

THE MARKET.

Talking to a number of builders things are still going strong. All indications were that there was going to be a softening off of the market prior to Christmas, but this didn't eventuate. The question is when is it going to slowdown and by what amount? Oh, to have a crystal ball. I believe when it does come it will be less dramatic than first thought.

PRICES.

Not long after our last newsletter the word was that there was going to be a 3.5 – 5% price rise in pine, in December 2002. This was to be instigated by Carter Holt Harvey and the other mills were expected to follow suit. It didn't happen. Hopefully it will not happen next year. If there is a softening of the market in the middle of next year, we would expect the prices to be revised in the months following the softening of the market, in a downward motion.

GEELONG & WESTERN DISTRICT HIA BRANCH.

The 18th October saw the annual dinner and awards night for the HIA branch being held at the Capri Receptions. On the day of the function things were thrown into a mild state of panic as the 'MC' for the night Ian Cover informed us that Parliament would be sitting and he wouldn't be able to be there. Fortunately a replacement was found, and Andrew Bews did a great job at such short notice. The former Essendon great and special guest speaker Tim Watson, did a sterling job and the feed back from those there all agreed the venue, food and entertainment was first class. The attendance surpassed all previous numbers, with some 230 people there on the night. Let's hope we can repeat or better those numbers next year.

CONGRATULATIONS

October 18th saw the TMA awards night. Darren Benn took out the TMA's award for Employee of the Year for 2001-2002.

SURVEY RESULTS.

The results from the survey we sent out in September were for us quite pleasing. There are one or two areas that need some attention and we are already working on them. We thank you for your input and for taking the time to fill them in, as without this feedback we would be going along thinking we are doing well and in reality we aren't meeting our customers expectations.

NEW LINES

Early next year we will carry a full range of Mito's products. We will have them on display and at extremely competitive prices. We will be sending out a detailed range and price lists in early February.

Another new line will be the metal web rafter. For those requiring a rafter at 6.9 mtrs., 7.4 mtrs or longer, as an alternative to LVL's or Oregon , these will be available early in the new year (mid March). Being lighter and having metal webs you will be able to run services thru and you only pay for what you buy, so you will not be purchasing in increments of 600mm like you do in Oregon and LVL's. Preliminary costings are very positive and will show them to be very competitively priced.

CHRISTMAS.

With Christmas day falling on a Wednesday this year we will be finishing up at midday on Friday the 20th December 2002. We will return on Monday the 6th January 2003 with a skeleton crew in the factory and a couple of office staff. The balance of the factory and office crew will return on the 13th January 2003.

Doug, Clive and all at M.B. wish you and your families a wonderful and safe Christmas and new year. We thank you for the support you have afforded us this year, and we look forward to servicing you in 2003.