

newsletter subject: Welcome Reader to Holdite's second newsletter.

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Newsletter / Newsletter / Newsletter / Newsletter / Newsletter

G'day Reader

It was gratifying to see the responses from our first newsletter. At least we know you are reading our news letter before consigning it to the "delete bin". In this edition we draw your attention to our specials capability and another item from our forgotten corner. We are also trying to off load the last of our stainless steel nylon insert nuts and print the first of a series of articles offering an alternative way of approaching the tough times we are in.



You are probably aware that some time ago we decided to exit stainless steel nylon insert nuts. We have a few sizes left and they are priced at cost or below to clear them. Just add any requirements to your day to day orders. The pricing is already locked in so there is no need to make a special reference. If you would like to see the full list contact us at sales@holdite.com.au

| Size | Description | Pack Qty | Stock | Price |
|---------|------------------------------|----------|-------|---------|
| 3/4 UNC | 3/4 UNC Nylon Insert Nut 304 | 25 | 700 | \$45.60 |
| 3/8 UNC | 3/8 UNC Nylon Insert Nut 316 | 100 | 9700 | \$10.65 |
| 1/2 UNC | 1/2 UNC Nylon Insert Nut 316 | 100 | 3700 | \$12.40 |
| M10 | M10 Nylon Insert Nut 304 | 100 | 54000 | \$8.10 |
| M20 | M20 Nylon Insert Nut 304 | 25 | 2900 | \$53.60 |
| M10 | M10 Nylon Insert Nut 316 | 100 | 6200 | \$10.60 |
| M12 | M12 Nylon Insert Nut 316 | 100 | 1600 | \$17.85 |
| M16 | M16 Nylon Insert Nut 316 | 50 | 9100 | \$30.75 |

SPECIALLY MANUFACTURED FASTENERS

If we can manufacture a slotted nut then there is not much in the way of specials we cannot produce for you. Nuts, studs and bolts from M4 (5/32") to M100 (4"); virtually any form of thread; left or right handed; most common materials and one or two not so common; case hardening and heat treatments up to class 12 and grade 10 are available. Please send us drawings, samples or just give us a call.



FORGOTTEN CORNER

This issue we take the time to remind you about our serrated flanged nuts. All in zinc clear tri-valent. We have excellent stocks of metric, M4 through to M12, class 8 to DIN 6923 and UNC, 1/4, 5/16 & 3/8, grade 5 to ANSI 2451.

Small Business and the current economic climate

As professors Nots O. Smart and M.A. Kaloss (Well-known advisors to the government and in particular the Dept of Industry) write: "In these tough times for small businesses there is an alternative to long hours of work, endless government red tape, chasing poor payers, staff issues, rising costs, bad debts, lower margins and customers: BANKRUPTCY ."

They will take you step by step into a stress free world. This week the subject of pricing is examined.

One of the secrets to an easy decline into bankruptcy is to be the cheapest in town and that can be achieved with a little effort:

1. Cut your day to day prices by 30%
2. When the wholesalers reduce their prices, don't pocket the extra margin but pass on the price cuts in full to your customers.
3. When quoting structural go in at cost less 15%. Make the national conglomerates wonder how you buy so well. Think of that wonderful feeling when you win a tender against the odds.
4. If you run a busy counter forget those big margins (and the time it takes to fill a \$5.00 order). Go in at cost plus 10%. You will have people driving from the surrounding suburbs, past your competitors, just to pick up their 5 metal threads, nuts and washers.
5. Have your rep find out what the opposition is charging at potential customers and beat it by 25% instead of shaving the price to retain some margin.

If you put into action these ideas you will be well on the way to bankruptcy but there is still more to do. In the next issue staff training will be examined.

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