

NEWSLETTER MAY 2018



Dear Friends,

We can certainly feel the weather is changing, the breeze has a cold edge and the mornings are darker. Thank goodness we don't have to shovel snow and worry about blizzards. We had 62mm of welcome rain at the factory which is always a blessing.

Our annual increase was due on the 1 st of March and I took the decision to delay

it until the 1 st of June which is a month away. I have taken a week out and with all the fresh air have decided to delay this increase for a further 3 months until the 1 st of September. Yesterday's "Business Times" made my mind up with the average global inflation standing at 3.8%. The country is struggling with a big negative output gap, which means there is still slack in the economy due to weaker demand. I must be brave and be conservative on pricing and take the benefit of more volumes.

Our main South African client talks about a "moment in time" as we all struggle for a small piece of the market share. Petrol prices go up again this month. Wages were negotiated a year ago and with all this I must stand tall and take this decision that we too can say: "It too will pass" and the 45 jobs we have so caringly looked after will be saved? I again ask you to be careful with your pricing and rather move slow stock by being innovative by good displays, lighting and of course special discounts. Sales will generate orders and we all need orders

Not only did our ex-President have his well-deserved day in court, but his new wife, 52 years his junior, gave birth to his 20 th child on his 76 th birthday! When I rewind to read this sentence again I think I must be on another planet!! No, it's true and he is a believer in polygamy of note!

Inge has opened a "Shopify" account with a limited amount of goods available on the site. She is running a generous 10% discount presently and we do hope you take a minute to have a look.

We will proceed with our annual Employees Design competition with a twist. Only recycled materials to be used! This of course will be a big challenge for the workers and we certainly wait with bated breath to see what they are capable of conjuring up?

The scourge of PLASTIC WASTE around the world brings up another concern. Coca Cola has taken steps in the UK to refund plastic bottles. We too worry about the poly prop / cellophane bags we pack everything into. They serve a purpose of protecting the precious design from scratching. The see-through bags help distinguish the various designs. In all the years I have had 1 single client who refused plastic and we made a plan. If YOU feel strongly about this problem, please make it clear on your future orders and suggest ways you would like to receive your goods. We must try and work this out together and it may take time.

When I was setting up a new display in the Kruger Park, it became very evident that the XUBA necklaces were hanging longer than the backing cards. Please if you have stock of the beautiful Collection check the tape at the back and if need be - strengthening it with clear packaging tape.

I know it is tough out there and we are finding payments slow to come in. I believe this is a 2-way street and every effort should be made to pay something. Having said that there are clients that go 120 days + and say nothing and who will be black listed.

New orders will be paid in full before they leave the factory. We regrettably have been soft on charging interest, but this will be the next step on overdue accounts. One of our suppliers sent out a general letter saying he would charge 4 % for any money owing longer than 30 days! So, there you are!

To all you loving husbands please treat your beautiful wives with a wonderful Creative Copper gift for Mother's Day? To all you Mothers - may each day be Mother's Day!

We keep saying we are so blessed with all the amazing people that come through our doors. From a foreign visitor to a courier driver we are truly blessed.

Berry van der Berg from Holland.

Dick and Debbie from Australia

Brade Kurt from Belgium

Dianne van Beek -- - new agent from Pretoria.

Lientjie -- - new agent from Clarens.

Thandeka Malonza from ESwatini (Swaziland)

“Life will never provide success directly, it can only provide possibilities and opportunities. It is up to you to convert them into success”!

MICHAEL

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