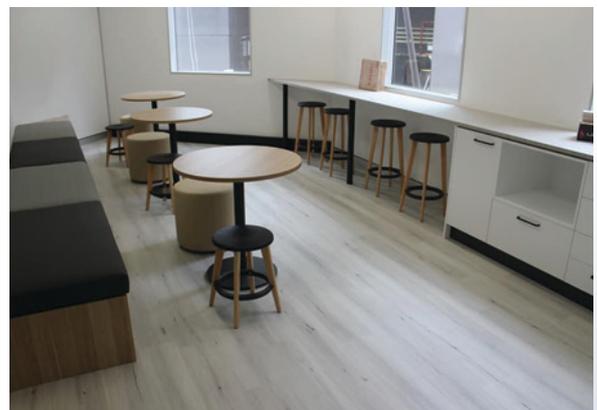
The distinctive tones of our Aussie Timber - Blackbutt are captured beautifully with all the natural lighting this extension brings into the home. Complimented by the white walls, the finishing look gives a modern and fresh finish to the room.



Office Renovation - QLD

On one of their recent office renovations, Oh Yeah Floors helped give this office space a new look with our Dryback Vinyl Plank - Oslo White.

Oslo White adds an air of luxury and sophistication to any space, more so alongside modern furniture and shades of black. Since our dryback plank is commercially rated with a 0.55m wear layer, it is sure to make any office space feel like home.



Variety Bash Golf Day

Over the years, Carpet Court has raised thousands of dollars for great causes that help people in need. Dunlop has been lucky enough to support Carpet Court raise funds and we have had a blast along the way.

The annual 'Variety Bash' is a golf day that raises funds for Variety the Children's Charity. Over 40 years, Variety the Children's Charity has given close to \$2 billion in grants globally to help children who are sick, disadvantaged or have special needs.

On the 22nd March, amateur golf legends from our Sales and Marketing team joined forces to overcome their fears of landing in a greenside bunker and completely whiffing a drive. They may need to go back to the drawing board in their pursuit of becoming the next Tiger Woods but they had an amazing time with our retailers.



Underlay Supplier of the Year Award

In early May, the Dunlop team attended the Choices Flooring Member's Meeting in Melbourne. The national meeting is held every second year and invites 32 key Choices suppliers to be recognised for excellence in marketing and sales.

Dunlop Flooring is delighted to have been announced as the winner of

the Supplier of the Year within the category of 'Accessories & Underlay', for the second time in the last four years!

We are extremely proud of this recognition. However, this award is not just for our team, but it is also in recognition of each and every person that supports Dunlop Flooring.



Excursion to the New Dunlop Flooring Office

Dunlop Flooring's new head office is no longer an empty block of land. The foundation is down, the frame is up and the external walls and windows are installed!

Before the big move from Sunshine to Truganina in a few months, our Vic team went on an exciting excursion to see how our new home is coming along.



A few of the Vic Team, Sean, Louise, Sorcha, Diana, Emily and Rhonda visiting our future home in Truganina.

Our Managing Director, Sean Forde, holding his first meeting in our new boardroom.

HEARTRIDGE
FLOORS BY DUNLOP

HOME IS WHERE THE HEART IS

**NOW
DISCONTINUED
SMOKED OAK
LAMINATE
AND LVP CLICK**

**OUR LAMINATE AND CLICK
LUXURY VINYL PLANK ARE BEING
DISCONTINUED!**

Speak to your Dunlop Flooring Sales Representative for prices.

For more information, contact your Sales Representative or our Dunlop Flooring Customer Service team on 1800 622 293.

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.



Fire Rating & Test Certificates



Recycling Pick Up



View Past Order History



Thermal Property Specifications



Credit Claim Requests



Acoustic Rating & Specifications



Technical Product Information



Point of Sale Requests



Price Lists



Footy Tipping



Create Underlay & Hard Flooring Orders

To access the portal log onto dunlopflooringonline.com.au or, to register, call Customer Service on **1800 622 293**.

Completed a project using our products?

We love seeing our products become a part of a customer's home. Send us through photos and you can be featured in our next newsletter and on our social media pages!

Email your photos along with your social media handles to our Customer Service team on customerservice@dunlopflooring.com.au

We're on Social Media!

Don't forget to follow our **Dunlop Flooring**, **Dunlop Underlay** and **Heartridge** social media pages to keep up to date on the latest trends, news and product imagery.

