

STIHL PTY. LTD.

A.B.N. 78 04 901 145

2 FORBES CLOSE, KNOXFIELD, VICTORIA, AUSTRALIA 3180
(P.O. BOX 74, KNOXFIELD, 3180)

Telephone: (03) 9215 6666 Telefax - Administration: (03) 9763 4423

Telefax - Sales & Customer Service Centre: (03) 9764 2526

 Accounts Receivable: (03) 9753 3728

 Technical Service Centre: (03) 9215 6662

 Victorian Branch: (03) 9215 5650

STIHL®

23 February 2004

Mr. Stuart Canning
Stihl Shop Mt. Waverley
259-261 Ferntree Gully Road
MT. WAVERLEY VIC. 3149

Dear Stuart

I am pleased to confirm that your performance in 2003 placed you in the top 20 Dealers nationally which is a significant achievement in its own right - notwithstanding the fact that you achieved the same in the previous year. 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.

2003 saw the aggressive rollout of our Imaging Program and Dealer Development Training Program and this will move up to an even higher plain in 2004. To date we have imaged close to 90 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 08 chainsaw was first constructed in 1963.

Yours sincerely,
STIHL PTY. LTD.

W. Roso

WALTER ROSO
MANAGING DIRECTOR.

