



G'day Reader,

Welcome to our feature packed November edition of the Holdite newsletter. We have exciting news on Web sites, new price lists, **not price increases** I hasten to add, a first ashes Test tipping competition and a great deal on tooth washers. Anyone who did not have a slight wry smile on looking at the cartoon alongside has either not been in our industry for very long or at this very moment is trying to explain to management the drop in gross margins during October and the preceding months.

There is a lot of niggles around

Clark's back, Cook's back, certainly Watson's hamstring, Harris's hamstring and clearly these two sides do not get on so there is niggles everywhere.

First test at the Gabba. To win 2 cartons of beer or a \$80 gift voucher pick the winner (or a draw) and how many runs everyone's favourite Peterson is going to score in England's first innings.

Send your selections to marketing@holdite.com.au or include with any order





Tooth Washers - always a favourite

We are having some success quitting our range of zinc plated washers, just a few pallets to go.

Here is a deal on tooth washers too good to pass by. We are offering packages of imperial tooth washers worth well over \$300 at today's prices for only \$99.

The package includes the following:

1/4" int for 2000 5/16" ext for 2000
3/8" ext for 2000
1/2" int for 2000 5/8" ext for 1000
3/4" ext for 500
7/8" ext for 500 & 1" ext for 500

Only \$99! Just ask for the "Tooth Washer Package" when you place your next order

UPDATED PRICELISTS AND WEB SITE

We have updated our three price lists, Holdite, Machine & Ewen and Nylox to eliminated lines we no longer stock and to remove any duplicated lines where different divisions sold the same product. The next step will be to produce one unified pricelist. The pricelists can be downloaded from our reinvigorated website www.holdite.com.au in PDF or Excel format. We have printed a limited number of pricelists and if anyone would like a copy then please drop me an email at roger@holdite.com.au or request one when you next ring our sales department. We have not had a price increase.

At the same time we have reintroduced a list price for our Nylox range of nylon insert nuts, conelocks, flanged nuts jam nuts and weld nuts. Again there have been no price increases with some barely noticeable price decreases. We think we have emailed copies of the new list price with the discount structure to everybody but if you have not seen a copy then please send me an email or give me a call on 0426 252 663. The change from net price to list and discount is virtually seamless so the chances are that if we hadn't told you, you would not of noticed.



