

**STIHL PTY. LTD.**

A.G.N. 004 981 146

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17 February 2005

Messrs. S & J Canning  
Cannings Outdoor Power Equipment  
PO Box 623  
MT. WAVERLEY VIC. 3149

Dear Stuart & John

I am pleased to confirm that your performance in 2004 placed you in the top 20 Dealers nationally which is a significant achievement in its own right. Consistency in high achievement year-after-year is the mark of professionalism.

Overall Stihl again enjoyed an excellent sales result with record \$ sales in the year just passed and, in that respect, I would like to personally congratulate you for your contribution in helping Stihl achieve this milestone. It goes without saying that the efforts of high calibre Dealers such as yourself are instrumental in not only securing Stihl's success but also creating the benchmark for others to strive for.

2004 saw the continued rollout of our Imaging Program and Dealer Development Training Program plus we added our SDN advertising program as another string to this bow. To date we have imaged or signed up for imaging close to 170 Dealers around Australia and sales of the imaged Dealers in the post-imaging period have been rewarding.

Thank you once again for your efforts and as is tradition, please accept the enclosed small gift as a token of our appreciation. This model STIHL 041 chainsaw was first constructed in 1967.

Yours sincerely,  
STIHL PTY. LTD.

A handwritten signature in blue ink, appearing to read 'W. Roso', is written over the typed name.

WALTER ROSO  
MANAGING DIRECTOR