

# SPRING 2009 NEWSLETTER

## CAPITAL ACCESS GROUP

*Business Finance Professionals*

A member of the: -

Commercial Asset Finance Brokers Association of Australia Limited

Money Resources Group Pty Ltd

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## Why are equipment interest rates so high?

Over the past eight months interest rates for capital equipment including motor vehicles have steadily risen. How can this be given the Reserve Bank cash rate hit a 50 year low of just 3.0%? All Australian finance companies need to buy funds from overseas. Since the GFC only limited wholesale funds are available. This creates a bidding war between competing banks and financial institutions which drives up the price they pay.

Also, a lack of competition in the finance sector allows lenders to increase margins which they justify by saying the default rate on current loans has deteriorated. Therefore borrowers pay a premium on their money so that the banks and finance companies can maintain profitability.

## Jivve Bonus

Jivve is the quick & easy way to arrange the purchase of your new car. As a valued client we are able to offer you exclusive and complimentary access to Jivve.

Using Jivve ensures you get a full tank of fuel to drive away from the dealer.

Using Capital Access Group to access the Jivve system and arrange the finance on your purchase entitles you to a \$50 fuel card which we post to you once settlement of the finance has taken place.

What are you waiting for? It's time to Jivve.

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### Investment Allowance

The investment allowance that formed part of the Government's business incentive draws to a close on 31st December 2009. One small knock-on effect of this incentive has seen delivery times for new motor vehicle extend to up to six months. Although a new motor vehicle and/ or equipment may not be delivered until 2010 you can secure the investment allowance by following a few simple steps. Give us a call so we can show you how.

### Memorable Quote

Success in highest and noblest form calls for peace of mind and enjoyment and happiness which comes only to the man who has found the work he likes best.

Napoleon Hill

# PRODUCTS & SERVICES

We specialise in all areas of business finance with particular expertise in :-

- Plant & Equipment (new & used)
- Motor Vehicles (new & used)
- Motor vehicle financing—no financials
- Novated leases
- Professional car buying service
- Commercial mortgages
- Small ticket equipment financing
- Cash flow funding
- Trucks & Buses
- New banking facilities

## INTEREST RATES ON THE MOVE

Undoubtedly you have heard and read comments by the Governor of the Reserve Bank of Australia whereby he states that official interest rates are on the rise. For some time now we have enjoyed rates at record lows, however, the Governor has indicated he is comfortable with the cash rate increasing to 5.0% over the forthcoming period.

We offer Lease, Commercial Hire Purchase and Chattel Mortgage facilities that have an interest rate which is fixed for the term of the contract.

Take action today and avoid those upcoming interest rate headaches!

## FULL SERVICE BROKERAGE

It is worth noting that Capital Access Group is a full service brokerage house with our service extending beyond the settlement of your contract. This is what separates us from the finance departments in car dealerships.

If you have lost your copy of a finance contract, require a payout of your account or your accountant requires an amortisation schedule, call us. Don't waste your valuable time waiting in a queue on a lender's '1800' call enquiry line—let us get the job done quickly for you.

We will attend to your query promptly, professionally and with a smile because you are important to us.

### Financial Accounts

Across the board, lenders are seeking a minimum of 2009 management accounts when assessing new loan applications. These may be generated from your own computer system using MYOB, QuickBooks or similar accounting software. If available, financial statements prepared by your accountant assist us greatly in achieving quick positive results.

## **CAPITAL ACCESS GROUP**

### **COMMERCIAL FINANCE BROKERS**

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