

# Timber Topics

Making the most of merchant sales throughout the year

January 2020

## Holding Up Business

### Carcassing: expanding the foundations of sales



Photo: BSW Timber



Photo: James Jones & Sons

### Reaping Value from every stick

Carcassing is the foundation of many merchants' timber sales. Are you reaping best value from every stick of carcassing you order from suppliers? Follow our tips to better understand the material you're selling, and gain a sure footing for enhancing sales.

### What's in a name?

Carcassing? Studding? Scant? CLS? Sometimes these get mixed up, especially in the minds of new staff starting in the timber yard. Demystifying the language is half the battle in gaining confidence and sales.

Carcassing generally refers to load-bearing, structurally graded timber, graded to BS EN 14081, usually either C16 or C24 in strength, used for the skeleton of the building. Studding is a term used to refer to non-load-bearing internal framing, such as for partition walls.

Scant is a slimmer-dimension form of internal studding, traditionally used in the north west of England. CLS originally referred to 'Canadian Lumber Standard', but today means predominantly Spruce (whitewood) studding of slimmer dimension than structural carcassing.



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Photo: Södra Wood



Photo: Balcas



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### ***Profitable Storage & Handling***

Carcassing, although a 'bread & butter' product for merchants, still needs care in storage and handling if you want to maximise value from what you order from your suppliers.

If you have to leave packs of dry-graded carcassing outside then protect them from the elements. Tape a left-over batten to the timber pack cover and at the end of each day go round and cover the packs up to protect them.

### ***Giving customers the right advice***

If your builder customer is likely to leave carcassing exposed to the weather on site for any length of time where it could get a wetting, then the carcassing should be treated with a Use Class 2 timber preservative treatment applied under factory-controlled conditions. Your supplier can advise: make sure you ask for the treatment type your customer needs.

## **NEW DEVELOPMENTS IN CARCASSING**

Carcassing may seem like an unchanging product but there are developments to increase its stability and thus its sales value. The joinery industry has been using finger-jointed timbers for many years, valuing the extra straightness and stability. Finger-jointed carcassing, strength graded to C24 is now available on the UK market. An added advantage of the technique is that it produces longer lengths of carcassing. Ask your supplier for information.



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