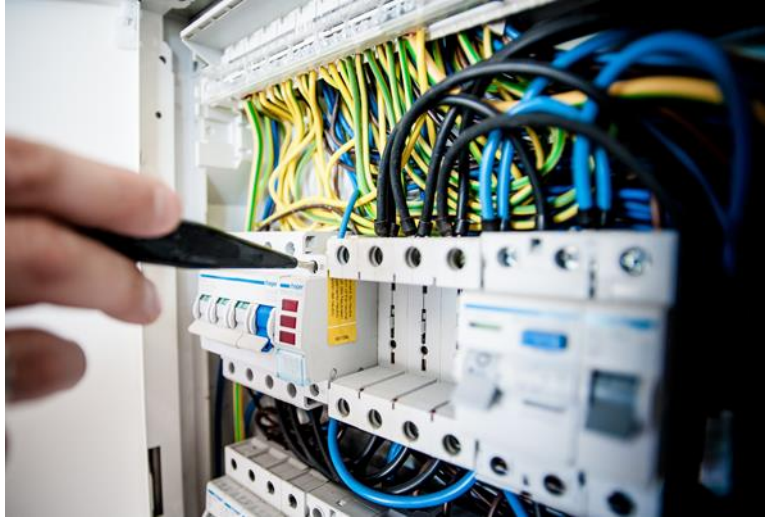






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Communication Day

Friday 28 February 2020

Rydges Hotel, Wellington



Latest New Home Consents

Government stats as at 4 February 2020

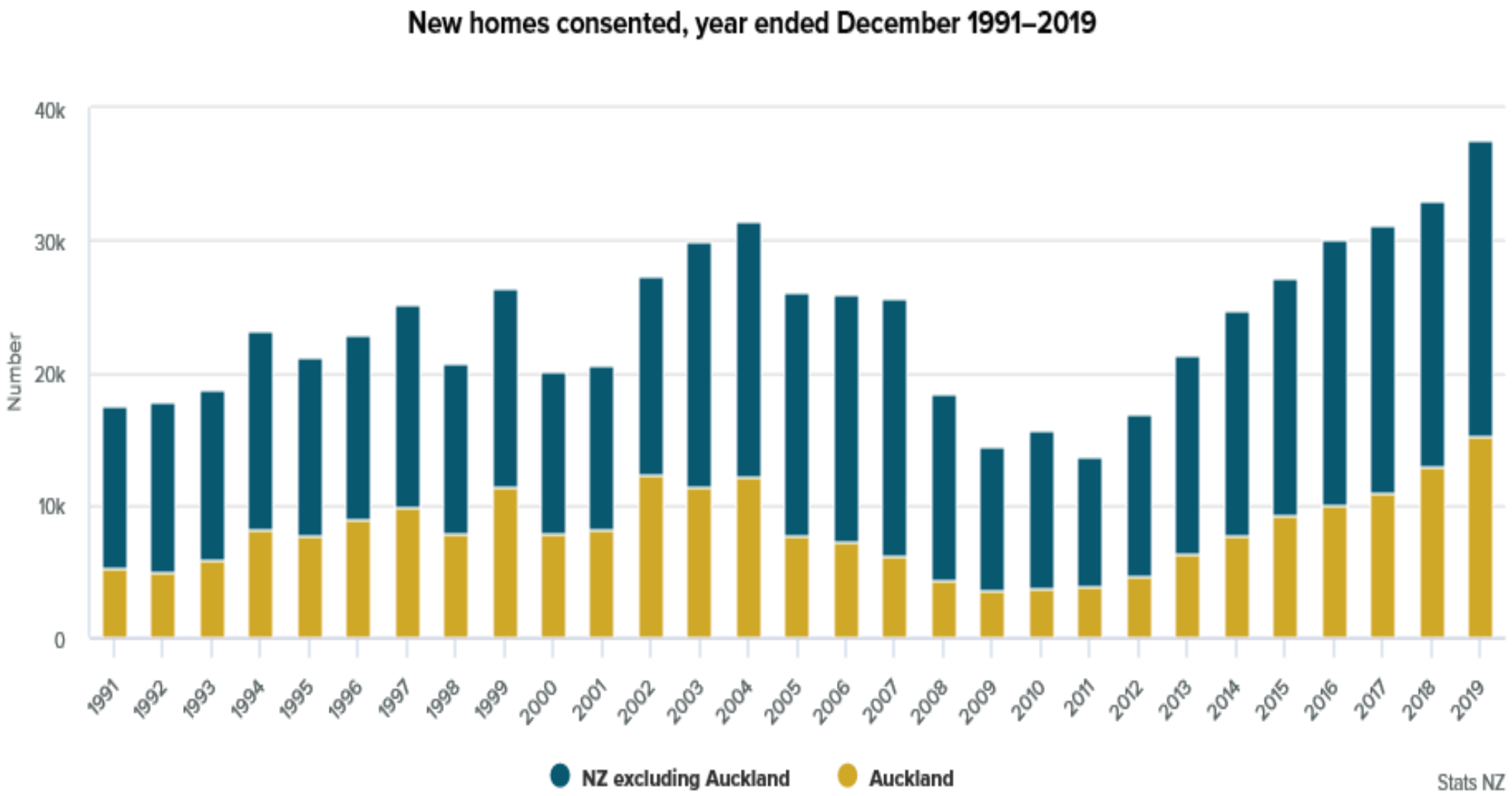
Year ending Nov 2019

- new home consents **37,010** year to Nov 2019
- 45 year high
- highest ever was mid 1970's **40,025**
- highest ever in Auckland **15,154**

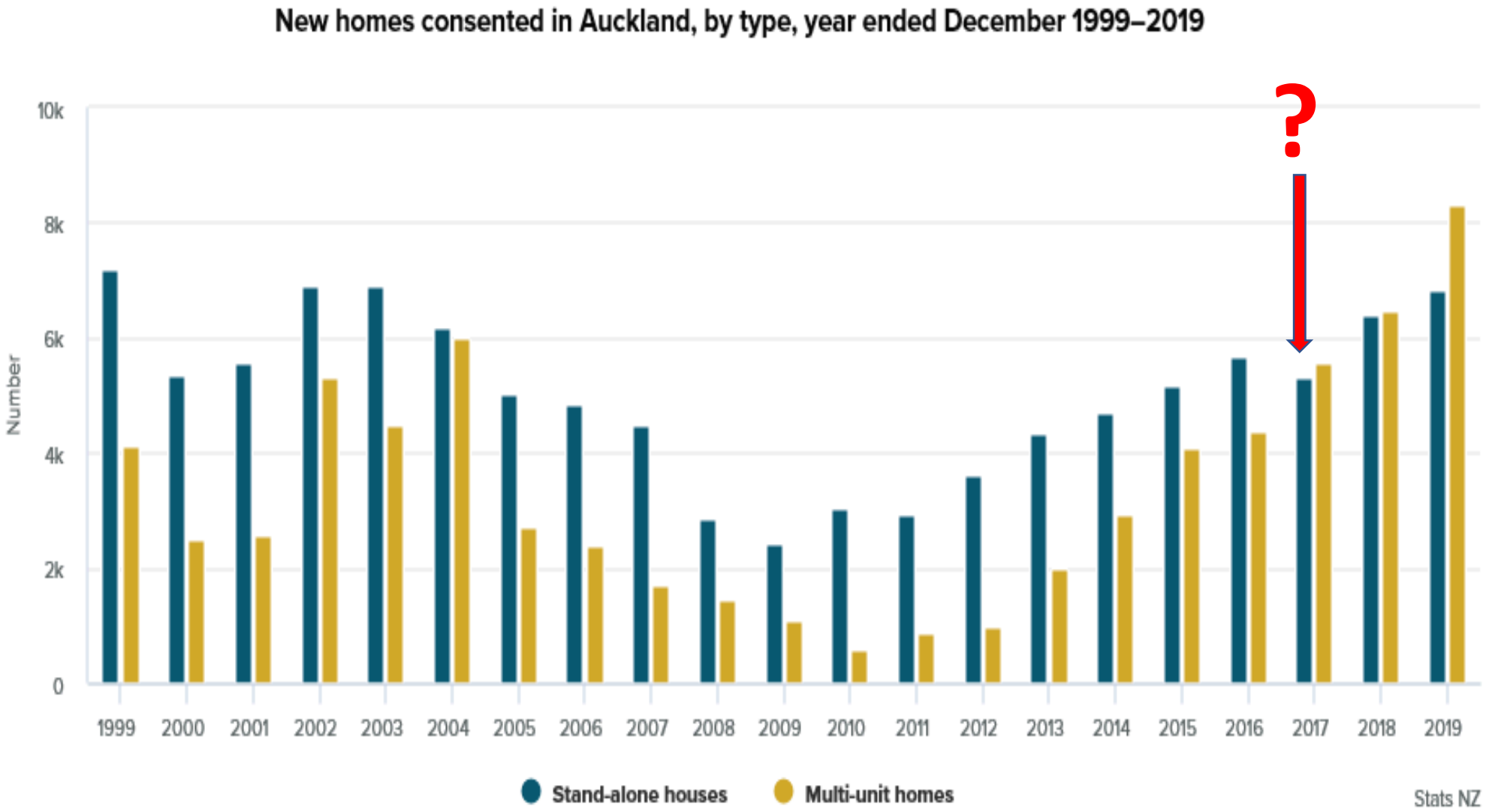
MASTERCRAFT ELECTRICAL

New Home Consents - NZ

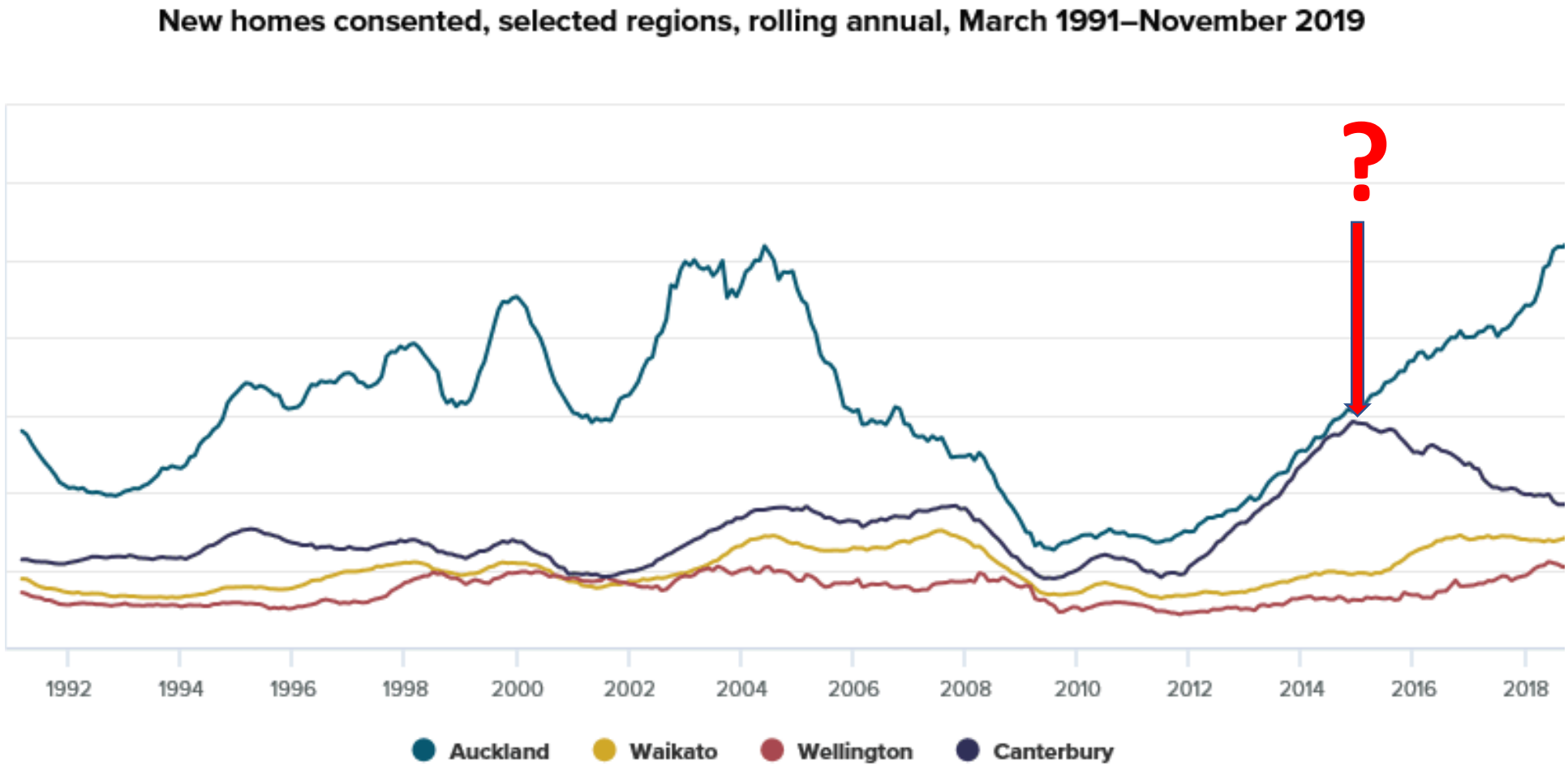
MASTERCRAFT KITCHENS



New Home Consents - Akld

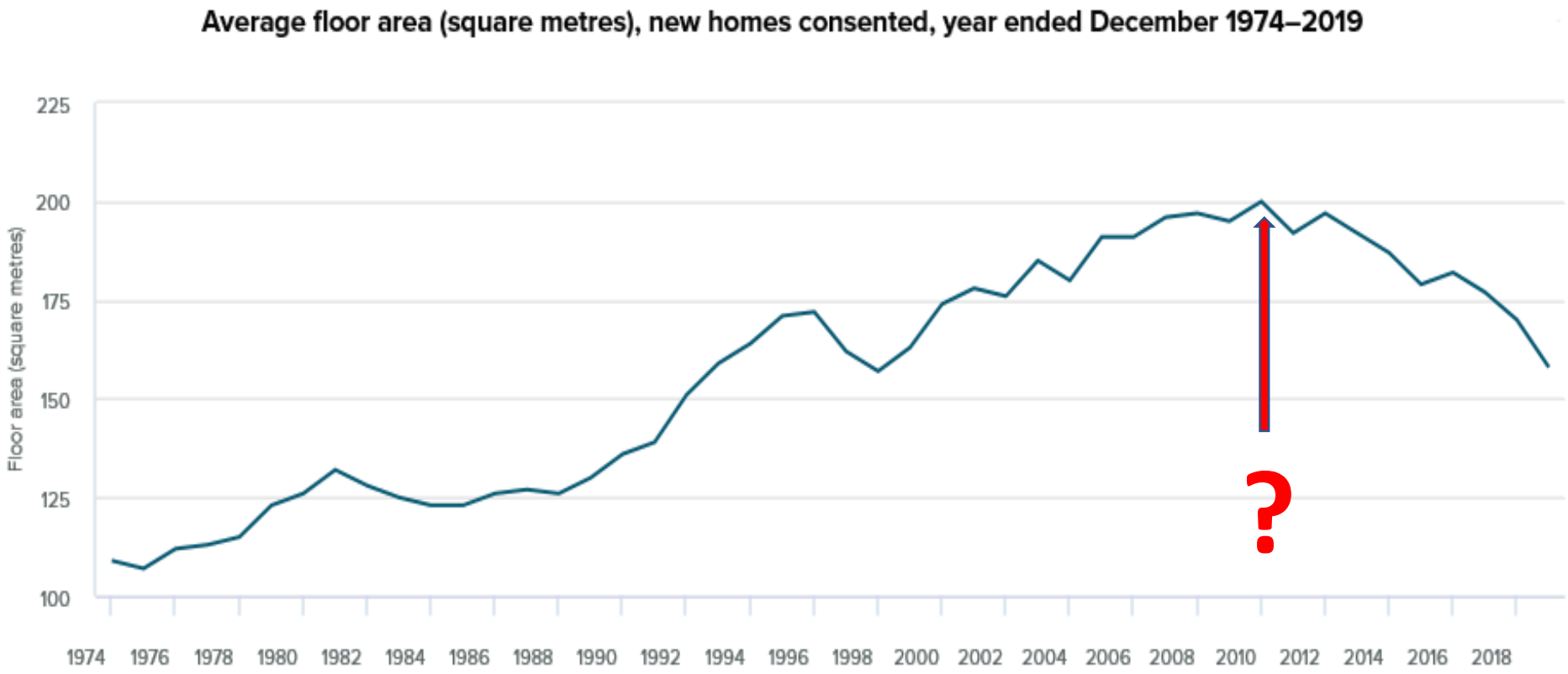


Latest Building Consents



Dwelling Size

Homes have decreased in size 20% in the past 10 years



NZ Population Growth

Annual **net migration** to end 2019 - **53,200**

3 million in 1970
+ 1.9 million
= 4.9 million in 2020

7.5 million in 50 years

85yrs plus - 83,000 in 2020 to **320,000 by 2050**

65yrs plus **-** 700,000 in 2020 to **$1.5m by 2050**

Economic Data

12 economists will give you 13 different opinions !!

Gross Domestic Product (GDP) measures the total of all goods and services produced in an economy, during a period of time

Forecast GDP growth for the next quarter **downgraded** by RBNZ 0.7% to 0.3%

Banks have downgraded their forecast to 0.1% growth in GDP

Economic Data

Consumer Price Index (CPI)

- Rose by **1.9%** in 2018
- Rose by **2.3%** in 2019
- 2019 saw largest increase since 2011 (3%)

Average rise over past 10 years = **1.8% per year**

Economic Data

Unemployment Rate

- **4.0%** unemployment
- continues to track down since high of **6.7%** in 2012

Wage Growth

- Labour Cost Index (LCI) increased **2.6%** in 2019

Minimum Wage - $17.70

Living Wage - $21.15

Economic Data Summary

Coronavirus & NZ Drought

- NZ Post now clearing a backlog of outward & inbound China mail
- likely to impact supply of materials from China
- 28% of our exports go to China
- reduced tourism to NZ
- annual net migration will continue to ease

* Great information at www.business.govt.nz

Election

- consumer hesitancy
- reduced consuming spending
- slower GHB sales pre & post election

Economic Data Summary

On the upside

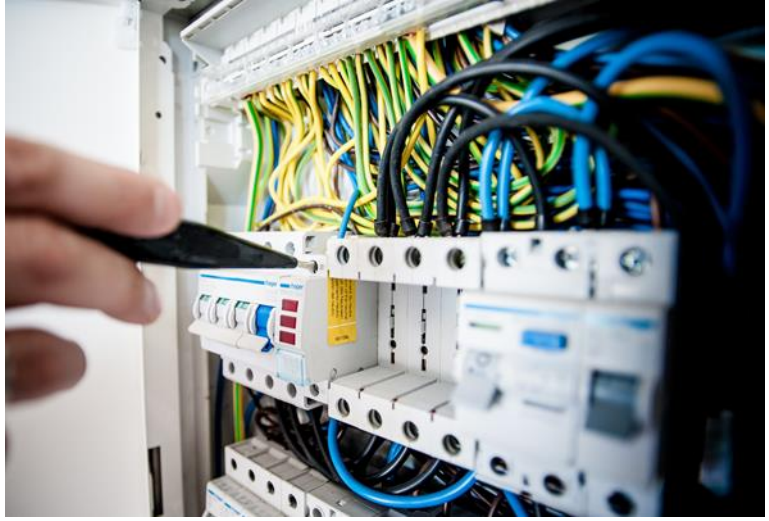
- demand for housing remains very strong
- Govt will keep spending within NZ
- interest rates may slowly reduce further
- same or new government will make little change for your business
- Govt is in a good financial position to absorb hits

What to Do

Inflation is up, Labour rates are up, Construction sector at 45 yr high. **PUT YOUR PRICES UP!**

- You are the only person worried about doing that







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MCK Growth Fund – Marketing Audit

Kevin Belz



MCK Growth Fund

Name Change

- Group Marketing Fund
- Group Growth Fund (GGF)

    - better reflects the current activities of the fund
    - provide slightly more flexibility on where funds can be allocated, provided they meet the growth test
    - will remain transparent to all contributors

MCK Growth Fund Audit

SmokeyLemon - External Audit of Marketing

- Ross Bennett - Senior Marketing Strategist
- María Garcerón - Brand Specialist - Google Certified
- Naomi Kuttner - Digital Marketing Analyst - Google Certified

Cost $6,470 + GST

MCK Growth Fund Audit

Key findings:

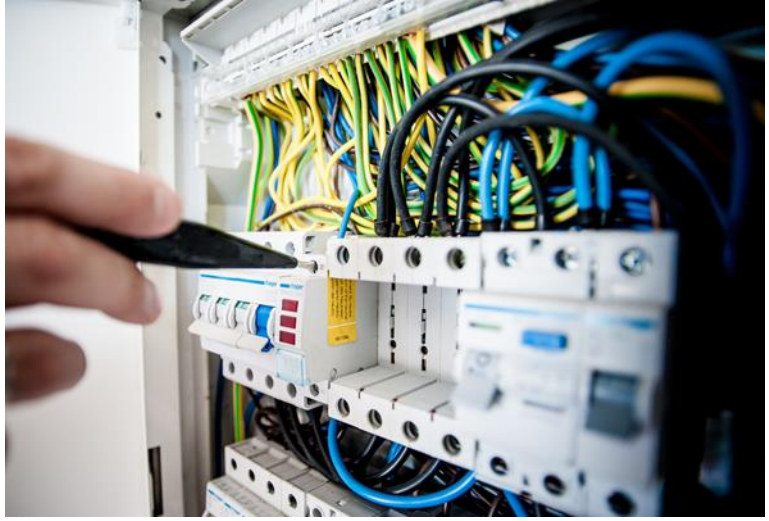
- Overall the fund is being managed & is performing well

- MCK & Kitchen Look Book websites receive similar traffic

- Areas to focus on:
  - website – time for a refresh and upgrade (was already underway)
  - increase lead generation campaigns - councils
  - create more lead generation magnets
  - putting people/families in our photography

Full report available in OneDrive – Group Docs shared - Marketing







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MCK Growth Fund Activity & Objectives

Penny Buchanan



MCK Growth Fund

Areas to focus on:

1. Website – time for a refresh and upgrade
2. Increase lead generation campaigns by >10%
3. Create more lead generation magnets by >10%
4. Putting people/families in our photography

We are already starting to work on all of these areas…

Also…

- Pre-schedule social media content – 3 posts p/w
- Get Look Books out to all Group Builders & Suppliers
- Increase cross-shared posts on social with GHB and Suppliers

MCK Growth Fund

Key Marketing Goals for 2020:

1. *Website – refresh and upgrade* *Underway*
    - Engaged with new Web Developer – Razorweb
    - Clean new look
    - Maximising use of photos
    - Less words
    - Store locator – easier to find Licensee nearby
    - Update Guarantee Database details
    - Develop in April – est launch in May
    - Articles of interest for prospective clients

MCK Growth Fund

Key Marketing Goals for 2020:

2. *Increase lead generation campaigns Underway*

   … Invitation to engage with us

   - Facebook
     - Request Look Book
     - Request downloadable files
     - Book consultation/message us
     - Facebook Locations?
   - Instagram
     - #mastercraftkitchensforliving
   - Website
     - As above
     - Email List

MCK Growth Fund

Key Marketing Goals for 2020:

3. *Create more lead generation magnets Underway*
    - Look Book is our #1 Lead Gen tool
    - 'Ask the Experts' Articles:
        - Coffee stations & Bars
        - Sculleries
        - Small Spaces
        - Splashbacks
    - Developing a 'Renovation Guide'
        - Idea sent from Max's team - Waikato
        - Printed version
        - Downloadable PDF version – promote on social

MCK Growth Fund

Key Marketing Goals for 2020:

4. *Putting people/families in our photography*
    - Meeting with Jamie on this project *watch this space*



MCK Growth Fund

Marketing Objective 1: Generate Leads for Licensees

- *2020 goals aim to increase by >10%*

Activity summary:

- Website Total 2019:
  - Book Consult – 220 June - Dec 2019
  - Location Contact – 330 total in 2019
- Website 2020 YTD:
  - Book Consult – 60 enquiries
  - Location Contact – 30 enquiries

  = 640 total

MCK Growth Fund

Marketing Objective 1: Generate Leads for Licensees

- *2020 goals aim to increase by >10%*

Activity summary:

- Look Books 2019:
  - Sent in 2019 = 2016 total
  - In 2020 – sent 160 with no promotion

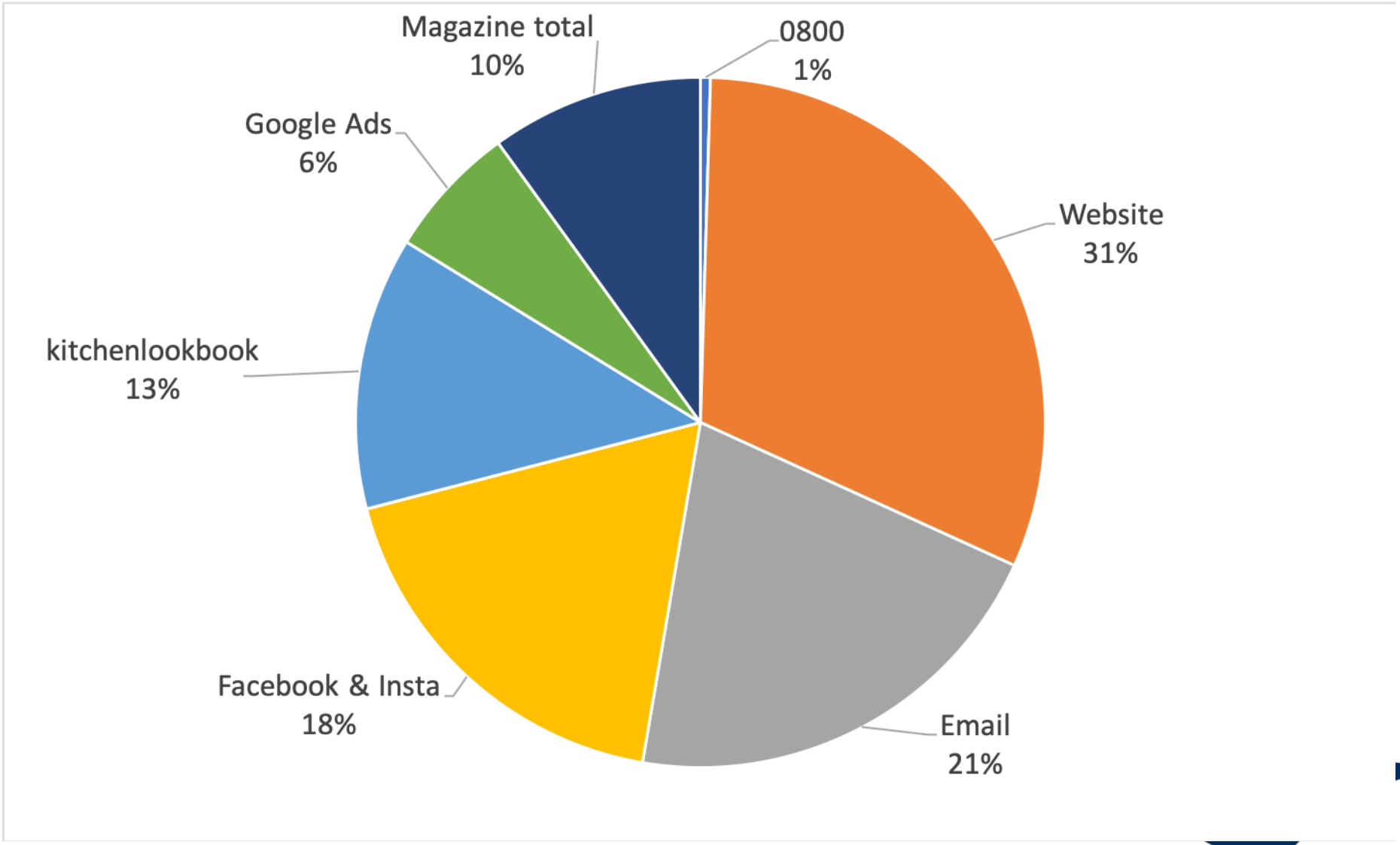
Look Books 2020:

- Since promoting 2020 LB this week – 163 leads, reached 12,000 people
- Will email all recipients of 2019 LB
- Online promotion
- Add to <u>your</u> websites please



MCK Growth Fund

Look Book Leads = 2016 in total



MCK Growth Fund

Marketing Objective 1:
Generate Leads for Licensees

Activity summary:

- Look Book:
  - 10,000 Currently being printed
  - First box to you soon
  - All current GHB
  - All current Supply Partners
  - Email 2019 recipients
  - Promote online
  - Promote on Google My Business



Link to all photos

Link to Licensee

See more of this kitchen online

http://bit.ly/mck2020-6

By Mastercraft Kitchens Christchurch

Designed by Fleur Jourdain

Top To Toe Grandeur

Designed and created for clients who build high-end, bespoke homes, when it came to their own kitchen there was no doubt it would have the WOW factor.

The striking full wall granite look, with hidden door (to laundry) is Neolith, a large format sintered surface. The polished finish of the cabinetry reflects the lighting and gives the kitchen its opulent feel. This is continued throughout all three zones as the splashback.

The impressive engineered stone benchtop 'Raven' matches the Acrylic Gloss 'Pewter' overhead cabinets. The white cabinets are also Acrylic Gloss, continuing the polished look. The fridge and freezer are hidden behind integrated doors.

This large kitchen is extended even further with a walk-in pantry tucked away behind a bar area, both with open shelves which are high pressure laminate 'Blackened Linewood', chosen for their durability.

Benchtop: Caesarstone Raven, polished

Cabinets: Prime Panels Acrylic Gloss Alabaster & Pewter

Hardware: Blum Tandembox, Space Tower & Orgaline Cutlery inserts. Hafele Cleaner Pullout, Wesco Pullboy Servo Drive

Sink: Archant Robique Undermounted

Splashback: Neolith Porcelain



Specs – Supply Partners

MCK Growth Fund

Marketing Objective 1: Generate Leads for Licensees

- *2020 goals aim to increase these by >10%*

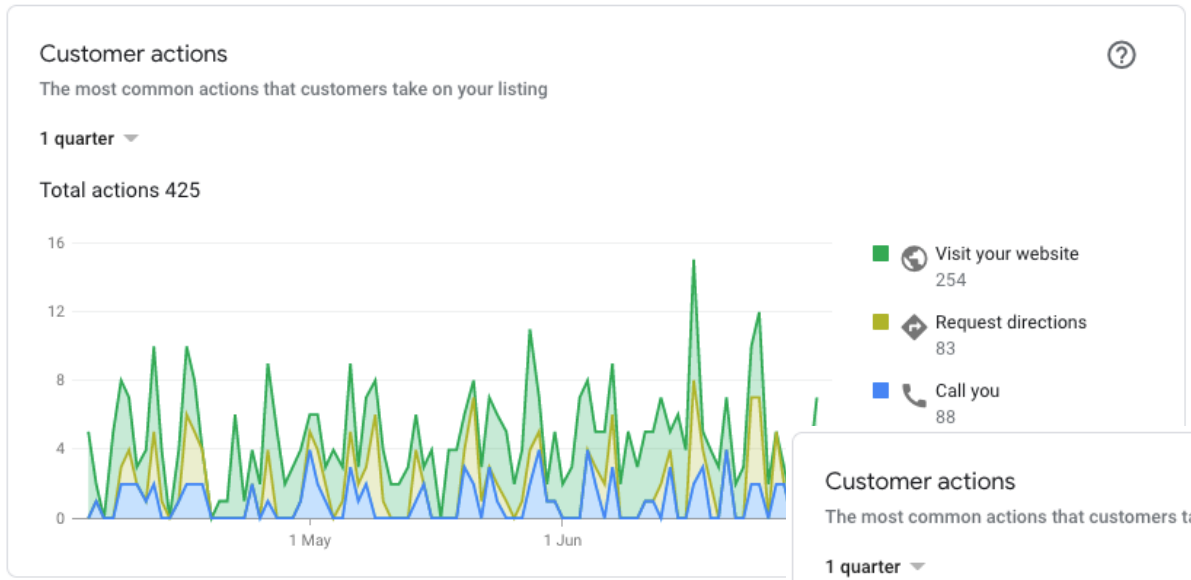
Activity summary:

- Google My Business Locations:
  - 1st report given in July 2019
  - 2nd report given in Dec 2019
  - 3rd report due April 2020
- Suggest: Compare your reports

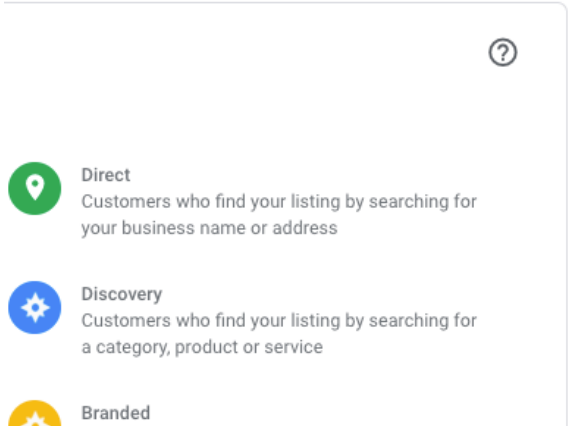
MCK Growth Fund

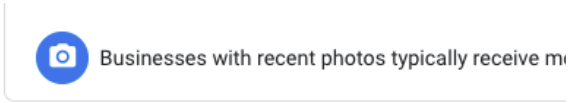
Sample: Mastercraft Kitchens by Healey - Palmerston North

Quarter to July 2019



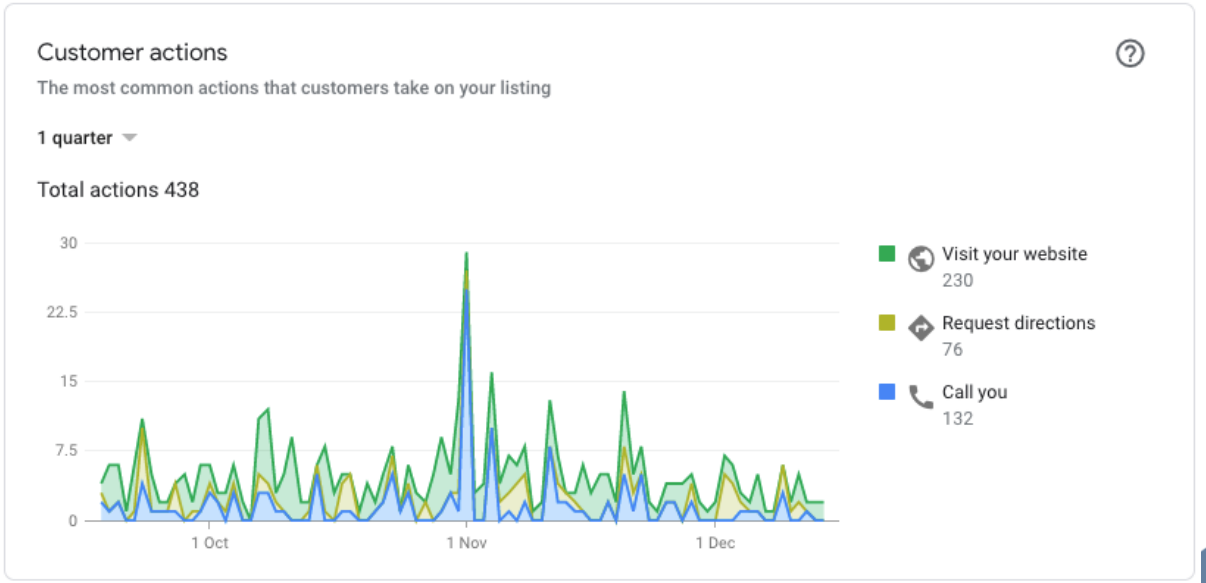
Quarter to Dec 2019 **= 24% increase in search results**







Quarter to Dec 2019
= 3% increase in customer actions



MCK Growth Fund

Marketing Objective 2: Build Brand Awareness

Activity summary:

- On Demand TV Advertising:
  - TVNZ – demo: Females 35-64
    - Aug 73,000 impressions – 95% completion rate
    - Oct 77,000 – 94% completion
    - March 2020 – est 76,000 = Total 226,000/2
  - Three Now/Bravo:
    - July 67,000 – 97% completion
    - Sep (Newshub) 160,000 impressions
    - Oct 60,000 impressions
    - Currently running 30” ad = Total 347,000/2
  - *That’s over 570,000 impressions*

MCK Growth Fund

Marketing Objective 2: Build Brand Awareness

#mastercraftkitchensforliving

- Clients sharing pic of their kitchen with F&F
- A winner chosen each month



MCK Growth Fund

Local Lead Generation

- Council Consents: Get qualified leads

TCDC Application Tracker

Search | Results 162

ID	Date Lodged	Description	Status
ABA/2019/1084	2020-01-10	Erect 350m2 marquee for Youth Camp 14-17 January 2020.	CCC Issued
ABA/2019/0086	2020-01-10	New two level three bedroom dwelling with attached garage	CCC Issued
ABA/2019/0408	2020-01-10	Add toilet and hand basin to existing garage .	CCC Issued
ABA/2018/5181	2020-01-09	BC LAPSED: New single storey detached dwelling, 3 bedroom, 2 bathroom	BC Issued
RMA/2020/3	2020-01-09	To construct a garage within the front yard and garage door yard sebacks	Decision Issued
COA/2020/0003	2020-01-09	Retaining wall	Vetting Started
RMA/2020/1	2020-01-08	Daylighting encroachment in the Front yard in the Residential Zone	Planning Assessment
RMA/2020/2	2020-01-08	New Dwelling forward of the Coastal Environment Line; to change a consent notice condition	Decision Issued
ABA/2019/0065	2020-01-07	Single storey residential dwelling. Amendment 1: Kitchen layout altered, window added, Roof extended to cover deck, new office, alterations to laundry and bedroom 4. (1 Amendments)	CCC Issued
ABA/2020/0001	2020-01-07	Proposed art studio and storeroom	Processing Completed

ABA/2019/86 | Events 7 | Inspections 13 | Documents 55

Documents for ABA/2019/86

Date	Description
2019-02-11	ABA20190086 - Lodged Documents - Plans
2019-02-11	ABA20190086 - Lodged Documents - Supporting documents
2019-02-11	ABA20190086 - Lodged Documents - Specifications
2019-02-11	ABA20190086 - Lodged Documents - Approvals from other authorities
2019-02-11	ABA20190086 - Lodged Documents - PLG 1 Application
2019-02-11	ABA20190086 - Lodged Documents - Form 2: Application for Project Information Memorandum and/or Building Consent
2019-02-12	ABA20190086 - Lodged Documents - Certificate of title
2019-02-12	ABA20190086 - Lodged Documents - Certificate of title
2019-02-12	ABA20190086 - Lodged Documents - Approvals from other authorities
2019-02-12	ABA20190086 - Lodged Documents - Approvals from other authorities

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Date Submitted: Monday, 11 February 2019

Form 2
Application for project information memorandum and/or building consent
Section 33 or section 45, Building Act 2004

The building

Street address of building:	4 Wells Place Whitianga Whitianga Whitianga 3510
Legal description of land where building is located:	Lot 59 DP330152
Building name:	Main Building
Location of building within site/block number:	4 Wells Place Whitianga Whitianga Whitianga 3510
Number of levels:	No information provided
Level/unit number:	No information provided
Area:	Total: 190.00 m2, Change: 190.00 m2
Current, lawfully established, use:	2.0 Housing: 2.0.2 Detached Dwelling
Year first constructed:	2019

The owner

Name of owner:	Robert Denning-kemp
Contact person:	Robert Denning-kemp
Mailing address:	4 Wells Place Whitianga

MCK Growth Fund

Application

I request that you issue a building consent for the building work described in this application.

Signature of agent on behalf of and with the authority of the owner:

GRAEME LESLIE TUCKER

Date: 11 Feb 2019

space for council use

Application Type	Building Consent only
Reference Key:	49841009BH
Name:	Graeme Tucker
Application Role:	Agent
Pre-application reference number:	N/A

The project

Description of the building work:

3 Bedroom dwelling with attached double garage

Will the building work result in a change of use of the building?	No
Intended life of the building if less than 50 years:	50 years
List building consents previously issued for this project (if any):	No information provided
Estimated value of the building work on which the building levy will be calculated (including goods and services tax):	$500,000

Restricted building work

Will the building work include any restricted building work? Yes

If Yes, provide the following details of all licensed building practitioners who will be involved in carrying out or supervising the restricted building work:

Name	Graeme Tucker
Licensing class	Carpentry licence

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Going the extra mile to say thanks



Gather Bag Systems

Approx 400 available

- Order in bulk
- Order to be sent direct to client

Other branded items

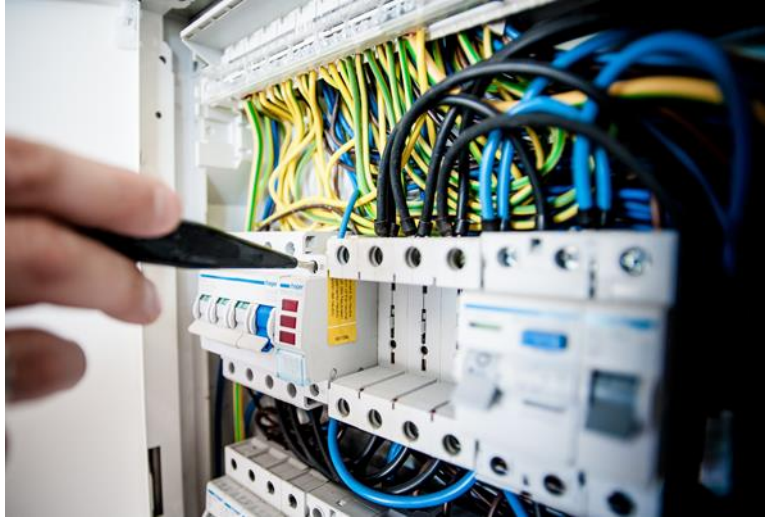
Still available - Incl tea towels, notebooks, jute bags, keep cups etc

Use Google forms

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Critical Incident Planning

Kevin Belz



Serious Injury Vehicle Crash

Scenario

You receive a call from a person claiming one of your company vehicles has been involved in a serious injury motor vehicle crash.

New compendiums available

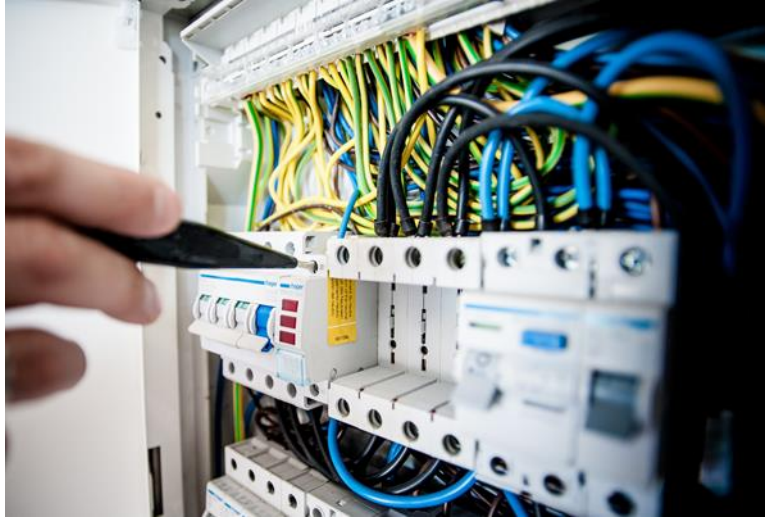
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Morning Tea

MASTERCRAFT KITCHENS









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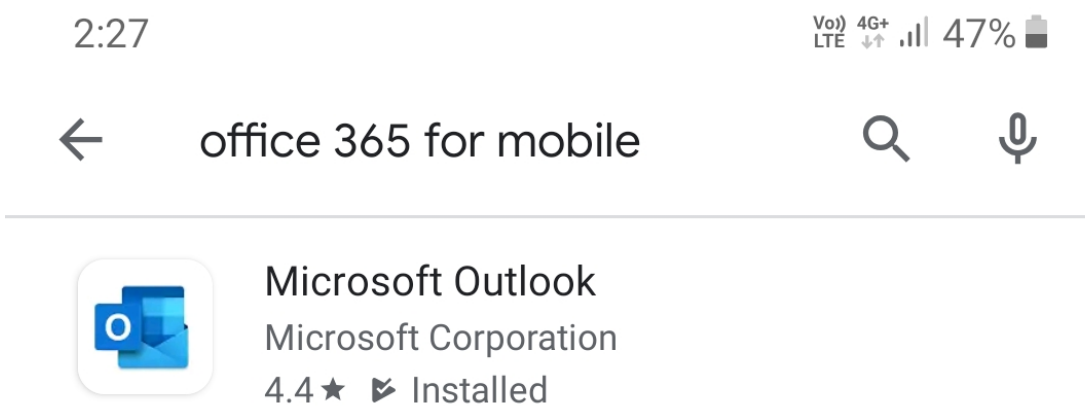


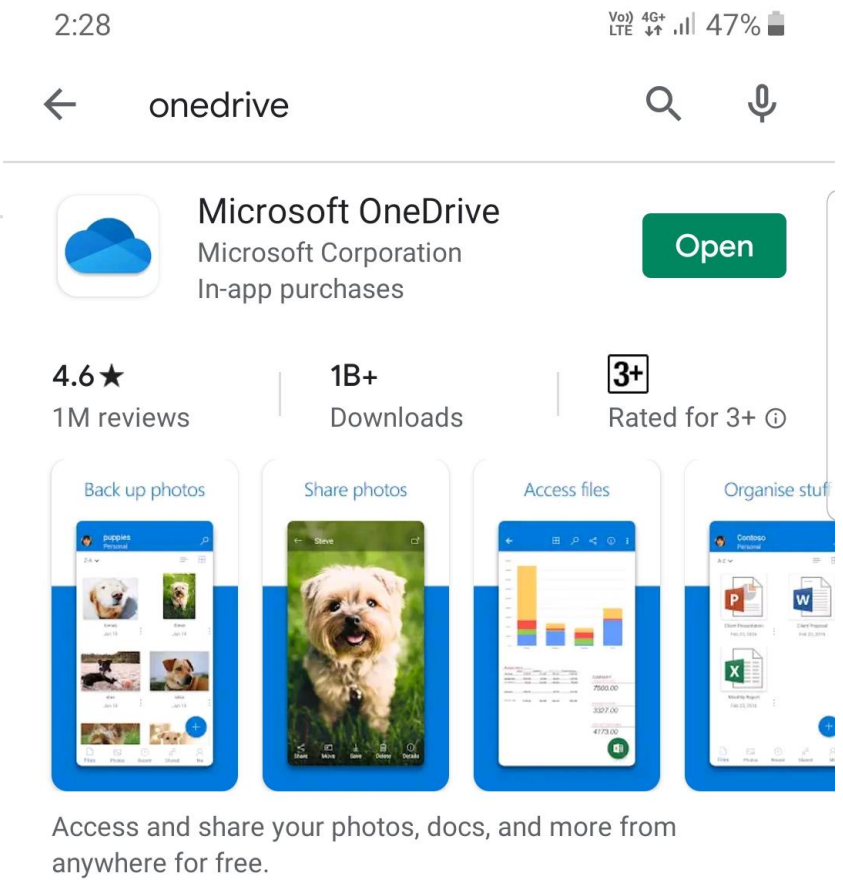
Mobile Access – email and One Drive

Penny Buchanan

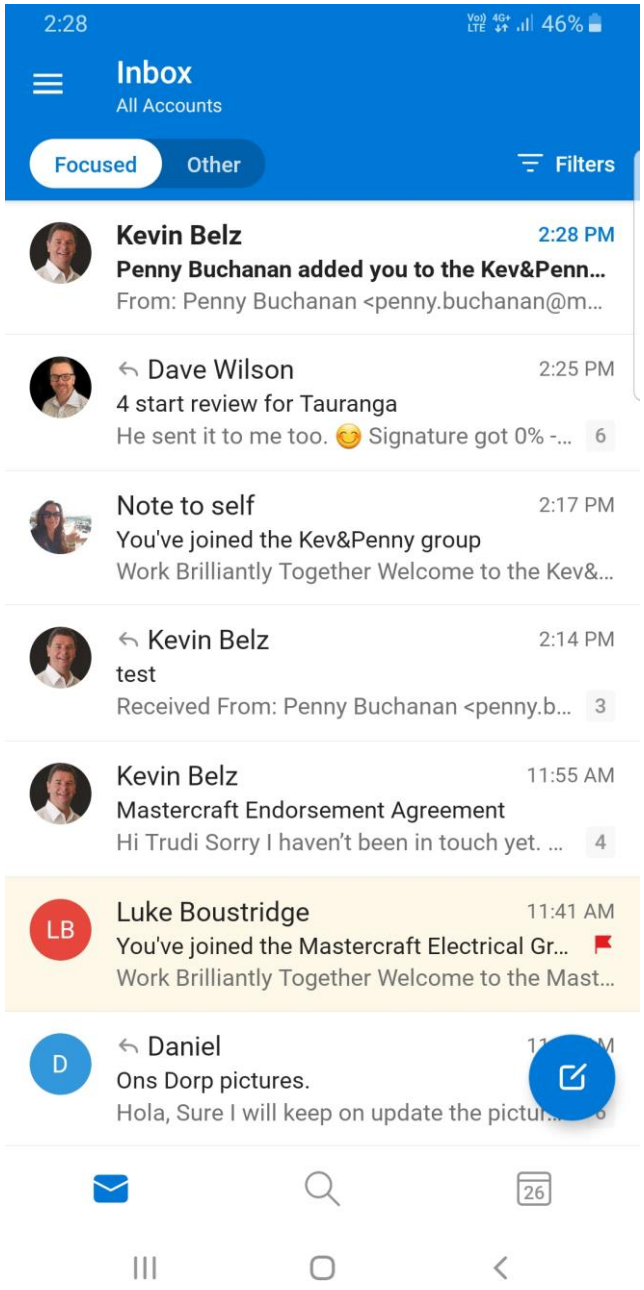


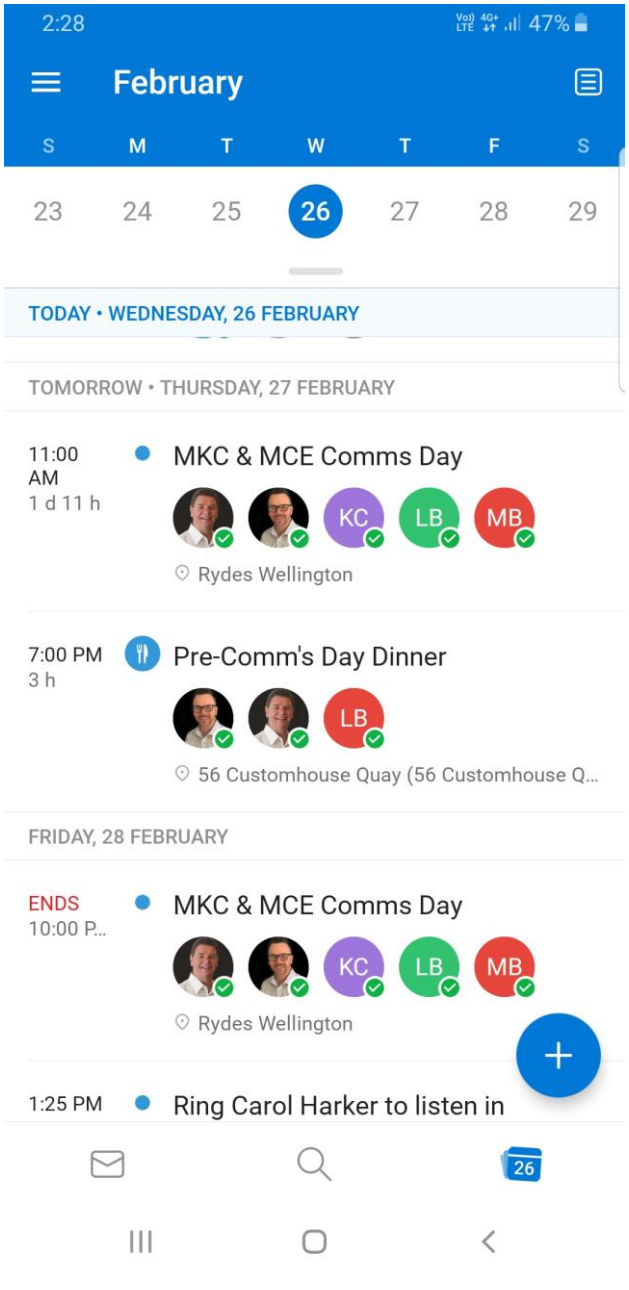
Mobile Access

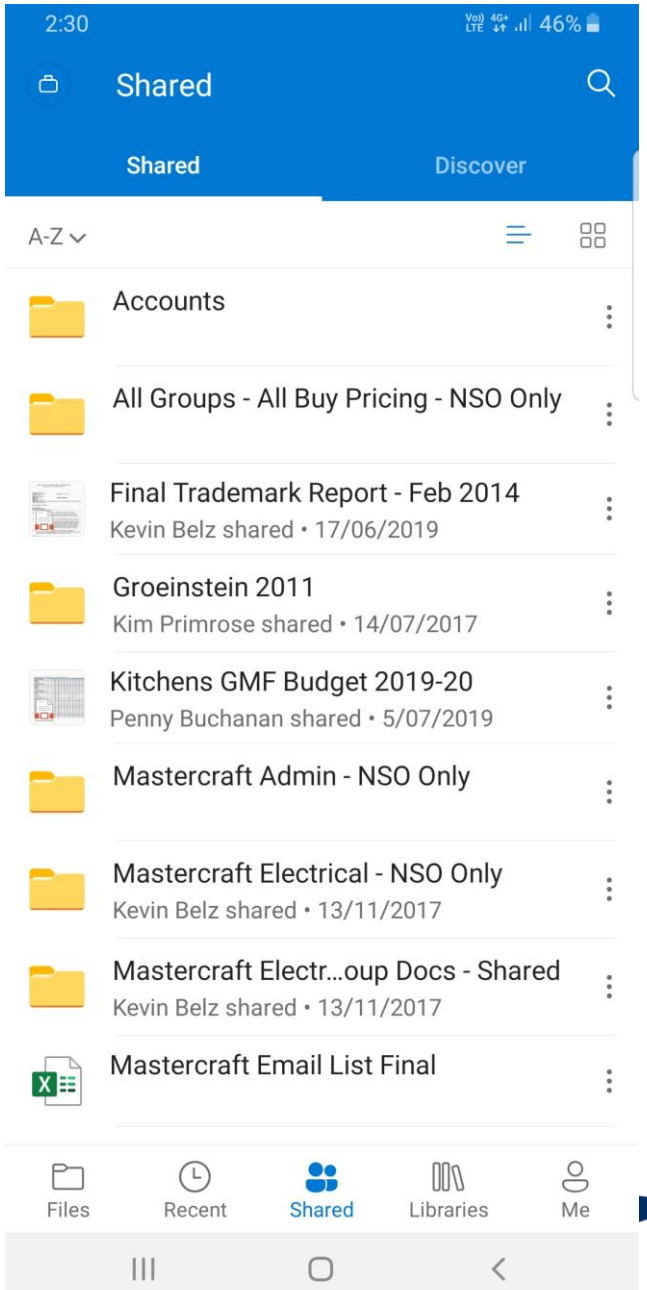




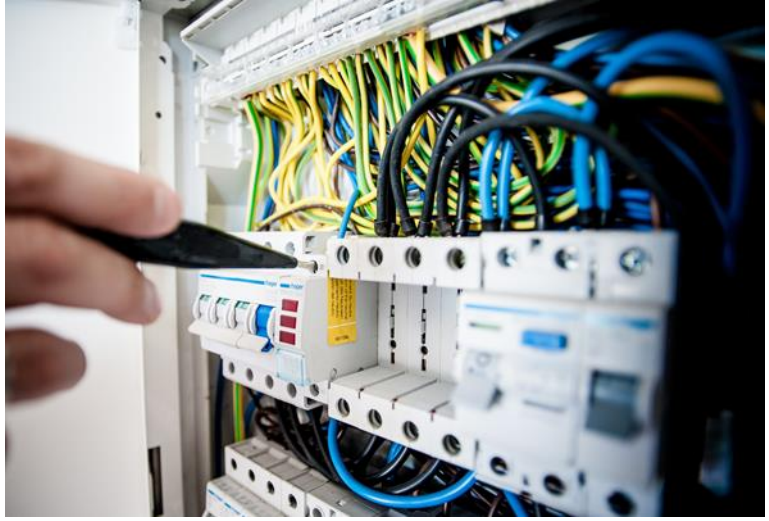
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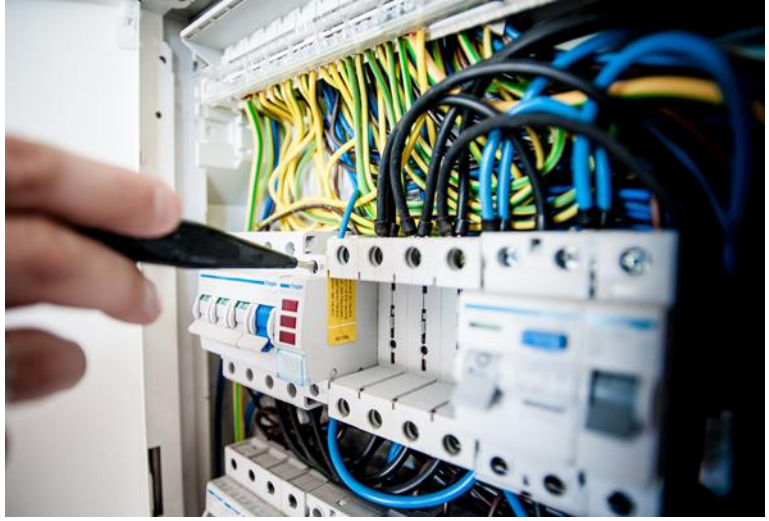
Rebranding Case Study



Sefton Clare
Sales Director

archant







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Supply Partner Update

John Greenacre



FLEETLINE
UTILITY CANOPIES & ACCESSORIES

ROBERTSON AND SINCLAIR LTD


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MASTERCRAFT
PLUMBING


new zealand
kitchen
co-op





- One of NZ's most recognized names in Ute Canopies and Van Fitouts
- Manufacturer of Fibreglass Canopies, NOT an Importer
- Van flooring and racking systems NZ manufactured
- PROUD to be an employer of 80 people manufacturing in NZ for NZ out of West Auckland
- Licensed to use "NZ MADE"


RANGER
RANGER


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- Mats







Or













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DDI: 09 839 0904
Mobile: 021 976 614
Email: trevor.sefont@fleetline.co.nz

FLEETLINE

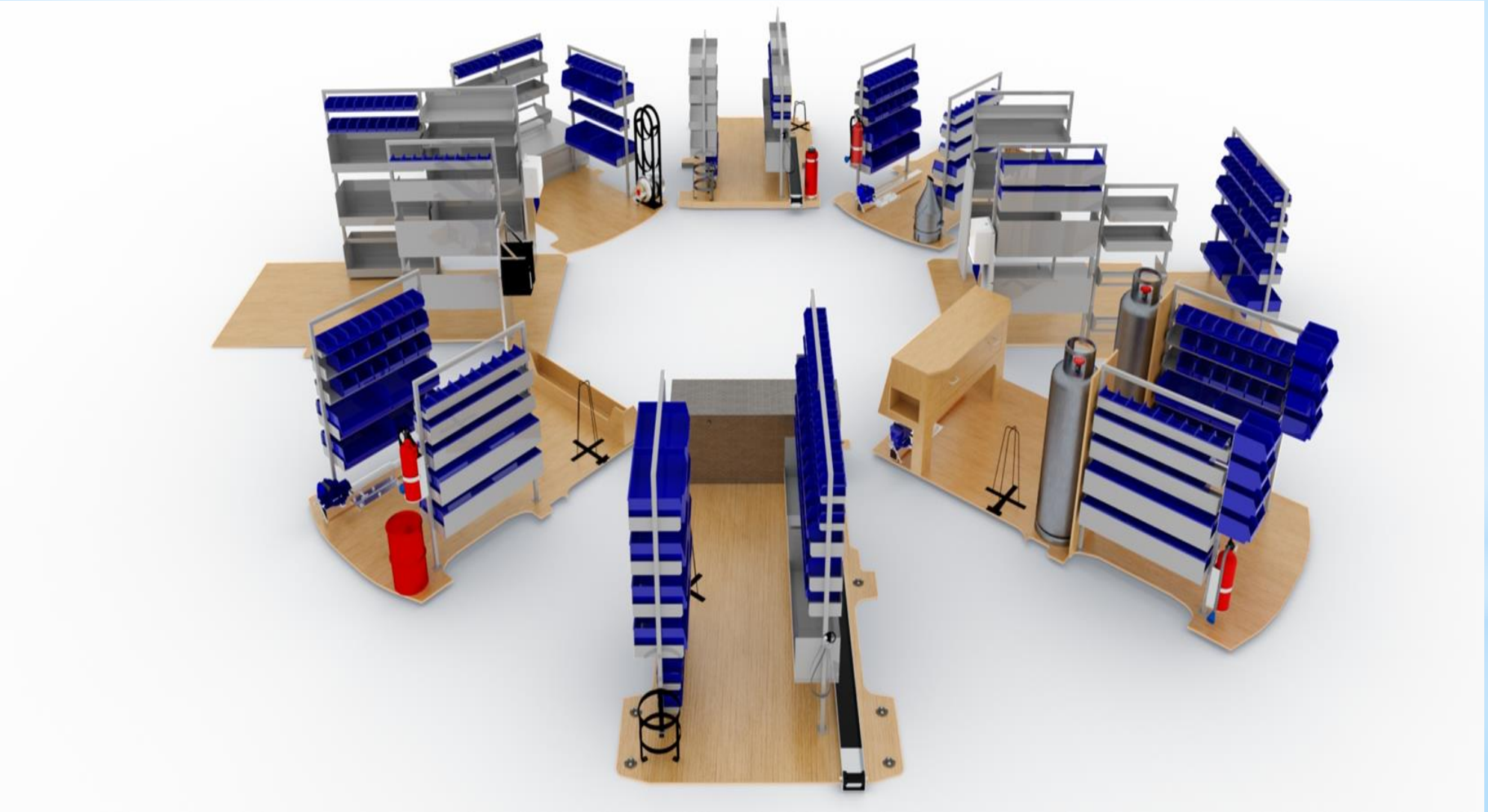
UTILITY CANOPIES & ACCESSORIES





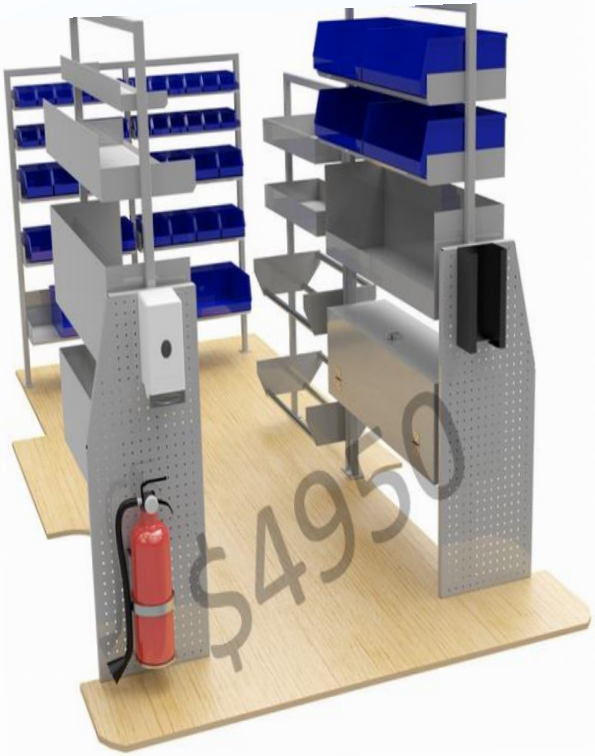
FLEETLINE

UTILITY CANOPIES & ACCESSORIES

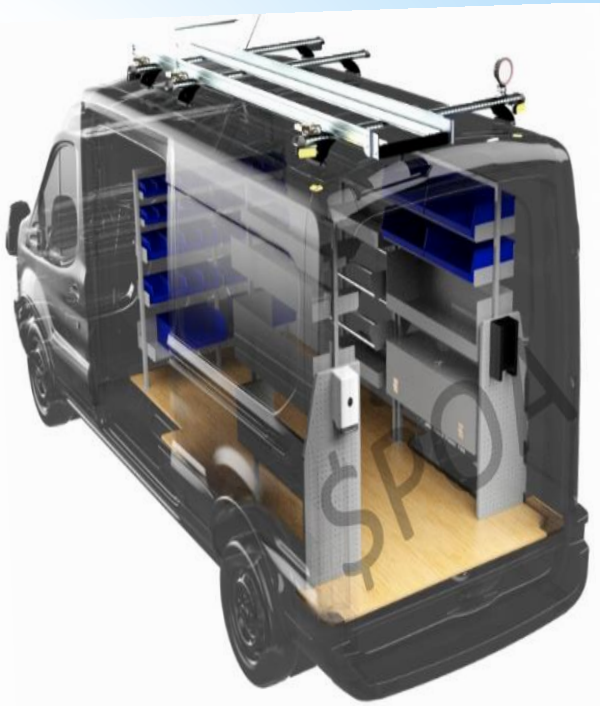




- Trans-Tex 12mm Ply Floor
- 1000mm H Shelf Frame
- 2000mm H Shelf Frame
- 5 x 950mm Book Tray
- 3 x TR5 950mm Tray
- 3 x TR3 950mm Tray
- 2 x End Barriers
- Lockable Toolbox
- Handwash Dispenser
- Paper Towel Dispenser
- 1kg Fire Extinguisher



- Trans-Tex 12mm Ply Floor
- 1345mm H Shelf Frame
- 3 x 1000mm H Shelf Frame
- 3 x 950mm Book Tray
- 1 x TR5 950mm Tray
- 3 x TR3 950mm Tray
- Lockable Toolbox
- 4 x TR5 630mm Tray
- 4 x TR4 630mm Tray
- 2 x TR3 630mm Tray
- 2 x 630mm Cable Tray



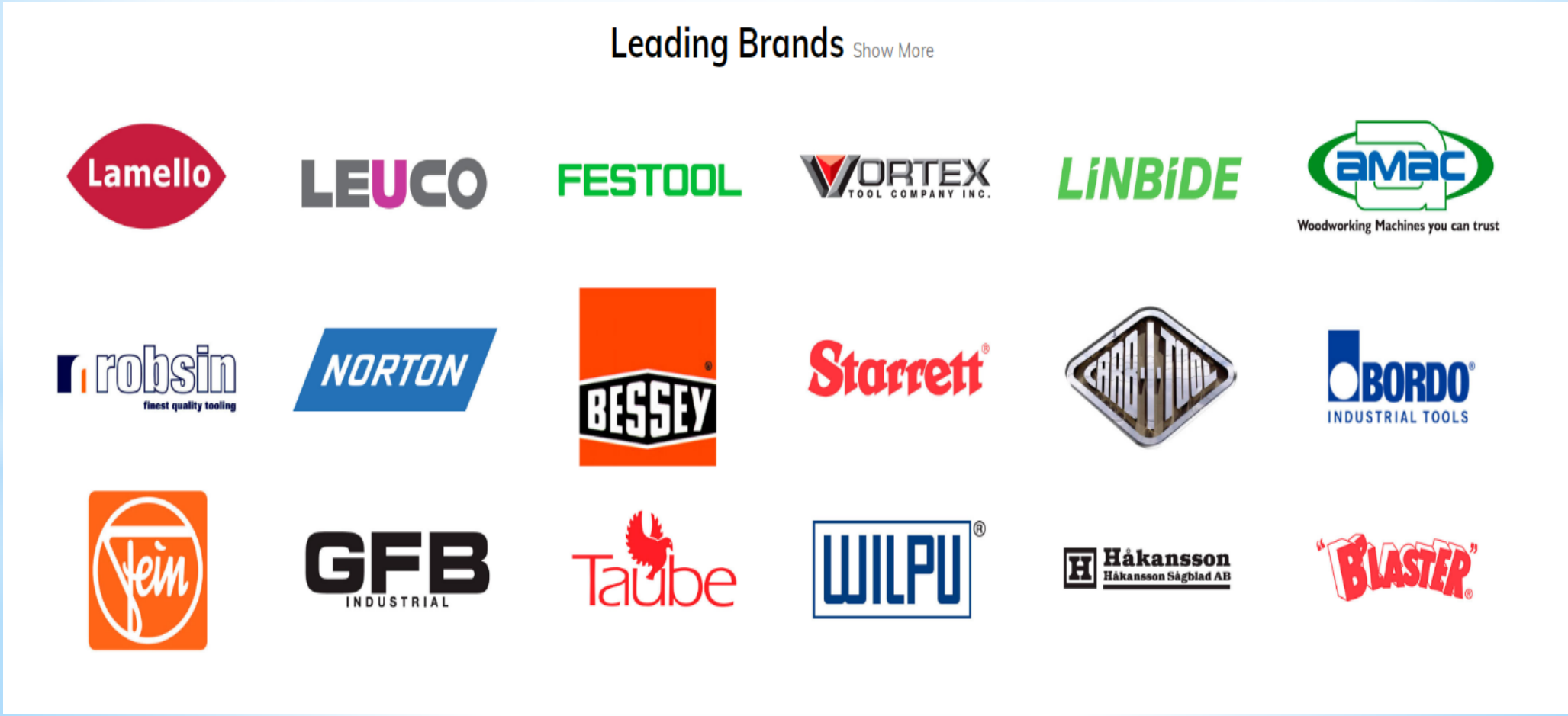
Customize the van of your choice to suit your individual needs. With a large range of fittings and equipment available our design team can work closely with you to find the optimum storage fit-out to suit your requirements. From seat covers and emergency lighting to roof racks and a multitude of shelving options Fleetline is a one stop Fit-out Shop that can

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Robertson and Sinclair is a supplier of sharpening, industrial tooling and machinery to the woodworking, joinery, plastics, aluminium and engineering industries.

The business is proudly 100% New Zealand owned and operated with three North Island branches and a well-established distribution network allowing national access to our vast selection of high quality branded products, technical knowledge and support.



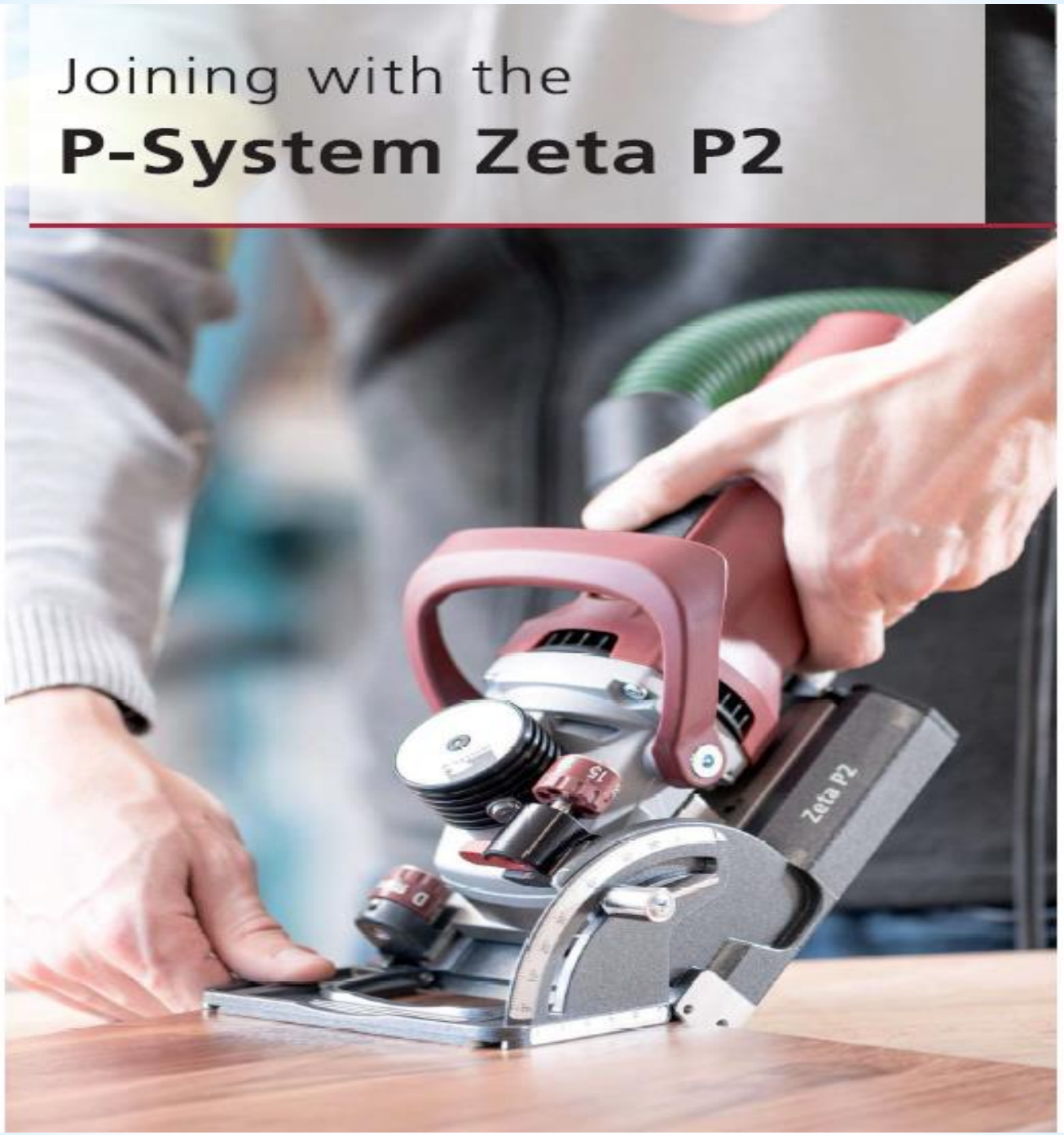
Lamello


Lamello
Zeta P2


TANOS
50
Lamello
Clamex P
P-System
Tenso P
Divario P

Joining with the

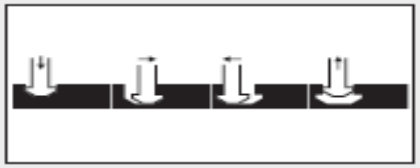
P-System Zeta P2



https://www.youtube.com/watch?v=jWq7ZHOBDKo&feature=youtu.be

P-System

Form-locking anchorage
without tools





Fast installation

Inserting instead of screwing or gluing

Clamex P

Detachable connector





Detachable

Open the connection time and time again with the rotating lever

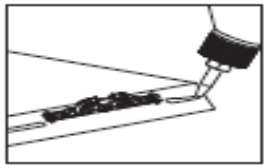
Page 22

Tenso P

with preload clip

Self-clamping connector as gluing aid, for all angles





Gluing

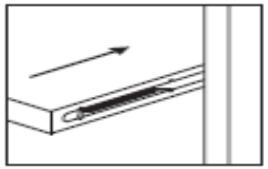
Fixed joints of two workpieces

Page 28

Divario P

Self-clamping, invisible connector for slide insertion





Sliding insertion

Insertion between two fixed sides or shelves via a guiding groove

Page 34

Connecting with the **Cabineo**



https://www.youtube.com/watch?v=BuLeJLaory4&feature=youtu.be

Connecting with the **Cabineo**



Joining with the

Invis Mx2 System




Joining with the
Gluing System

Lamello Rasto



Universelle Bohrlehre - Für alle Werkstückformen!

Guide de perçage multifuncional - Pour tous les contours!

Universal drill jig - For all work piece shapes!

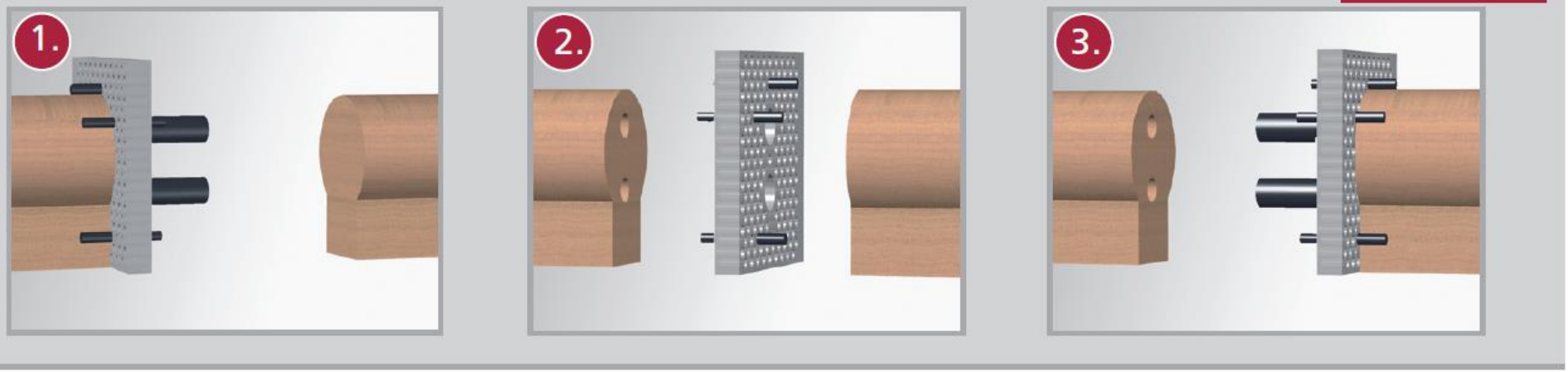
Dima di foratura multifunzionale - Qualsiasi forma di pezzo

Plantilla para taladrar multifunción - Para todas formas de pieza

Multifunctionele boormal - Vor om het even welke vorm!

Rasto-Prinzip!

Video Clip
www.lamello.com



Repairing with the

Minispot System









MASTERCRAFT



Supply Partner Update

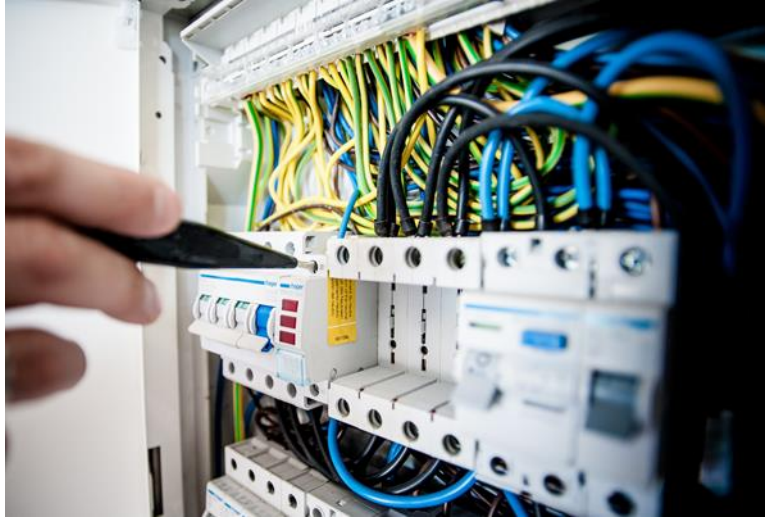
John Greenacre

FLEETLINE
UTILITY CANOPIES & ACCESSORIES

ROBERTSON AND SINCLAIR LTD









MASTERCRAFT



Group Home Builders by Spend

Dave Wilson



GHB's by Spend with MCK Jun '19 –Jan '20 (8 Mths)

MASTERCRAFT ELECTRICAL

MASTERCRAFT KITCHENS

CAMBRIDGE HOMES	$ 253K	10 %
LATITUDE HOMES – Affordable Quality - Easy Build.	$ 843K	62 %
Versatile – Building Better	$ 492K	26 %
classic builders	$ 943K	
navigation homes	$ 555K	52 %
Jennian HOMES	$ 1.88M	-7 %
HIGHMARK HOMES	$ 617K	
A1homes	$ 850K	109 %
Signature HOMES Est. 1983 – YOUR HOME. YOUR WAY.	$ 3.3M	132 %

Showhome Policy



Conditions of Offer

An Approved Show Home is defined as a home that's sole use is as a Show Home for a minimum of 18 months and is promoted as such by signage and advertising, and includes reasonable expected opening hours. (i.e. a client's house, where they agree for their home to be available for viewings, does not constitute a show home).

The Show Home must not be occupied (lived in) at any stage during the period.

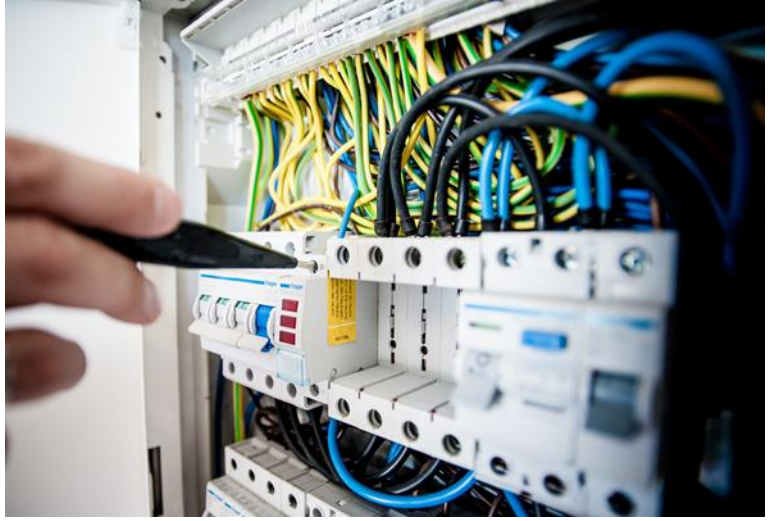
The offer is afforded on the proviso that the Franchisee agrees to purchase at least 90% of their total kitchens over the tenure of the Show Home from the applicable Mastercraft Licensee, with a minimum threshold of 10 kitchens.*

If the franchise/builder is under new ownership (i.e. less than 12 months), the showhome discount applied will be prorated over the first 10 kitchens purchased from Mastercraft. If the 10-kitchen threshold is not met over the tenure of the showhome, any balance of discount owing will be forfeited.

It is expected that any advertising or additional marketing of the Show Home includes reference to Mastercraft Kitchens where applicable, without additional contribution by the Mastercraft Licensee.

The specification of the Show Home kitchen should be reflective of the market demographic to which the Show Home is pitched and of the specification and value of kitchens normally purchased by the Franchisee.







MASTERCRAFT



MCK Conference Survey

Kevin Belz





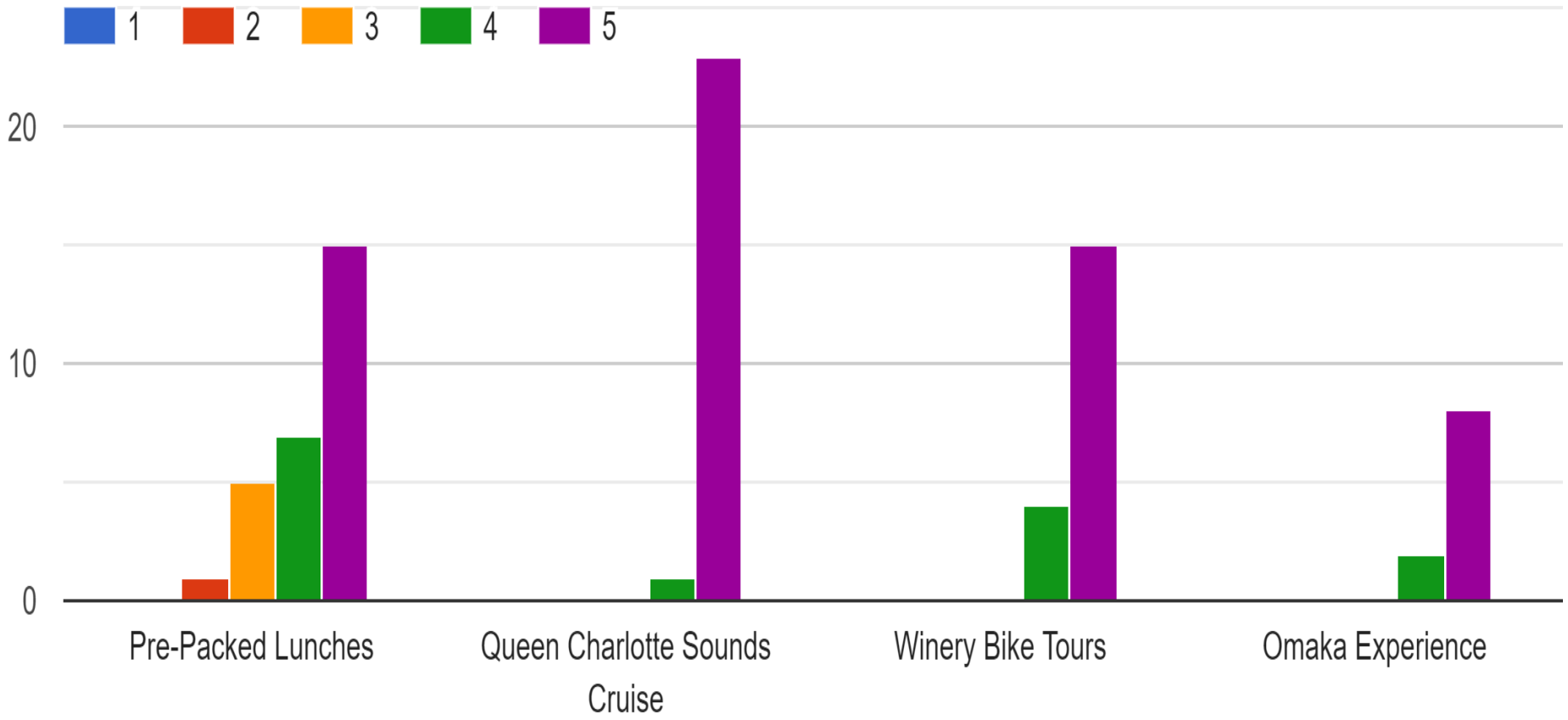
2019 CONFERENCE MARLBOROUGH

MASTERCRAFT®
KITCHENS

LICENSEE FEEDBACK

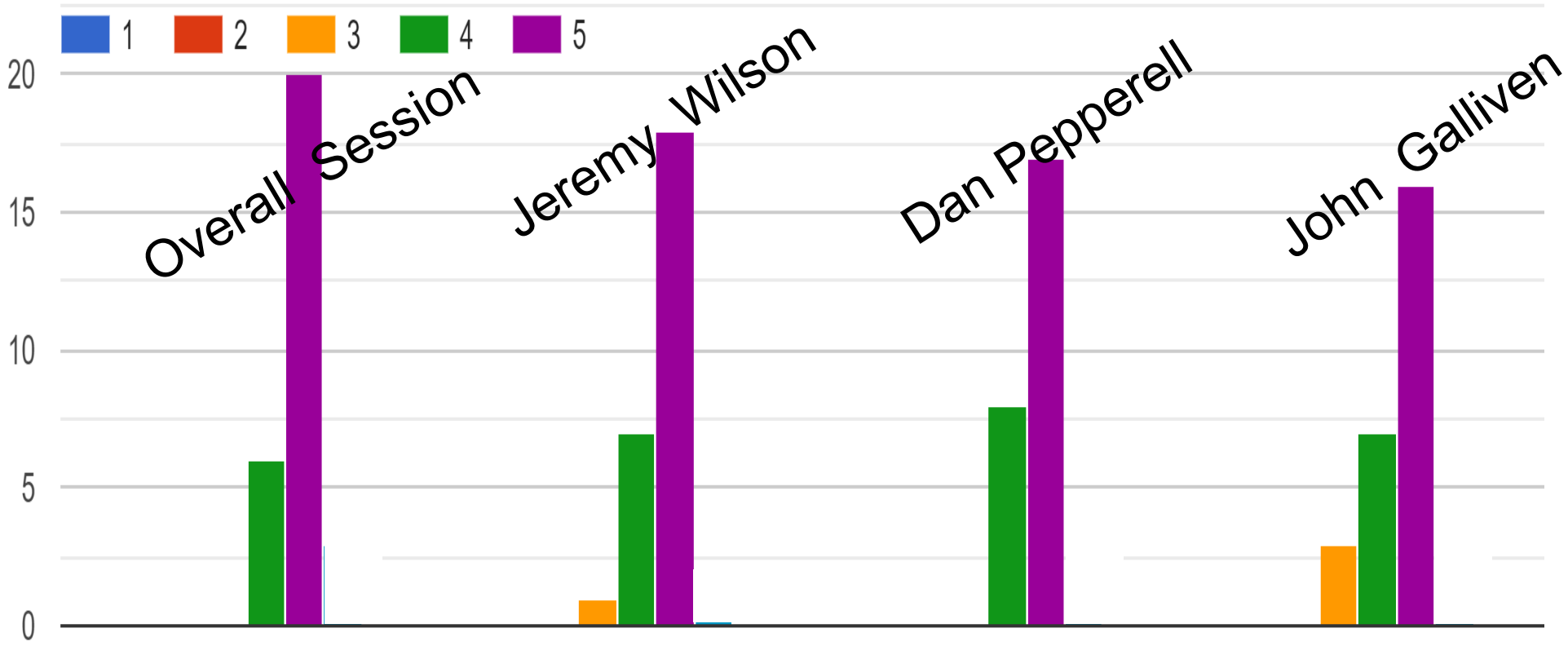
(29 Responses)

How satisfied were you with the daily activities?





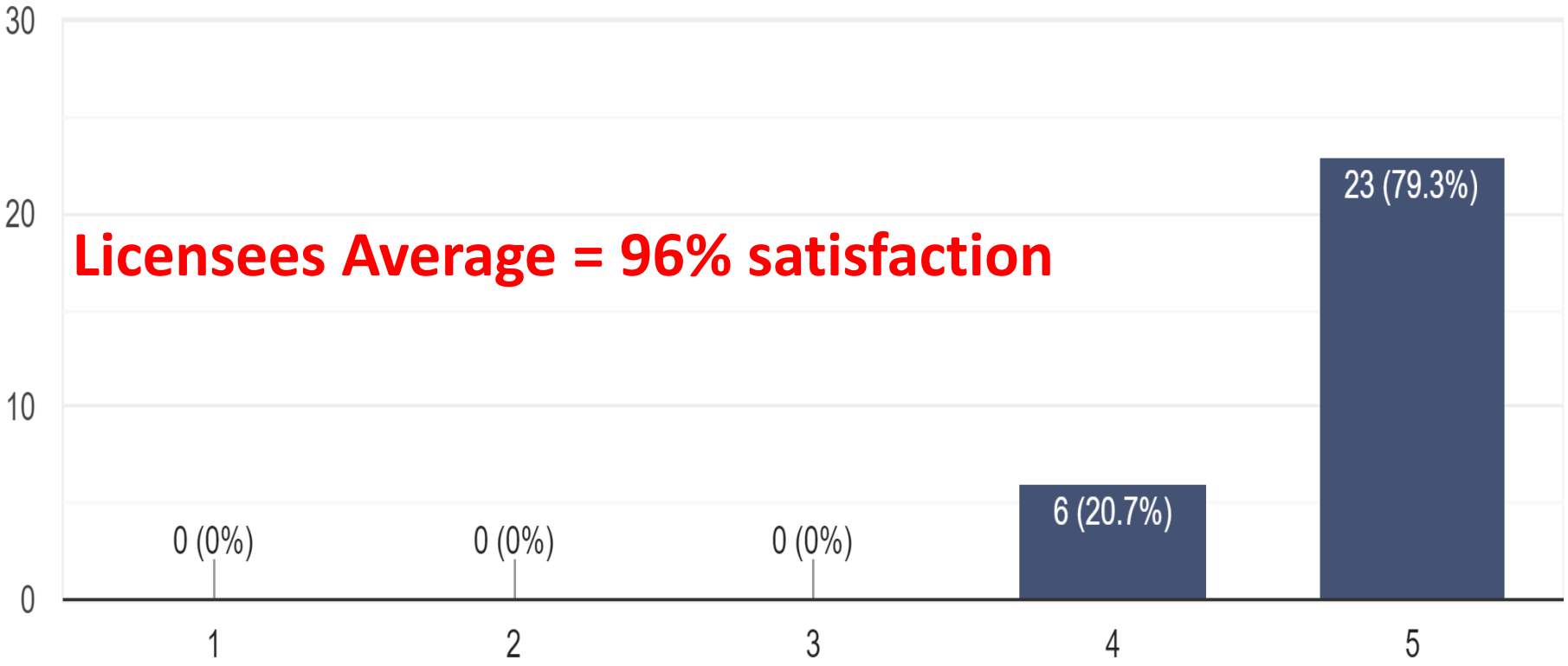
How did you find the Industry Experts presentations?





How satisfied were you with conference overall?

29 responses



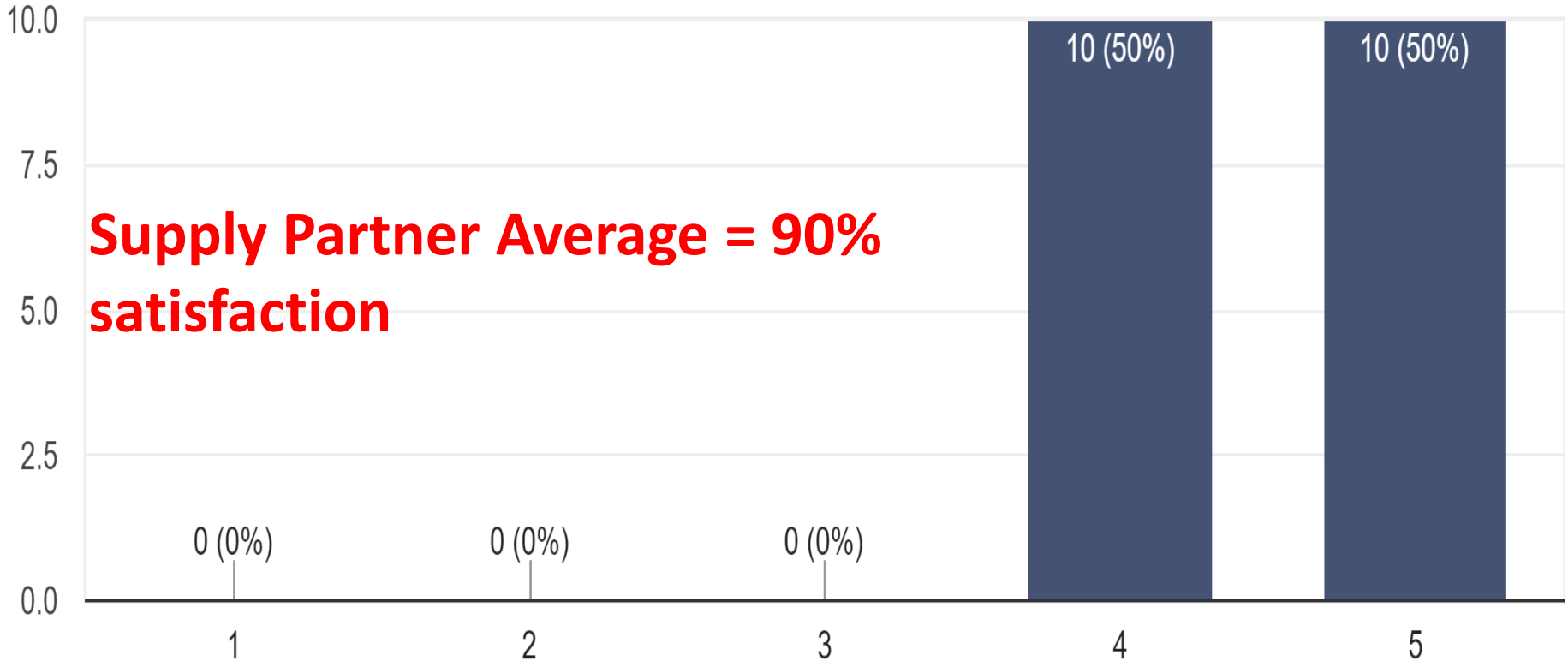


SUPPLY PARTNER FEEDBACK

(20 Responses)

How satisfied were you with conference overall?

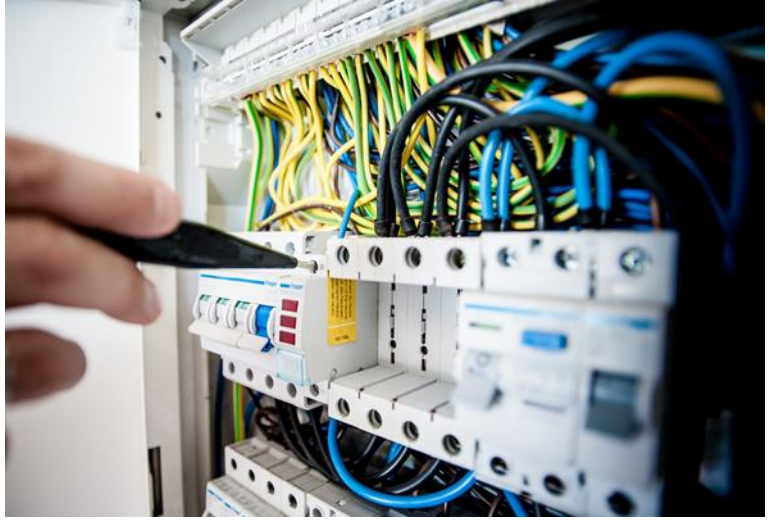
20 responses



Supply Partner Average = 90% satisfaction









MASTERCRAFT



Specialist Services

Dave Wilson



Specialist Services





DW to send simple survey







MASTERCRAFT KITCHENS



Supply Partner Update

Richard Neale



BURNS & FERRALL

Wardrobe Opportunity













MASTERCRAFT®
ELECTRICAL



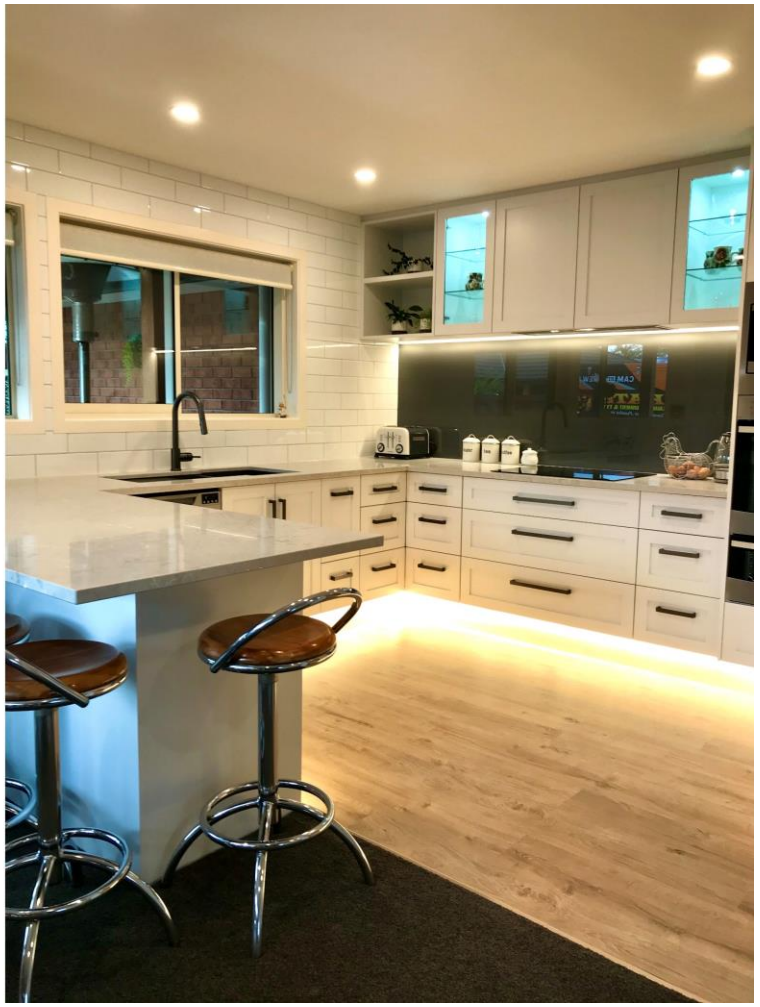
Plan Renders - Winner

Kristen Reid



Plan Renders - Winner





Plan Renders - Winner





MASTERCRAFT KITCHENS	**Mastercraft Kitchens Design** Website: mastercraft.co.nz	AUSTEN - TRADITIONAL	classic® builders

This drawing is only an indication of the planned installation. Created using Winner Design www.compusoftgroup.com



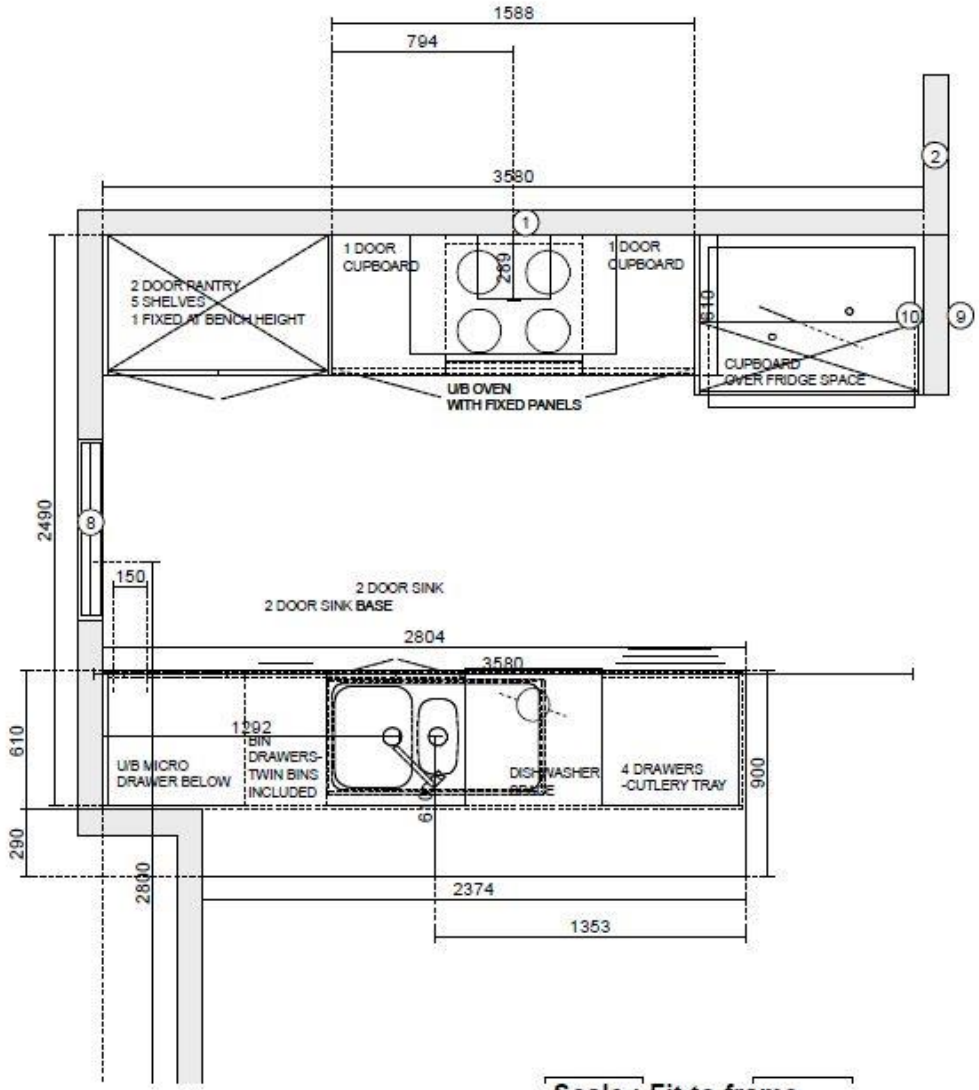
MASTERCRAFT KITCHENS	**Mastercraft Kitchens Design** Website: mastercraft.co.nz	AUSTEN - TRADITIONAL	classic® builders

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MASTERCRAFT KITCHENS	**Mastercraft Kitchens Design** Website: mastercraft.co.nz	AUSTEN - TRADITIONAL	classic builders

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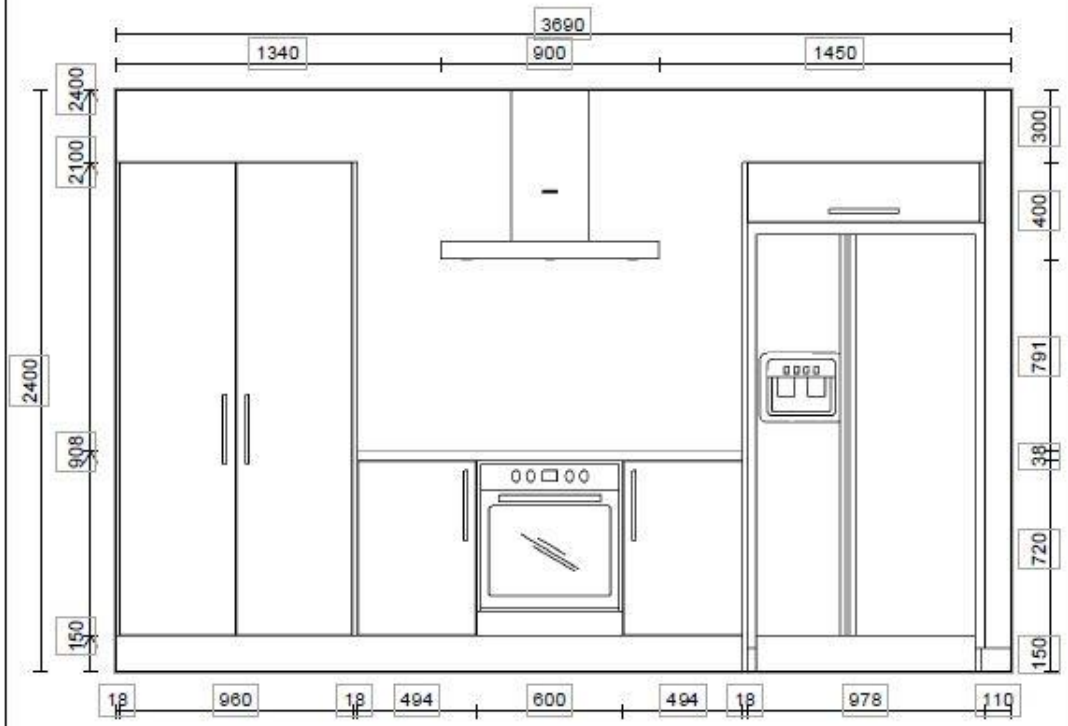


Scale : Fit to frame

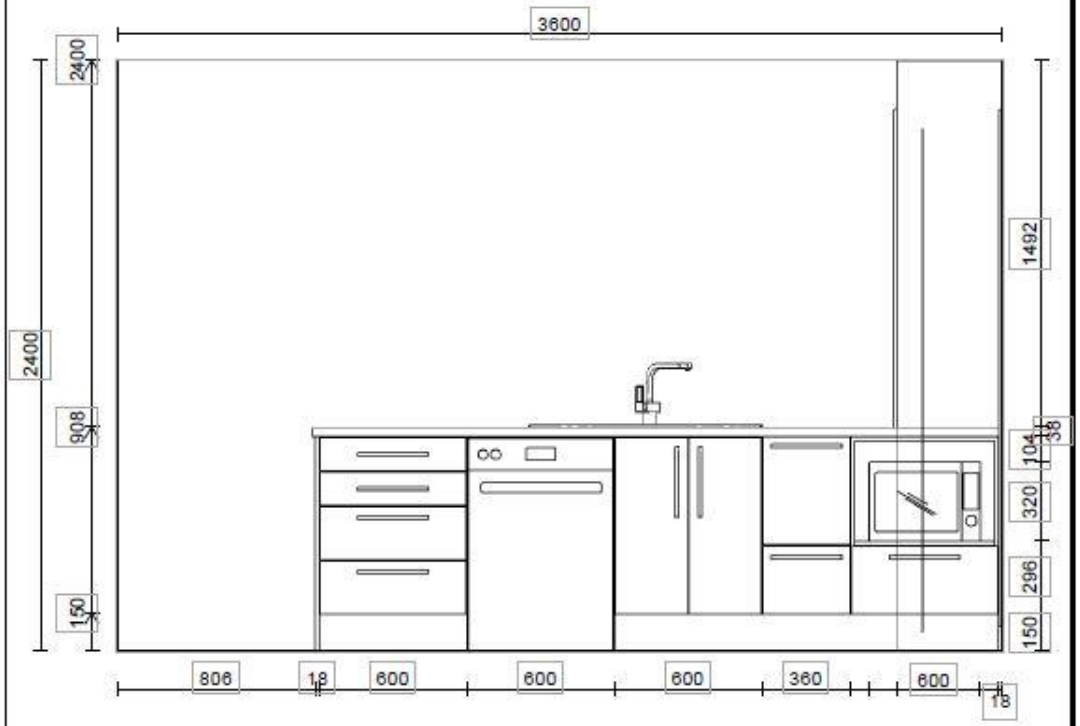
MASTERCRAFT KITCHENS	Mastercraft Kitchens Design Website: mastercraft.co.nz	AUSTEN - TRADITIONAL	classic builders

This drawing is only an indication of the planned installation. Created using Winner Design www.compusoftgroup.com

Elevation: Kitchen 60/1/5 AUSTEN - TRADITIONAL | Project: CLASSIC BUILDERS | Date: 05/02/2020



Scale: Fit to frame Wall Number: Wall - 1



Scale: Fit to frame Wall Number: Wall - 11

MASTERCRAFT KITCHENS

Mastercraft Kitchens Design

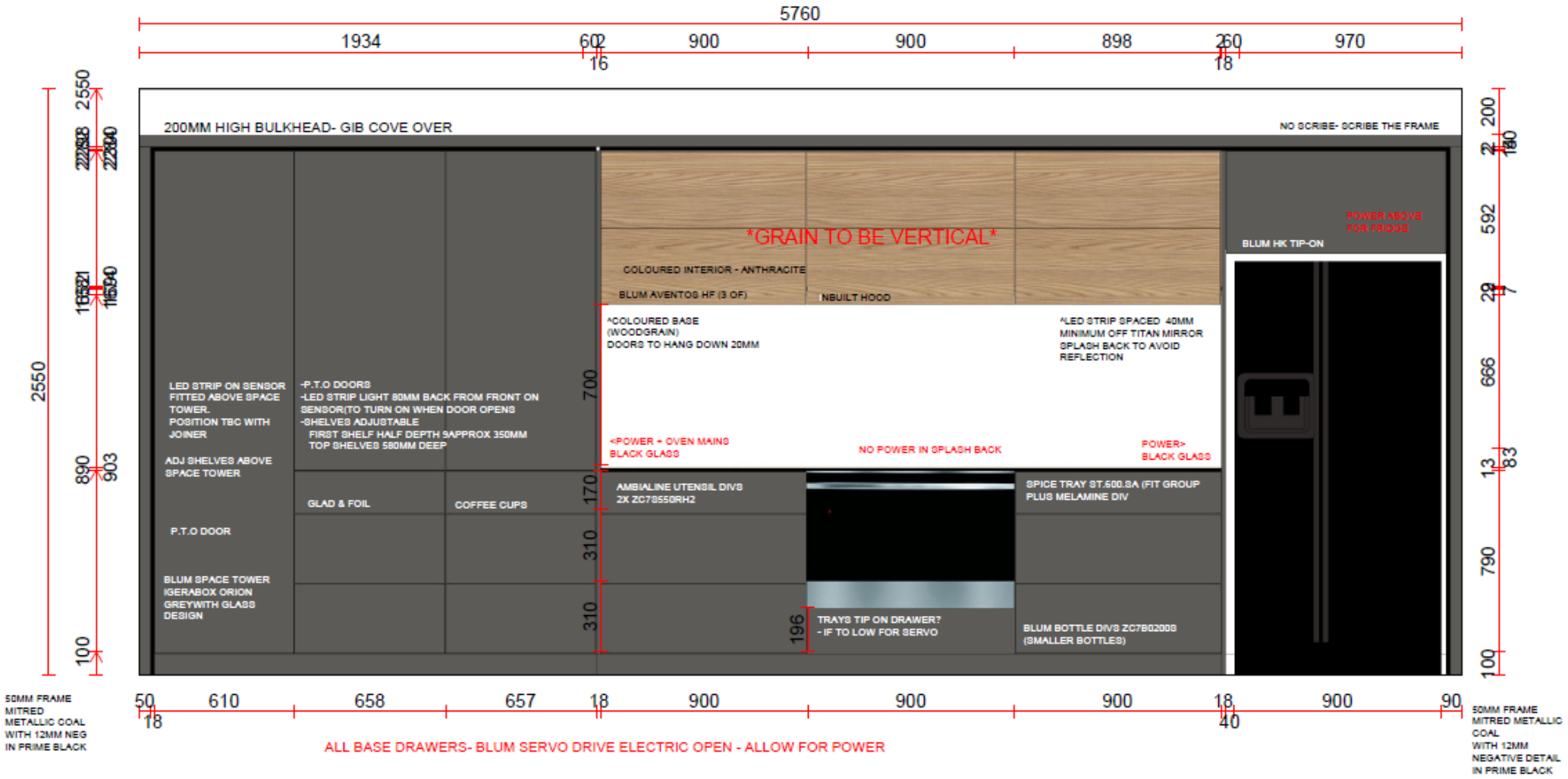
Website: mastercraft.co.nz

AUSTEN - TRADITIONAL

classic builders

This drawing is only an indication of the planned installation. Created using Winner Design www.compusoftgroup.com

Elevation: PRICING CONCEPT | Project: | Date: 12/06/2019



Scale: 1:25 (A4) Wall Number: Wall - 5

Kristen Reid Design. KITCHEN & JOINERY

NOTE:
ALL MEASUEMENTS AND APPLIANCE INFORMATION MUST BE VERIFIED BY THE JOINER PRIOR TO PRODUCTION. KRISTEN REID DESIGN ACCEPTS NO RESPONSIBILITY FOR ANY ERRORS IN MANUFACTURE & INSTALATION, OR ERRORS OCCURING DUE TO INCORRECT MEASURING. IF OVERSIGHTS HAVE OCCURED BY KRISTEN REID DESIGN, JOINER MUST CONTACT DESIGNER PRIOR TO PRODUCTION. IF NOT, KRISTEN REID DESIGN IS NOT LIABLE.
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CONTRACTOR TO VERIFY ALL DIMENSIONS PRIOR TO INSTALLATION.

Contact Information:
Kristen Reid

E-Mail:

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Plan Renders - Winner

MASTERCRAFT KITCHENS



Plan Renders - Winner



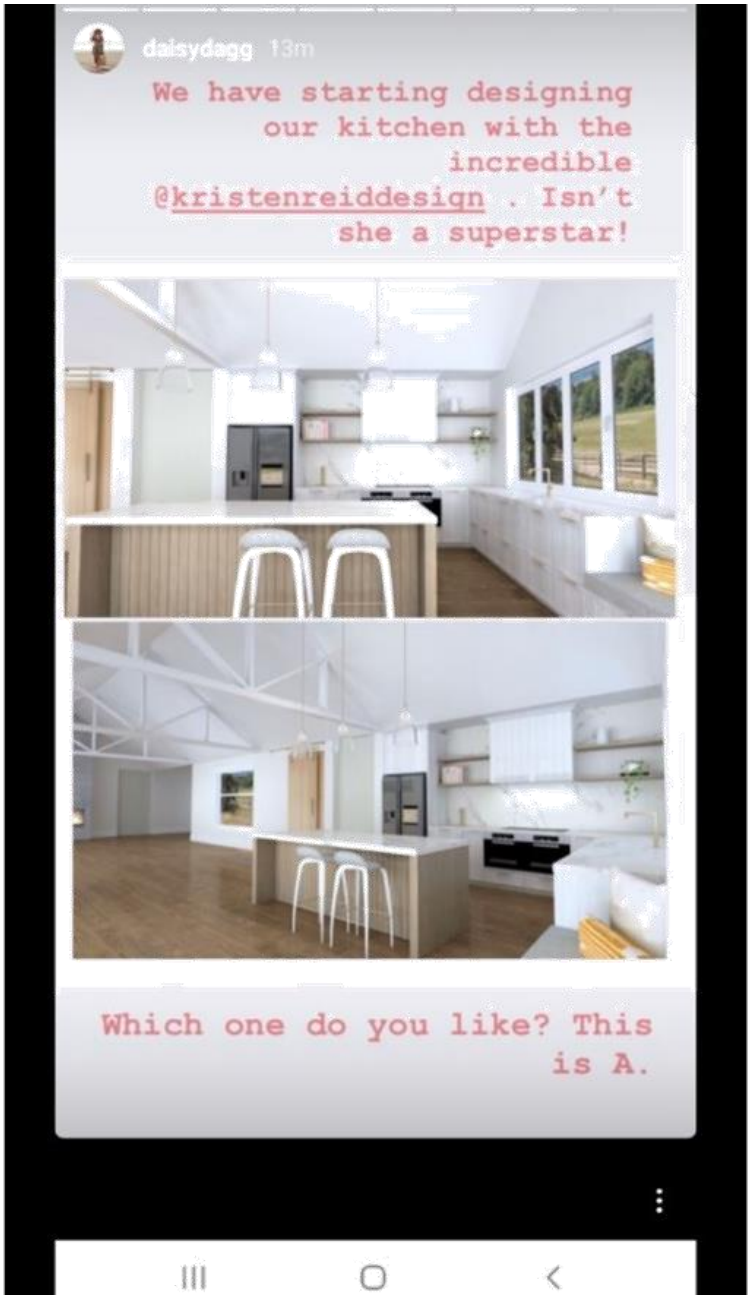
Plan Renders - Winner



Plan Renders - Winner



Plan Renders - Winner



Plan Renders - Winner

MASTERCRAFT KITCHENS

MELTECA®

New Zealand Panels GROUP

BESTWOOD®
DEZIGNATEK
PrimePanels™
KOPINE®

Acero™
On these shores since 1884

CORIAN® DESIGN

SAGE DOORS

panelform™

DEKTON®
ULTRACOMPACT SURFACES

BESTWOOD®

SILESTONE®
by COSENTINO







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Plan Renders - Winner

Kristen Reid



MDF & PB Waste





MASTERCRAFT KITCHENS

Design Fees

"To charge, or not to charge, that is the question"







MASTERCRAFT KITCHENS



Onboard NZ Ltd

Peter Healey

Onboard NEW ZEALAND



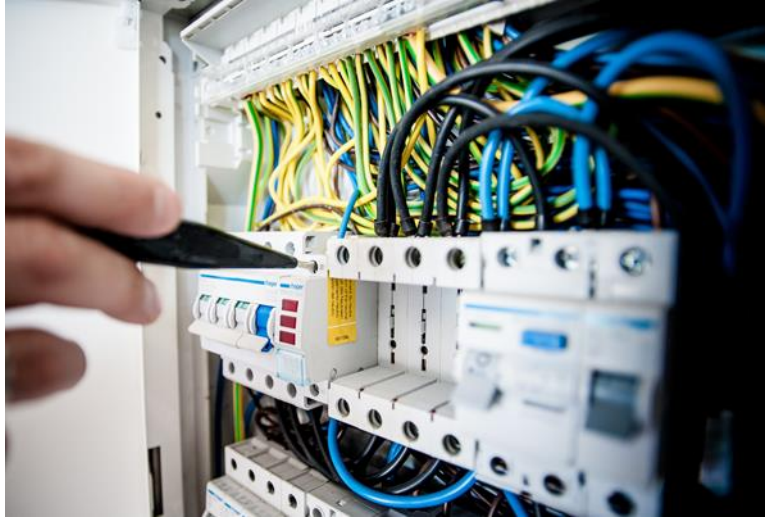
MASTERCRAFT ELECTRICAL

Afternoon Tea

MASTERCRAFT KITCHENS









MASTERCRAFT



Upcoming Events

Kevin Belz



Upcoming Events

Next Communication Day

Friday 5th June 2020

RYDGES

HOTELS • RESORTS

MASTERCRAFT KITCHENS

MASTERCRAFT ELECTRICAL



- Book your flights (Wednesday and Sunday are direct flights ex Akld)
- Reserve your accommodation
- Watch out for the instructions for the Conference App

Your Homework

1. Increase your prices!
2. Consider charging for concept plans
3. Book next Comms Day – Friday 5 June 2020
4. Book Adelaide – 16 – 19 Sept 2020
5. Adjust prices for CPI increase
6. Review factory waste processes
7. Consider Compusoft Winner software
8. Review your credit control processes
9. Consider EMA membership