

**STIHL PTY. LTD.**

A.B.N. 75 000 887 145

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20<sup>th</sup> December 2002

Attention: Messrs Stuart and John Canning  
Canning & Son Pty Ltd  
691 Burwood Road  
**HAWTHORN VIC 3122**

Dear Stuart and John

Well what a year it has been and yet Canning & Son once again has achieved such a great deal as one of Stihl's most prominent and important customers. From Rob's retirement, to the takeover of Mt Waverley, to the continued high volume sales through such a dry season, 2003 has been action packed.

Under such a heavy workload your sales levels with Stihl remained pleasingly high and I would like to thank you for your continued good business.

Canning & Son's continued high level support of Stihl is extremely valuable to the company and to me personally. I am aware of several hurdles you both have overcome this year. These include John's struggle with his health and pressures placed on you both as a result of supporting our imaging program. Not to mention the huge workload.

All in all however your business levels with Stihl continue to excel.

I think we would all be grateful for a year of consolidation next year and I look forward to working with you to maintain our mutually satisfying business with each other.

Please accept again my personal thanks for your fantastic efforts in selling Stihl and Viking product.

I wish you both a relaxing and refreshing Christmas and a Happy and Prosperous 2003. My very best regards also to your family and staff.

Very best wishes

**RAY NEWTON**  
State Sales Manager  
Victoria and Tasmania

