



Versatile

MITRE 10 TradeCentre

NEWSLETTER

July 2023

WELCOME TO THE NEW FINACIAL YEAR ✓



ATTENTION BUILDERS

Needing Trades? We got you.

We understand this past year has been considerably more difficult than previous. All jobs are starting to suffer from trades/labour shortages – progress is slow and ultimately clients (Your customers) are possibly not getting into their dream home as soon as they would like to.

Being a “DEDICATED TRADE STORE” we are in touch with trades on a day to day basis. If you are needing assistance to gain progress on your jobs please reach out. Our large data base will more than likely service the needs of yourself and keep your job running along as smooth as possible.

See the team instore for more info.

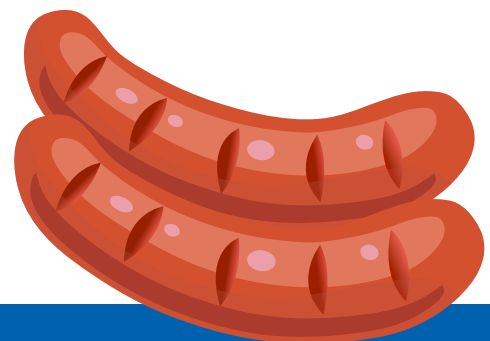
One team one dream here at Versatile Mitre 10



ITS SAUSAGE SEASON!

Being in support of this time we have stocked up on our Cryovac bags. We have used these

Get in quick as they will go fast.





Versatile

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Price Increases

July

Hilti

Lime Industries

Wallboard tools

Porta Mouldings- Mernati

Rockcote

ForestOne- Weathergroove/cladding

ITI Timber

Wattyl

August

Bondall , Iccons

September

Zanda

A LETTER FROM OUR GENERAL MANAGER

A letter from our General Manager - Damien Stanoevski

As we wrapped up the financial year last week and begun a new one it marked the year that was with some highlights and low lights... we have been fortunate to gain two new trucks to our fleets increasing our delivery capacity, expanded our offering entering the plumbing/kitchen/bathroom scene with our selection hub. Internally we shifted offices to create a central touch point for our staff and have expanded now to cater for this. Customer activity is up and it is a good feeling coming to work trying to be a point of difference and maintain the levels of service we attempt to upkeep. Our staff have been the backbone in maintaining this offering as I am truly grateful for them all being here and keeping the customers interest a priority. A rare feat in this labour tight environment.

With all this positivity we have seen product availability been stretched beyond belief, outrageous ETA on products we once thought were standard items as we attempted to stay ahead of the building boom that we are still in... who would have thought product would take 3 months to arrive (10 years in I still struggle to believe it). The media has created a stir and panic with financial difficulty everywhere and ultimately we are all feeling the pinch no matter how "busy" it is. Diesel was once \$1.20 p/litre and now is \$1.70 p/litre at the minimum. Do the sums on 6 trucks that service the entire metro area daily... The RBA continues to throw a spanner in the works. The general cost of doing business is up and also the general cost of living too. Just because we are busy it doesn't mean it is a good busy, this has stretched everyone in more ways than one creating some tough times. Water/Energy/Rates/Product/Labour the whole lot has gone up... but it is not all bad news. These testing times are teaching the industry key values that will benefit them in the long run.

We have all been able to weather what the industry has thrown at us a collective team up until now so a massive thank you must be acknowledged to our team here at Versatile and the suppliers that support us. We are just a small family business swimming in the same ocean as that big green competitor of ours. The loyalty that our growing customer base is showing is a small sign that we are doing something right, at the end of the day you are the reason our family is growing. Our intention is to grow with you as we tackle the last months of the year/new financial year with the multiple challenges that are coming our way... There are many competitors out there and we thank you for choosing us as a destination for your business. On Behalf of myself and the team here, thank you for the collaboration over the last weeks/months/years that you have chosen to use Versatile as your place of trading. We hope it is making a difference for you as it does for us.

Damien,



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HAVE YOU GOTTEN YOURSELF A VERSATILE JUMPER FOR THE WINTER?

LOOK GOOD ON SITE...

We have a proposition for you..

Bring in or be wearing a competitors top and we will exchange it with you for a Versatile jumper!

Yep you read that correctly if you have one of those "trader" shirts or jumpers we can get rid of it for you and upgrade you to be a Versatile Mitre 10 Legend.

Chat to the team at the front desk..



CONTACTS

Are you one of our suppliers and want to feature in our Newsletter?

Please reach out! Email us at marketing@vbp.com.au

Are you a builder looking to partner with Versatile?

Get in contact and we will be happy to help email us at versatile@vbp.com.au or call **9249 2333**

Want to give us a review?

Click the link [here](#)

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