



MORRIS FINANCE Ltd

COMMERCIAL FINANCE & LEASING

NEWSLETTER: Issue 20
December 2012



HOLIDAY EDITION

Wrapping up the year and looking forward to 2013.

The 2012 calendar year has been a busy one for Morris Finance, especially with multiple community events such as the Gala Day Morris Finance Parade, Run Geelong and the Australian Water Ski Racing Championships all being held in November.

It's hard to believe we're approaching the halfway point for this financial year. Morris Finance has reviewed over 70 million dollars of business so far. We have implemented a staff Mentoring and Development Program and have introduced an Internship Program with Deakin University, both of which have proved to be a success.

Morris Finance launched three social media platforms in October 2011. The response to these platforms has been incredible. Over the course of 12 months, the Morris Finance Facebook Page reached over 12,000 likes. Make sure you 'like' it at facebook.com/MorrisFinanceLtd and follow us on Twitter at twitter.com/morrisfinance!

Thank you to everyone that completed the 2012 Morris Finance Newsletter Survey. We are reviewing the results and will be improving and evolving our newsletter for 2013 so that you can continue enjoying it for years to come!

"Wishing you and your family a happy and safe holiday season."

From the team at Morris Finance.



CASE STUDY: RT EDGAR 100 YEARS OF SUPERIOR SERVICE

Whilst a lot has changed in 100 years one thing hasn't, RT Edgar's expertise in prestige properties around Victoria. Since 1886, RT Edgar has helped generations of Victorians buy and sell their homes. They work tirelessly to obtain the highest price possible for their vendor's properties.

The RT Edgar philosophy is simple; everything they do is to generate the best result for their clients. They have a highly collaborative approach to selling, ensuring integrity and accountability across all levels. Communication is open, honest and professional and is the hallmark of their reputation.

With highly trained portfolio managers and support staff, RT Edgar Geelong can assure all of their landlords that they understand both the financial and emotional importance of managing your investment and believe good communication is essential in building a trusting relationship, after all every member in the property management team is a landlord too!

The team at RT Edgar Geelong make exceptional service a priority and are dedicated to building long lasting and mutually rewarding relationships, so if you're looking to buy, sell or have a property managed contact RT Edgar on (03) 5221 2601.

A GREAT GALA DAY!

The Gala Morris Finance Parade was a raging success with an estimated 20,000 spectators filling the streets of Geelong to view the parade and raise money for the Geelong Hospital Appeal!

Morris Finance had their popular mascot Max at the parade. Max was getting a lot of attention throughout Gala Day! Max was in the back of the leading MFL ute waving, dancing and blowing kisses to the crowd. The children's eyes lit up at the sight of Max who was very energetic as always.

Max was joined by Morris Finance Sports Ambassadors Grant Suckling, National Adventure Racer, and Justin Sadler, two time Victorian Street Stock Champion. Grant and Justin did a great job on Gala Day handing out lollies and cheering sticks while waving to the crowds.

The funds raised from both Gala Day and Run Geelong will enable the Cotton On Foundation Children's Ward at Geelong Hospital to be completed by January 2013!



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RECORD BREAKING RUN GEELONG

Run Geelong hit record numbers with 11,792 participants raising an incredible \$503,092 for the children's ward at Geelong Hospital! With the rain clearing and the sun shining for the beginning of the 12km run, it turned out to be a perfect day for Geelong to get behind and support this incredible cause.

It was great to see all of the Morris Finance Run Geelong Team participants back at our marquee. With breakfast

treats, fruit, water and massages supplied, there were smiles all around.

Thank you to everyone that participated in the Morris Finance Run Geelong Team and/or donated to help finish the redevelopment of the children's ward at Geelong Hospital! Thank you to Morris Finance Sports Ambassador Grant Suckling for being a part of the Morris Finance Run Geelong team.

Giving back to the community is a priority for the team at Morris Finance. We have enjoyed participating in Run

Geelong this year and look forward supporting the event again in 2013.

To see photos from both Gala Day Morris Finance Parade and Run Geelong 2012 please visit the Morris Finance Facebook page [facebook.com/MorrisFinanceLtd](https://www.facebook.com/MorrisFinanceLtd)



AELA LEASING & EQUIPMENT FINANCE CONFERENCE

Morris Finance MD, Nathan Murray, General Manager of Finance, Kon Likoudis, and Senior Credit Analyst, Matthew Luehman have arrived back from the 19th Annual AELA Leasing & Equipment Finance Conference in Sydney. AELA was born out of a perceived need by lessors for an association which could address their specific finance product in local markets.

The conference began with Westpac Chief Economist, Bill Evans, informing attendees about the local market, interest rates and the Australian dollar. Bill predicts that Australia is in for two rate cuts between now and March 2013. He commented on the importance of the reasonably priced Australian dollar to assist with domestic spending rather than online purchases to international suppliers.

Next were two international guest speakers comprising of Rick Remiker, President of Huntington Equipment Finance USA and Massimiliano Mio, CEO of UniCredit Leasing Italy. Both confirmed Australia as being in a good position, both past and present, as opposed to the markets that they are currently in.

The conference finished with Australian lawyers giving attendees an update on the Personal Property Securities Register (PPSR) where details of security interests in personal property can be registered and searched, and an overview of the first 12 months of Australia adopting this initiative.

The Annual Conference not only provided confirmation that the Australian market is in good shape but that Morris Finance continues to be at the forefront on all regulatory changes having implemented strategic policies to consolidate itself as a key organisation in Australia.

HOLIDAY TRADING HOURS

Morris Finance will only be closed for the following public holidays:

- ❖ Christmas Day - Tuesday 25th December
- ❖ Boxing Day - Wednesday 26th December
- ❖ New Years Day - Tuesday 1st January



STAFF PROFILE

ANGELA BARTO
RECEPTIONIST

Angela joined Morris Finance 14 months ago as our receptionist. Angela is responsible for answering and directing phone calls, greeting clients and assisting staff when required.

With a Certificate 3 & 4 in Business Administration under her belt, Angela is well prepared for the role. Most importantly, she delivers incredible customer service at all times, a trait that is absolutely essential at Morris Finance.

Angela has been busy recently, supporting the community events that Morris Finance is involved in such as the 2012 Gala Day Parade as well as moving out with her partner before Christmas. When it comes to football, Angela is a Geelong Cats supporter which explains why she's such a great fit with the rest of the MFL team!



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