

Elarkly Welding Pty &M
A.C.N. 006 9 19 366
Trading at

Greg McGae

'Fine Furniture

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PRODUCTIVITY COMMISSION HEARING
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I will be expanding on these points:

- The need to be seen as competitive with Melbourne furniture stores In terms of trading hours.
- Furniture shopping has become a leisure activity.
- Furniture shopping has become a family activity.
- We are competing for the discretionary dollars with the travel and entertainment industries so we must operate on more flexible hours.
- Out of town sales as a percentage of total sales has increased dramatically since weekend trading.

GREG MCRAE