

# ONSITE

THE OFFICIAL NEWSLETTER OF THE MELCOLANHAMS GROUP

## POSITIVE PROPERTY OUTLOOK



Michael Matusik, Director of Matusik Property Insights was the guest speaker of a recent 'Economic Outlook Breakfast' sponsored by MelcoLanham.

Michael is well known for providing strategic residential property advice to development firms, financiers, industry bodies and individuals.

Michael gave an overview of residential property in Australia, and Queensland and provided a glimpse into what Matusik's research predicts for the market. Despite the 'doom & gloom' that is portrayed in the media, Matusik's presentation gave a very positive outlook for 2009.

Some points discussed were:

- Resale values rose by 8% over the last 12 months.
- Rents rose by 14% during 2008.
- Vacancy rate is 1.25% (and falling)
- About 1 million under mortgage stress? But only 0.5% of mortgages are in arrears by 3 months – this equates to just 17,000 borrowers.
- Housing affordability improving dramatically – mortgage holders are \$1,000/month better off.
- Interest rates could fall further – interbank cash futures at below 2% by June 09. The cash rate is now 3.25% lowest since 1961
- Current declines in median house prices is due to compositional change rather than a reflection of actual individual property performance

If you would like a copy of Michael's presentation, please contact Kate Dunn at MelcoLanham on 5441 9904 or e-mail [kated@melco.com.au](mailto:kated@melco.com.au) Alternatively, if you would like more information on 'Matusik Property Insight', please go to Michael's website on [www.matusik.com.au](http://www.matusik.com.au).

### ...for the ladies

2009 is an exciting year for MelcoLanham Account Holders, as we will be holding a number of Exclusive Ladies Cooking Nights & Events throughout the year. Ladies Cooking Nights consist of our ILVE representatives demonstrating the latest innovative cooking ideas & techniques.

In previous years, we have held themed nights including Thai, Chinese & Italian cuisines. Our latest was called 'Get Lost In the Moment' & included mouth watering recipes and tastings to inspire for the 'festive' season.

We've received FANTASTIC feedback from our attendees. *Thank you all for such an entertaining and informative evening! We learnt a lot, ate a lot and enjoyed your hospitality immensely. We will be recommending future cooking demonstrations to everyone we know. Judith & Wendy.*

If this sounds like an event you may be interested in, simply email your name, address & contact number to Kate Dunn [kated@melco.com.au](mailto:kated@melco.com.au) or phone 5441 9904 to register an expression of interest and receive an **EXCLUSIVE** invite to our next Cooking Night.

## TOOL OF THE MONTH

# \$499 for both!

### MAKITA MOBILE IMPACT DRIVER AND MOBILE DRIVER DRILL

Makita 4-pole motor design with dual steel ball bearings for maximum torque.  
Hammer case cover protects work piece from scratches, increasing manoeuvrability.  
Built-in LED light with afterglow function.  
Ergonomically designed rubberised grip.

BTD142SHE AND BDF452SHE



**melco  
lanham**

KUNDA PARK NAMBOUR GYMPIE NOOSA COOROY

**MITRE 10  
Home&Trade**

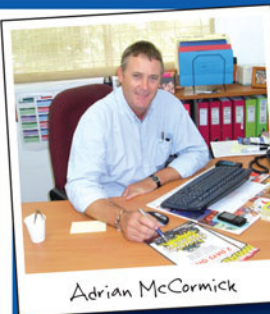
# ROCKCOTE

RENDER • TEXTURE • PAINT

MelcoLanham's are now Distributors for Rockcote products. So what does this mean for our customers?

In stock at our Kunda Park, Nambour & Gympie stores will be bags of Render PM 100 Grey, Render Q Grey, Render Q Thin Section, a range of the Armour Plus Paint (which can be tinted to your desired colour) and Polymer Render etc. All of the above can be booked to your MelcoLanham's account.

For any more information on Rockcote, or if you wish to place an order for delivery contact your Sales Rep or call into store where our staff will be happy to assist.



Adrian McCormick

# GROUP TRADE MANAGER

We would also like to take this opportunity to introduce our New Group Trade Manager Adrian McCormick. Adrian joins our company from his previous role as Queensland Sales Manager of CSR Gyprock. Adrian brings a wide range of experience to MelcoLanham's not only from CSR but also from spending a number of years with the Carter Holt Harvey Timber group in Asia, covering South East Asia, Korea & the Middle East. Adrian is a resident of the Sunshine Coast and is actively involved with the Mooloolaba Surf Club & Chancellor Park Eagles AFL. He is married with 3 children and enjoys the odd game of golf.



At Noosa we have all your Nursery Plant needs. We have a wide variety of plants to suit all needs from indoor to outdoor and screening and flower seedlings to brighten any garden or landscape application.

Running our nursery is Kay Lawrence who has come to MelcoLanham's with a wealth of experience in the horticulture field. With Kay's extensive knowledge she will be able to help you with the right plant selection for your garden as well as any problem areas you may have in your garden or landscape area. So come in and see Kay for all your gardening needs no matter how big or small they may be.

# NOOSA'S NURSERY

# Deeno's INSULATION INSULATION INSULATION

did you know?

Insulating your home is one of the best investments you can make – and with the Federal Government's new rebate system, there has never been a better time to get ceiling insulation fitted into your home. Melco Lanham's can make it easy for you by offering a supply and install package of the ceiling insulation.



You may be eligible for free ceiling insulation up to the value of \$1,600 if you:

- Are a home owner-occupier - that is, you live in your own home
- Don't already have ceiling insulation
- Are installing insulation in an existing home on or after 3 February 2009 (excludes new homes or extensions to existing homes)
- Are an Australian citizen or permanent resident aged 18 years or over.

For further information call in to your local MelcoLanham's store or ask your Sales Representative.

\*Final Guidelines on eligibility will be available from 26 February 2009 at [www.environment.gov.au/energyefficiency](http://www.environment.gov.au/energyefficiency)

# EXCLUSIVE priced to clear TANKS DEALS!

Stocked tanks available at Melcolanham's KUNDA PARK & NAMBOUR or through your local store.

Prices only available for tanks in stock.

Ask in store for more great deals on tanks!

**NYLEX** - 2100L Slimline  
Tanks x 4 (311511)  
RRP \$1399.00

**ONLY \$899**

**EVERHARD** - 1000L Round  
Ribbed Tank (281698) x 1  
RRP \$799.95

**ONLY \$349**

**NYLEX** - 1000L Round  
Merino Colour (308694) x 2  
RRP \$599.95

**ONLY \$249**

Water Tank Above Ground  
Round Poly 3000L ART3000  
(328738) x 3 Asst Colours

**ONLY \$675**

**EVERHARD** - 3000L Round  
Ribbed Tank (281702) x 1  
RRP \$1250.00

**ONLY \$699**



Images are indicative only.

me|co  
lanham's

KUNDA PARK NAMBOUR GYMPIE NOOSA COOROY

MITRE 10  
Home & Trade