

MultiMail

AUSTRALIA

December 2018



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As we head towards Christmas and a well earned break for everyone, I'd just like to take this opportunity to thank the staff at Multinail and our Fabricators for a fantastic year.

Great Open Day turnout

We kicked off with a hugely successful event back in February, hosting 115 business owners, detailers and personnel from Multinail, Pryda and MiTek Fabricators at our Open Day.

The after party at Sanctuary Cove was fantastic - we really enjoyed catching up with so many of you.

Machinery events in 2019

We received a request for more time in the machinery facility – so next year, we're putting on 2 machinery shows.

We have some projects in the pipeline that you will be VERY interested in...details on the dates in this Multimail.

Welcome to the fold, Sunbury

We worked in partnership with Sunbury

Wallframes and Trusses to transition them to Multinail in February. They've since doubled production ...read our interview with Brendan Schneider on what made the transition so smooth.

The PieceMaker

We've launched the PieceMaker, the next evolution in saw technology. Seeing it in action at TrussCorp in Brisbane is incredible.

TrussCorp was doing 500 – 600 pieces a day on their radial arm saws, they're now doing 2000 pieces on the PieceMaker, and are forecasting they'll soon be up to 3000 pieces.

The other benefit of the PieceMaker is the safety – with a fully enclosed blade, it virtually eliminates safety issues.

BCMC

Spida had a large stand this year, at the Building Component Manufacturers Conference in Wisconsin, between 23 – 26th October. We received a huge amount of interest, and as I write this, we have staff back in the states talking to several large truss plant owners.

Multinail's longest serving staff members celebrated

As Fred Hole said, "Multinail is not the buildings or the machinery, it's a group of dedicated people who really look after each other." We are proud of the fact we retain our staff, and in October, we downed tools and got together over lunch to celebrate David Trusking's 30 years of service as one of our software Engineers.

Thirty years is not a bad effort – many of our staff have been with us for over 10 years. On the cover of this Multimail, we have featured some staff members who have been with us for over 15 years. We want to celebrate our staff because it makes us a better company and allows us to deliver a far superior service to our Fabricators.

Merry Christmas

Finally, on behalf of the Taylor family and the entire Multinail staff, I'd like to wish you and your families a wonderful Christmas. Enjoy a much earned break. We'll see you refreshed and raring to go for what's shaping up to be a very exciting 2019.

Trent Taylor





The PieceMaker
in action at TrussCorp,
Bundamba, Queensland



“What would normally take a guy ½ day to prepare and cut is now done in a couple of hours. The work is getting out to the floor much faster – we’re reducing production time. Normally it’s the stuff at the end of the job that holds everything up - with the work getting out to the floor much faster, we don’t have the guys at the table press standing around doing nothing waiting for the timber to come through. We’ve effectively halved the time it takes to produce the job. We were doing 500 – 600 pieces a day, we’re now doing 2000, and I can easily see us doing 3000 pieces.”

Errol Olive,
Cutting Supervisor,
TrussCorp



The PieceMaker

Our latest evolution in saw technology

Trusscorp in Brisbane has been testing out a prototype and are now seriously thinking of replacing their 14 radial arm saws with 4 PieceMakers.

The PieceMaker is an automated linear saw designed to feed, cut, print and eject multiple timber components from stock timber lengths.

It cuts all truss members including mitres and birdsmouths.

- Designed and built in Australia for the Australian Market.

- Local support and spares.
- Elegantly designed, simpler and more cost effective to maintain.
- No requirement for expensive maintenance contracts.
- It does Mitre cuts – saves on handling and another machine.
- Job and Timber optimisation – reduces waste. Cuts nogs from waste.
- The Sawblade is fully enclosed offering a much safer working environment for the user.
- Has a built-in ‘Designer’ cut mode (the operator can configure without waiting for the detailers drawing).
- Requires less administration, easier to optimise as the saw conforms to the business.
- Bigger, faster, stronger, larger support base.

Available: Now

Simple, powerful, fast cutting action

Spida Frame Sheather

The first fixed bridge computer controlled Sheather.

Why is that important?

- Fixing the bridge enables us to clamp the middle of the stud ensuring straightness.
- PC control of the nailing pattern enables the machine to run autonomously once started.
- Trolley system enables theoretically limitless length walls to be sheathed.

Available: June 2019

New Saws

The Tornado M450 and Sprint M600

TORNADO M450

Designed to replace 2 automated radial arm saws in terms of performance and ability, with the added advantage of printing for member identification and on the fly plate marking.

- 90deg (or square cut only) versions available.
- A budget priced linear saw that will cut chords and webs.
- 3 stack high capacity.
- Perfect for truss plants who want another linear saw but are price conscious.

Available: June 2019

SPRINT M600

Designed to optimise, cut and mark framing components.

- Handles raking and angle components down to 20deg.
- Marks plates on the fly (top and bottom at the same time where possible).
- Will cut waste into custom block sizes (no double handling waste).
- Fully enclosed cutting console ensuring safety.
- 90deg (or square cut only) versions available.

Available: Now



Sprint M600

“This saw has removed our plate marking bottle neck. We had 1.5 skilled guys plate marking to get us the 6-700Lm of plates we need every day, we now get this volume in 5-6 hours with one guy (even one of our truss guys).

The cut length and print location is dead accurate and the software is really smart. It’s awesome.”

Larry Binns, Central Frame & Truss, Henderson, Auckland

01 Spida Sheather

02 Sprint M600

03 Tornado M450

SAVE THE DATE

Upcoming machinery events

WE'RE
PUTTING ON
TWO MACHINERY
SHOWS IN
2019

27 WEDNESDAY
MARCH 2019
MULTINAIL CUTTING SHOW

STAPYLTON, QLD

- 2 X Piecemakers • 1 X Tornado
- 1 X Snip M600 • 1 X MitreSaw
- 1 X SuperSaw

05 TUESDAY
NOVEMBER 2019 (TBC)
AUTOMATED PRODUCTION SHOW

MULTINAIL, STAPYLTON, QLD

- 1 X Twin GlideAway Press
- 1 X Auto Framer



Stud design update

Cornerstone designs all three types of loadbearing wall studs now:

- Common stud
- Jamb stud
- Concentrated load stud

Studs are designed to AS1720.3 which replaces AS1684.1.

Studs are designed with any wall panels created by user in Frame:

- Different wall heights
- Different stud centres
- Nogging centres at 1350mm maximum

First whole-of-house programme to fully analyse and design all studs using hierarchical loads generated by other elements in the building.

The type of studs designed are:

- Common studs
- Concentrated load studs
- Beam pocket studs
- Bracing studs
- Junction studs

Load forces are distributed between connected studs in nail laminated configurations, such as:

- Beam pocket studs
- Junction studs

Non-loadbearing external and internal studs can be designed to support self-weight and wind forces.

New! Multinail Design Service

Need extra detailing support?

We are now offering a complete detailing service for Multinail truss fabricators, using Cornerstone software.

We have experienced Detailers in house who can produce detailing to your specific requirements – timber roof trusses, timber floor trusses and wall frames, including ancillaries, connection details and site layouts.

All plans and information are uploaded to - <https://spaces.hightail.com/uplink/MNDesignerService>

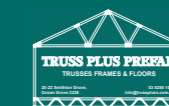
Interested?

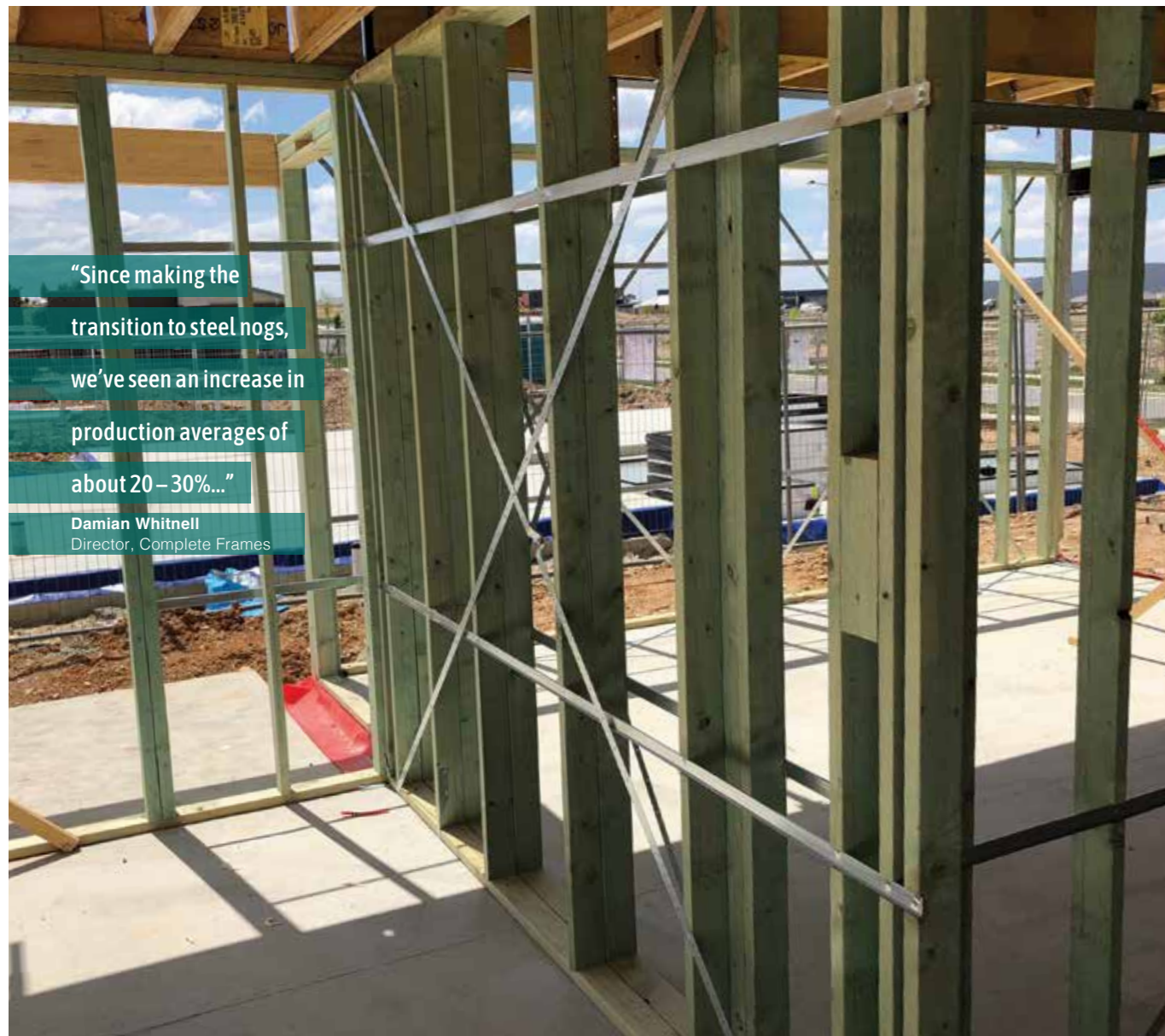
Speak to your BDM or phone head office on **07 3297 3250.**

“Having this service available has made a huge difference to our business. We tend to go through periods where we get inundated with requests for quotes. As a small family business, we have limited resources. Being able to send jobs through to the detailers at Multinail allows us to turnaround quotes within a week... this is significantly quicker than some of our competitors.

We just received some great feedback from a new customer the other day, who commented on how quickly we were able to provide a quote. The quality of their work is very high too...we highly recommend this service!”

Fiona and Andrew Ferrier
Truss Plus Pre Fab





“Since making the transition to steel nogs, we’ve seen an increase in production averages of about 20–30%...”

Damian Whitnell
Director, Complete Frames

Steel Nogs

Increase your production efficiency by up to 30%

The benefits of galvanised steel nogs are many!

Increases production efficiency

- Faster to install, which can potentially increase production efficiency by up to 30%.
- More practical, reducing factory labour time and increasing wall production output.
- Reduces the need to cut nogs to length, or buy in nogs cut to length, reduces stock holdings and storage space.

Quicker, easier to use

- Makes wall frames lighter and easier to lift.

- Better accessibility, making it easier to run electrical wires and plumbing in wall cavity area.
- Avoids factory workers bending over and on top of finishing table nailing in timber nogs.
- Quicker to detail frames in the software.

Safer

Steel nogs are safer to install on the frame line because they nail the steel nog downwards instead of the traditional method of nailing a timber nog towards yourself in a frame line box.

“...By taking out the noggging component, you’re saving time in the cycle.

The transition from timber nogs has been quite successful.

The builders are happy – it’s easier for the trades.

The chippies are happy as the walls are lighter, the electricians have less drilling to do, and the plumbers have better access.

We’re always keen to try new products, and Multinail’s steel nogs have gone down well with our builders.”

Damian Whitnell
Director
Complete Frames



Upside down



It sounds very weird when we got phone calls from people saying they’ve installed the roof trusses upside down. How could you install a roof truss upside down?

We’ve recently carried out a roof truss inspection at one commercial job site. One particular building has got a run of mono-trusses with 2° roof pitch. It should be the easiest roof truss installation inspection for this year, however, it wasn’t as easy as we thought.

Shallow pitch roof trusses are getting more popular these days. The design of truss itself would result in a quite large first panel member at both top and bottom chords. This will lead to an issue when the truss is flipped upside down. The heel side of the truss will look the same. Due to the pitch of the truss being very small, the higher end of truss will not give you much indication when installing upside down either. Photos taken onsite illustrated above will provide us a better understanding.

As we can see, there is not much difference between two trusses at the

heel. You can only tell the difference if you look closely. The truss, which had been installed upside down, had a bottom chord through cut at the heel which was not very common in design. The truss behind, which was installed correctly, had a normal heel cut with upstand at the bottom chord. The higher end was very similar, but upon inspection we found that the webbing pattern of two identical trusses were different. It was a dead giveaway that something was not correct.

Fortunately, that was the only truss being installed incorrectly on site, and obvious enough for us to point out straight away. What if all of those shallow pitch half trusses were being installed upside down?

Marking the bottom chord or top chord of those types of trusses would be a good idea. It will prevent you from getting a call from a desperate builder looking for an urgent engineering solution.

David Zhang
Structural Engineer

Welcome to the fold Sunbury

Sunbury Wallframes and Trusses doubled production across all 3 lines after moving to Multinail in February this year.

Here's an interview with Brendan Schneider, Sunbury's Operations Manager.

Multinail: Why did you decide to move nail plate suppliers?

Brendan: We made a decision to double the size of the plant two years ago. There were a number of issues with the previous nail plate supplier, but the main reason was that we needed excellent customer service to support us through our growth phase, and great equipment.

Did you think Multinail was a serious contender?

We actually regarded Multinail as a smaller player with software limited to normal, standard housing projects. We figured the multinationals would have a lot of money to throw at software development, so we had the perception their software would be more advanced than Multinail's.

Sunbury do quite a few commercial projects, and we felt Multinail wasn't a serious contender because of perceived software limitations.

What changed your perception of Multinail?

We attended the FTMA conference, and also took part in a Cornerstone

demonstration. We were pleasantly surprised at the capability of the Multinail software, including the midrise market implementation. We met Matt Smith and other engineers, who gave us the confidence the Multinail software would have the capability we were looking for in our commercial projects.

How did Sunbury's management approach the transition with internal staff?

We were open and upfront about the move and explained the reasons behind it to all staff. We acknowledged the challenge of change but framed it in a positive light; pointing out that we weren't actually changing what we do, just the tools.

We demonstrated the software and found that there was a high degree of excitement. I also outlined the kind of support they could expect to get from Multinail.

What was the transition process like?

Multinail threw an 'Ice Breaker' event at a local venue where all the Sunbury staff got to meet a number of staff from Multinail. It was a great event and really built the case for change. We found from

that point on, there was a real buzz about moving to Multinail.

Multinail threw a lot of resources at the training. A key benefit was the structure of the training, with weekly modules. The detailers would be able to master a component per week (ie the roof module). The fact the training was structured and broken up into different modules made the whole process quite fast and easy.

The back up support was also excellent, from the guys on site to the remote support. Multinail really put in the resources – from software training, the computer and equipment set up, online desk help, software support to data set up to help with our customer data base.

Multinail has 6 or 7 Tech Reps in Victoria to service 13 plants...which is fantastic. This level of 'boots on the ground' support is critical to our business – with 50 staff, if something breaks down or there's a problem with software, downtime can be extremely costly.

How does the Sunbury team feel about Multinail now?

Multinail bent over backwards to help.

We all feel we can talk to anyone and get a decision quickly. We expected support up front, but the level of ongoing support we're getting has exceeded our expectations. As someone commented 'it feels like a yoke has been lifted from our business.'

We feel confident in our growth as we now have great back up support. I love the fact Multinail is a local, family run business – like us. We need a responsive partner and are confident Multinail fits the part. If a saw breaks down, Multinail will have it back within the week.

We have doubled production across all three lines, achieving the right balance between equipment and software. Overall, the whole experience has been a breath of fresh air.

What was the transition like for Jason Judd, head frame detailer?

Jason: "From a detailing perspective, the transition was relatively seamless. The support from Multinail made all the difference. Just the ability to get support when you needed it was great – not an hour from now, or towards the end of the day when someone was free. Multinail also offers Team Viewer, which

is invaluable as you get issues resolved pretty quickly."

How has the move to Multinail software impacted your day to day work?

"I've found there's a lot more flexibility with Cornerstone, giving me the ability to adjust what I want to. Flexibility is important as we do a lot of complex commercial work. The transition between my computer and out to the factory floor for the guys to do the work is a lot simpler process now.

Also, we trade our reputation on quality control. The Multinail detailing software, along with their machinery allows us to get jobs right to within a millimetre. It means there's a minimum of fuss out on site, which is what keeps our customers coming back.

What do you think of Multinail now?

My experience of Multinail is that they're similar to us – we're a family business too. We can relate to them better... To me, dealing with customers or suppliers is about building personal relationships – it's not about being a number in a queue. We couldn't be happier with Multinail.



Corpus Christi Homeless Redevelopment project, Sunbury Wallframes & Trusses



From left
Brendan Schneider,
Renee Judd, Jason Judd
from Sunbury Wallframes
& Trusses



Fred Hole, Technical Service Officer

One of Multinail's longest serving staff members

Whenever Fred Hole, who is based in Cairns, Queensland, goes out to a restaurant or bar with the Multinail team, they hold a birthday celebration for him. This doesn't necessarily coincide with his actual birthday – and Fred can end up blowing out candles up to 4 times a year.

Why the multiple celebrations?

Well, Multinail treasures one of its longest serving staff members. So the cake comes out, the restaurant staff gather around, and everyone sings happy birthday.

"I want to crawl under the table and hide," said Fred. "I probably would if I wasn't so old!" It's all in good fun though, and it's typical of the way Multinail values its staff.

Fred started with Multinail in 1992 but knew founder Peter Taylor in the 1980s when Multinail was just a gleam in Peter's eyes and Fred managed a roof truss plant in Cairns. His first role was as a Technical Support Officer, a role he still holds today.

"When I first started making roof trusses, we measured in feet and inches, and the currency then was pounds, shillings and pence. There were no computers or calculators. While my role hasn't changed, the technical developments over the years have kept me interested and on my toes.

I've always loved maths. As a TSO, I've had the opportunity to develop my knowledge at the same pace as software and engineering developments. I'm really appreciative of that."

Fred has spent most of his career with Multinail as he loves the culture.

"I love the fact Multinail is an Australian company. But more than that, it's a team of dedicated individuals who work together and care for each other like family.

The management, staff and fabricators – they're all part of the wider Multinail family. I'm treated with the utmost respect...why would you go anywhere else?"



We celebrate David Truskinger's 30 years with Multinail!

Recently, a lunch was held for all staff at the Multinail's Stapylton head office to celebrate Software Engineer David Truskinger's 30 years with the company. Peter Taylor presented David with a travel voucher for he and his wife.

We asked David why he had spent most of his career with Multinail.

"For me to have spent 30 years of my life with Multinail, I obviously believe in what the company is trying to achieve. All staff genuinely work with one purpose in mind – to provide the best product and service to our customers. It's an easy statement to make, but at Multinail, it's played out every day in the way we approach our work and how we're supported by management.

Multinail also looks after its staff, you're not just a number. The IT industry tends to be short term – staff come and go. However, when you find a company like Multinail, you tend to stick around," said David.

Women in Timber

Multinail recently hosted 25 members of the Queensland Women in Forest & Timber Network. The morning kicked off with presentations from the software, stamping, machinery and IT divisions.

Casey Holmes, Queensland Office Manager at Dindas, said. "Touring the innovative manufacturing facility was noisy, but incredibly interesting to see the skill and expertise of all departments – and that there are women in each of them."



Top image from left to right:

- Alana Heather – Administration Officer,
- Joanne Johnston – Group Customer Accounts Manager,
- Jamie-Lee Davey – Production Supervisor,
- Anita Day – Training Development Officer,
- Vaimiti Rigal – Structural Engineer,
- Ann Tan – Software Developer,
- Libbee Patel – Administration Officer,
- Pooja Trivedi – Design Support Officer,
- Santarita Kollosche – National Technical Support Officer,
- Tanya Frbezar – Group Accountant,
- Louise Collins – Supply Officer.

Snapped!

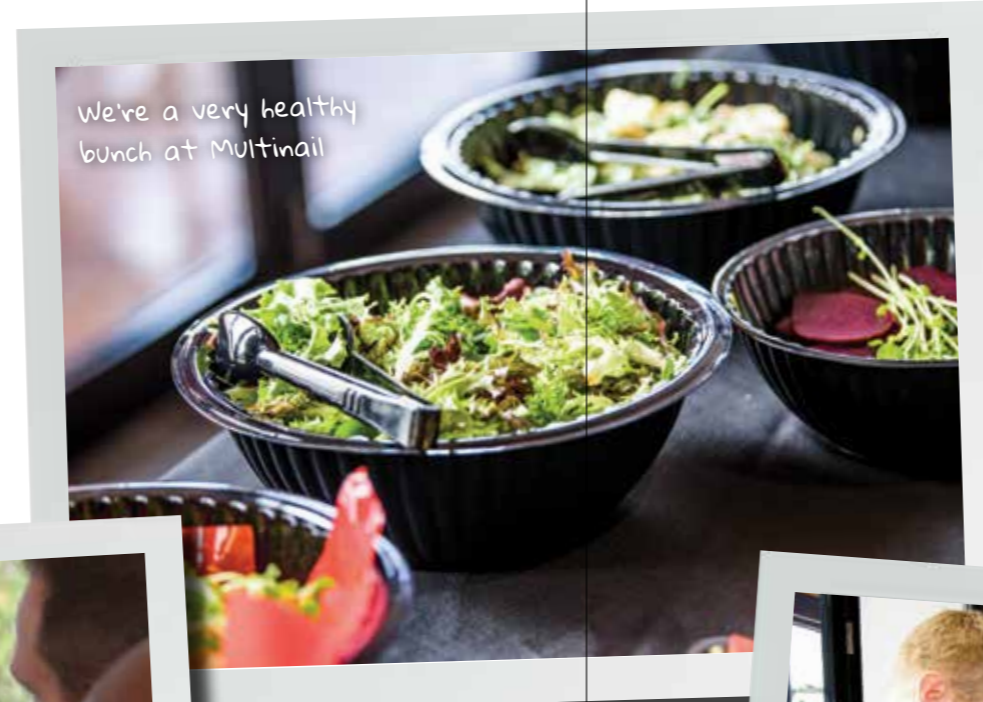
A few pics from our staff BBQ celebrating David Truskinger's 30 years of service.



Someone has told another joke about South Africans. Never fear - Andrae Nieuwoudt, our Senior Technical Development Officer, gives as good as he gets!



Jo Johnston, Group Customer Accounts Manager; Ann Tan, Software Developer; Vaimiti Rigal, Structural Engineer.



Kirk Peacock, Fred Hole, Mark Ford



Travis Taylor discussing his recent surfing trip in Indonesia. Lucky him!



Just when you thought we'd turned vegetarian...



01



02



03

BCMC

With over 3000 attendees at the show, 1500 visitors to the Spida stand and a framing show on the hour every hour, the BCMC show was challenging, but lots of fun.

Over 6 days, the Spida Machinery, Square 1 and MN Team came together to set up and operate a Frame and Truss plant in 3 days with 3 days of visitors, 1 day to pack up. We left no visitor unattended!

Many laughs and many leads to follow up on, we've got lots of work ahead. In fact, as I'm writing this, Wendy Boyd and Bevan Lines are in the States following up a number of leads.



04



05



06

- 01. A happy pair of hard workers from SQ1 – Melissa and Greg.
- 02. Big crowd, but we managed to speak to everyone...
- 03. Wendy Boyd, Multinail BDM NSW and Multinail's new Marketing Manager hones her skills at the BCMC in her little known role as machinery service technician... She really was working not just having a lie down!!
- 04. Some of this machinery can take a bit of explaining.
- 05. A demo of the frame line every hour on the hour became a must-see.
- 06. Even Bevan Lines got amongst the machinery with the crowd.





01



02



03

Software Training, Stapylton

We have regular training sessions for the Business Development Managers and all our TSOs on the latest developments in our software. Here are a few pics from our latest session.

- 01. The Queensland State Manager, Stuart McBean and the Victorian State Manager, Kevin Labrooy having a laugh.
- 02. Flagging after a long session of software training....but then....
- 03. They've just been told they'll be let out for lunch!!
- 04. John Sullivan, Software Support Officer; Cris Garcia, Software Developer; Brenden Karl, Senior Technical Support Officer; Anita Day, Training Development Officer.
- 05. Phill Coombs (NSW TSO) Simon White (QLD TSO).
- 06. Matt Smith to Aaron Garvey "Are you trying to copy my work?"



04



05



06

Multinail Strategy 3 day workshop



Spicers Hidden Vale, Queensland, September 2018

The Multinail leadership team in action at a 3 day strategy workshop at Spicers Hidden Vale. We're planning a big 2019, including a couple of machinery events, Cornerstone 2 release, latest R & D machinery projects off the mark and some exciting developments using machine learning to ramp up F & T productivity.

Watch this space.

Video shoot at the Staplyton Head Office

Our pesky marketing team has us in front of the camera... made for a few laughs.

You'll see the results soon...



01

01. Executive Producer Wendy Boyd!

02. Trent Taylor and Alana Heather trying to keep a straight face. Not easy with a big video camera pointing at you!



02



03

03. Sean Jeffares going through his paces. The peanut gallery through the window gave him hell when the powder was applied!



FTMA Australia National Conference

**26 March, 2019
on the Gold Coast!
Specifically designed
for the fabricator**

The FTMA Australia National Conference is being held at RACV Royal Pines on the 26th March 2019 and with activities the day before and the Multinail Machinery Expo the day following the conference, it is vital that you have all the relevant information to book flights, accommodation and of course register for this fantastic event.

This is the largest fabricator-based

conference in Australia and the event is targeted at maximising networking across the supply chain as well as focusing on the key issues for fabricators.

The conference program is designed for the fabricator, by the fabricator and we would like you to complete the online survey seeking your input in to the finalisation of the program.

Already we have locked in the Tim Woods of Industry Edge who will provide a complete breakdown of the current national housing market plus forecasts with a specific focus on our key markets.

Already we have had some great input from fabricators wanting to learn more about the business tools being used in the industry and as always, we will have several fabricator panels sharing their

knowledge of key issues.

To ensure maximum input from fabricators we encourage you to complete the survey outlining what topics and/or speakers you would like to see at the National Conference. Visit <https://www.surveymonkey.com/r/FTMA2019Conference> to have your say on the topics covered.

The conference kicks off with the Red Activities Day on Monday 25th March which is sponsored by Pryda, Meyer Timber and Vekta Automation. This year we have three exciting activities, well that is if you call golf exciting...but I know there are a few of you out there that do!! With Golf being played on the PGA Course at Royal Pines plus Jet Ski Safaris out to South Stradbroke Island or Zip Lining and Ropes Course over the wildlife at Currumbin Wildlife Park we are sure you will find something to enjoy.

The Red Activities Day finishes with the official Ice-Breaker which is all about letting your inner child out at the carnival themed event. You will hear me go on about networking, as always, but this is a key event to get to know other

conference delegates and sponsors before the main event.

Tuesday 26th March is all about the Conference and Trade Exhibits. This year we anticipate over 24 displays from a wide range of suppliers representing nail plates, timber, insurance, machinery, energy, wood products information and more. The conference runs on a tight schedule from 9am – 5.30pm with plenty of time for networking with sponsors and short sharp presentations to ensure we capture your attention.

The event concludes with the National Conference Dinner proudly sponsored by Multinail Australia which will be held poolside at RACV Royal Pines. Pre-Dinner drinks are sponsored by CombiLift and being an Irish based company, the Guinness will be flowing.

Multinail is located only 30 minutes from RACV Royal Pines and they will be hosting a Multinail Machinery Expo on Wednesday 27th March where they will coordinate buses to ensure easy access for everyone.

If the interest is there from our colleagues across the ditch, we will be continuing on the Wednesday night with an event at Top Golf in conjunction with a tour of a few fabricators in the region before the New Zealanders head home.

Given the festive season is upon us, we have decided to offer an Early Bird Special which locks in the prices from the 2017 event with members enjoying the Ice-Breaker, Conference and Dinner for the Members price of \$500 (GST Inclusive) and \$600 (GST Inclusive) for non-members. Conditions do apply for registration as this event is only open to timber fabricators and supplier members.

We have created a National Conference Website that provides you with all the necessary information from dress code to activities and sponsors. **Please visit www.conference.ftmanews.com for further information.**

If you have any questions or are interested in sponsoring the FTMA Australia National Conference, please contact **Kersten on 0418 226 242 or at kersten@ftma.com.au**



MULTINAIL AUSTRALIA SUPPORT



THANKS TO OUR SPONSORS

GOLD	SILVER	BRONZE

We wish you and your families a wonderful Christmas and a well deserved break.

It's been great working with you throughout 2018.

We look forward to an even better 2019!

From the whole staff at
Multinail x

Published by: Multinail Australia



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