

RITCHIES

Established 1870

Vigilant Consulting Services
PO Box 565
Ocean Grove, Vic 3226
Attention: Mr John Thomas
Cc: Chrissy Groat

20th July 2006

Dear John;
Thank you for your recent presentation of your pest management units to our Victorian state manager Steve Miller.

Ritchies Stores pride themselves in being an environmentally company and are very interested in changing our current pest control program over to and environmentally friendly chemical free system.

As you are fully aware we currently use a traditional method of pest control which places chemical based bait stations around our stores. This method of pest management works on the basis of poisoning pests once they have already infested the premises.

With food safety and OH&S compliance being huge part of our industry we are continually looking at safer alternatives for our employees and customers. We believe that Plug In "PEST FREE" is a safe alternative whilst remaining an effective method of pest control through out our supermarkets.

Plug in PEST FREE units were placed into stores that were problem areas and we are staggered with the effectiveness of the units. The results gave been very positive from the trials conducted over the past six months.

It is our intent to complete a roll out program of the Plug in PEST FREE units throughout Victoria from August 2006 due to the company's budget structure we anticipate the installation process on an average of four stores per month.

I am receipt of your quotes for the ongoing installation program for Ritchie's stores. At this point we would like to concentrate on Victoria and have all installations completed here before we move onto NSW.

We have considered all of the options in your quotation. Based on the amount of units that we require now and into the future we request that we have a set price per unit at \$1500.00, regardless of the time frame allocated for installation.

Thank you for the rebate offer on any units purchased prior this agreement. To date we have had 17 units installed at \$1,800 + GST each.

Can you please detail on the next invoice the total rebate amount so that our accounts department can adjust their figures. This needs to be headed "Rebate discount".

I have set up the installation program in blocks as you will appreciate we had to give our existing pest control contractors notice in writing.

I have listed the details of our proposed schedule.

Supermarkets & Liquor Stores

Ritchie's Stores Pty Ltd A.B.N. 61 005 041 814
10/1095 Frankston Dandenong Road, Carrum Downs Victoria 3201
Phone 03 9784 2000 Fax 03 9784 2090
PO Box 2051 Seaford B.C., Seaford Victoria 3198

Where
the
COMMUNITY
BENEFITS

RITCHIES
LIQUOR


ASPENDALE GARDENS
EAST BENTLIEGH
CARRUM DOWNS
(SEPTEMBER 06)

RINGWOOD NORTH
WANTINRA
ROWVILLE
MT WAVERLEY
(OCTOBER 06)

SOMERVILLE
HASTINGS
BALNARRING
DROMANA
(NOVEMBER 06)

BEACH STREET
SEAFORD
TOWERVILLE
MT ELIZA
(DECEMBER 06)

PAKENHAM
NARREWARREN
BERWICK
CRANBOURNE
(JANUARY 07)

SALE
MAFRA
WONTHAGGI
EMERALD (TO BE DONE ON COMPLETION OF REFURB)
(FEBRUARY 07)

SHEPPARTON
COBRAM
YARRAWONGA
BEECHWORTH
(MARCH 07)

John and Chrissy, thank you for showing us some patience. Pest control is a very important aspect of our business and an integral component of our food safety compliance standards we had to absolutely sure that this was the right way to go.

This is a huge change in the way we currently conduct our pest management systems and important decisions like these are not made overnight.

One again thank you.

Kind Regards

Lyndall Thompson
National Food Safety Supervisor
Ritchies Stores Pty Ltd
Phone: 9784 2000
Mobile: 0419 324 996
Cc: Steve Miller
Susan Sharp