

APPENDIX 10

PROPOSED PRICES FOR TENDER # 086 - 99/00 WITH 5.5% CPI INCREASE FOR THE PERIOD JULY 01
JUNE 02

Prices July 2000 Prices January 2001 Proposed July 2001			
CHRISTY'S			
SOLVENT AND CEMENTS			
PVC GLUE TYPE "RED HOT GREEN"			
500ML	10.00	10.00	10.59
BROOKS			
BOX VALVE			
BROOKS 1419	27.00	27.00	28.59
FLOYD			
GAUGE			
0-250 PSI	55.00	55.00	58.25
SOCKET			
20MM (GALV)	0.71	0.71	0.75
RAINSPRAY			
MODEL 250FC WITH RUBBER RING	79.25	84.01	84.01
MODEL 260FC WITH RUBBER RING	70.85	75.10	75.10
MODEL 270FC WITH RUBBER RING	82.75	87.72	87.72
MODEL 235PC WITH RUBBER RING	61.25	64.93	64.93
MODEL 255PC WITH RUBBER RING	85.90	91.05	91.05
TORO*			
340 STREAM ROTOR WITH ARC TREE & NOZZLE	18.50	18.50	19.59
300 STREAM ROTOR BODY ONLY	16.90	16.90	17.90
300 SERIES 90 DEG ARC DISC	1.25	1.25	1.32
300 SERIES 180 DEG ARC DISC	1.25	1.25	1.32
300 SERIES 360 DEG ARC DISC	1.25	1.25	1.32
300 SERIES 270 DEG ARC DISC	1.25	1.25	1.32
570 SPRINKLER BODY 75MM POP UP	2.50	2.50	2.65
570 SERIES NOZZLE	1.25	1.25	1.32
2001 ADJ SPRINKLER STAINLESS STEEL RISER	58.00	58.00	61.42
2001 FC SPRINKLER STAINLESS STEEL RISER	58.00	58.00	61.42
HUNTER*			
141 ADJ SPRINKLER STAINLESS STEEL RISER	60.00	63.60	67.35
141 360 SPRINKLER STAINLESS STEEL RISER	60.00	63.60	67.35
120 ADJ SPRINKLER STAINLESS STEEL RISER	21.75	23.06	24.42
120 360 SPRINKLER STAINLESS STEEL RISER	21.75	23.06	24.42

PROPOSED PRICES FOR TENDER # 086 - 99/00 WITH 5.9% CPI INCREASE FOR THE PERIOD JULY 01
JUNE 02

	Prices July 2000	Prices January 2001	Proposed July 2001
FLO			
SLIP FIX FITTING 3S			
15MM	3.00	3.00	3.18
20MM	3.24	3.24	3.43
25MM	3.88	3.88	4.11
40MM	8.12	8.12	8.60
50MM	7.50	7.50	7.94
60MM	12.48	12.48	13.22
80MM	24.85	24.85	26.32
100MM	40.80	40.80	43.21
KING			
JOINERS CABLE			
STEP COLLECTOR	1.35	1.35	1.43
BERMAD			
COIL SOLENOID			
2 WAY 24 VAC	16.05	16.05	17.00
3WAY 24 VAC	28.30	28.30	29.97
SOLENOID			
25MM	22.60	22.60	23.93
80MM REDUCE 1 PORT	237.50	237.50	251.51
TAVLIT			
BUSH SCREWS			
20MM X 15MM	0.45	0.45	0.48
25MM X 20MM	0.50	0.50	0.53
CAP SCREWED			
20MM	0.50	0.50	0.53
SCREWED PLUG			
20MM	0.30	0.30	0.32
25MM	0.45	0.45	0.48
GD PLASTIC			
RISER			
15MM CUT OFF FLEXIBLE	0.50	0.50	0.53
PLASKEM			
SOLVENT AND CEMENT			
PVC JOINT SOLVENT CEMENT TYPE			
"P" 500ML GREEN	7.00	7.00	7.41
PVC JOINT PRIMING FLUID T/S TYPE			
"P" RED 500ML	2.80	2.80	2.97

PROPOSED PRICES FOR TENDER # 086 - 99/00 WITH 5.9% CPI INCREASE FOR THE PERIOD JULY 01
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CAT 17 VALVE SOCKET	Prices July 2000	Prices January 2001	Proposed July 2001
15MM	0.37	0.37	0.39
20MM	0.27	0.27	0.29
25MM	0.35	0.35	0.37
32MM	0.70	0.70	0.74
40MM	0.75	0.75	0.79
50MM	1.15	1.15	1.22
80MM	6.00	6.00	6.35
100MM	18.5	18.5	19.59
CAT 18 FAUCE SOCKET			
15MM	0.40	0.40	0.42
20MM	0.40	0.40	0.42
25MM	0.52	0.52	0.55
32MM	0.90	0.90	0.95
40MM	1.20	1.20	1.27
50MM	1.60	1.60	1.69
80MM	5.80	5.80	6.14
CAT 19 TEES			
15MM	0.46	0.46	0.49
20MM	0.27	0.27	0.29
25MM	0.50	0.50	0.53
32MM	1.25	1.25	1.32
40MM	1.05	1.05	1.11
50MM	2.15	2.15	2.28
80MM	8.70	8.70	9.21
100MM	15.80	15.80	16.73
150MM	60.00	60.00	63.54
25MM X 15MM	0.75	0.75	0.79
25MM X 20MM	1.00	1.00	1.06
32MM X 25MM	1.50	1.50	1.59
40MM X 20MM	1.90	1.90	2.01
40MM X 25MM	2.25	2.25	2.38
50MM X 20MM	2.60	2.60	2.75
50MM X 25MM	2.60	2.60	2.75
50MM X 40MM	2.60	2.60	2.75
80MM X 50MM	9.40	9.40	9.95
100MM X 50MM	19.00	19.00	20.12
100MM X 80MM	18.75	18.75	19.86
40MM X 25MM	2.50	2.50	2.65
50MM X 15MM	3.60	3.60	3.81
50MM X 20MM	3.60	3.60	3.81
50MM X 25MM	3.60	3.60	3.81
CAT 21 FAUCE TEE			
15MM X 15MM	0.55	0.55	0.58
20MM X 15MM	0.50	0.50	0.53
20MM X 20MM	0.65	0.65	0.69
25MM X 20MM	0.75	0.75	0.79
25MM X 25MM	1.25	1.25	1.32
40MM X 15MM	2.50	2.50	2.65
40MM X 20MM	2.50	2.50	2.65
40MM X 25MM	2.50	2.50	2.65
50MM X 15MM	3.60	3.60	3.81
50MM X 20MM	3.60	3.60	3.81
50MM X 25MM	3.60	3.60	3.81

PROPOSED PRICES FOR TENDER # 086 - 99/00 WITH 5.9% CPI INCREASE FOR THE PERIOD JULY 01
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COUPLING		Prices July 2000	Prices January 2001	Proposed July 2001
CAT 7				
15MM		0.25	0.25	0.26
20MM		0.20	0.20	0.21
25MM		0.29	0.29	0.31
32MM		0.70	0.70	0.74
40MM		0.75	0.75	0.79
50MM		0.90	0.90	0.95
80MM		3.40	3.40	3.60
100MM		6.70	6.70	7.10
150MM		35.00	35.00	37.07
REDUCING COUPLING				
CAT 8				
20MM X 15MM		0.55	0.55	0.58
25MM X 20MM		0.50	0.50	0.53
40MM X 25MM		1.15	1.15	1.22
50MM X 25MM		2.05	2.05	2.17
50MM X 40MM		2.05	2.05	2.17
80MM X 50MM		5.10	5.10	5.40
100MM X 80MM		9.15	9.15	9.69
150MM X 100MM		25.00	25.00	26.48
PVC PRESSURE FITTINGS				
CAT 10 ELBOW 45				
20MM		0.60	0.60	0.64
25MM		0.60	0.60	0.64
40MM		1.10	1.10	1.16
50MM		2.05	2.05	2.17
80MM		7.70	7.70	8.15
100MM		13.9	13.9	14.72
150MM		60.25	60.25	63.80
CAT 12 BEND LONG RADIUS				
15MM X 90		0.40	0.40	0.42
100MM X 90		43.00	43.00	45.54
150MM X 90		122.00	122.00	129.20
CAT 13				
20MM		0.27	0.27	0.29
25MM		0.42	0.42	0.44
32MM		1.05	1.05	1.11
40MM		0.80	0.80	0.85
50MM		1.55	1.55	1.64
80MM		5.80	5.80	6.14
100MM		12.50	12.50	13.24
150MM		60.25	60.25	63.80
CAT 15 FAUCET ELBOW				
15MM X 15MM		0.60	0.60	0.64
20MM X 15MM		0.35	0.35	0.37
20MM X 20MM		0.45	0.45	0.48
25MM X 15MM		0.75	0.75	0.79
25MM X 20MM		1.00	1.00	1.06
25MM X 25MM		0.80	0.80	0.85

PROPOSED PRICES FOR TENDER # 086 - 99/00 WITH 5.9% CPI INCREASE FOR THE PERIOD JULY 01
JUNE 02

	Prices July 2000	Prices January 2001	Proposed July 2001
IPLEX			
PVC PRESSUR PIPE SWJ			
15MM CL 18	5.90	5.90	6.25
20MM CL 12	3.75	3.75	3.97
25MM CL 12	7.10	7.10	7.52
25MM CL 9	4.75	4.75	5.03
32MM CL 9	8.85	8.85	9.37
40MM CL 9	8.75	8.75	9.27
50MM CL 9	13.80	13.80	14.61
80MM CL 9	29.25	29.25	30.98
100MM CL 9	39.90	39.90	42.25
100MM CL 18	105.00	105.00	111.20
150MM CL 9	90.00	90.00	95.31
155MM CL 9	110.00	110.00	116.49
VALVE TAKE OFF ADAPTOR			
CAT 2			
15MM X 15MM	0.55	0.55	0.58
20MM X 20MM	0.60	0.60	0.64
25MM X 25MM	0.80	0.80	0.85
32MM X 32MM	1.25	1.25	1.32
40MM X 40MM	1.60	1.60	1.69
50MM X 50MM	1.95	1.95	2.07
80MM X 80MM	21.00	21.00	22.24
FAUCET TAKE OFF ADAPTOR			
CAT 3			
15MM X 15MM	0.55	0.55	0.58
20MM X 20MM	0.60	0.60	0.64
25MM X 25MM	0.90	0.90	0.95
32MM X 32MM	1.30	1.30	1.38
40MM X 40MM	1.75	1.75	1.85
REDUCING BUSH			
CAT 5			
20MM X 15MM	0.35	0.35	0.37
32MM X 25MM	0.77	0.77	0.82
40MM X 32MM	0.75	0.75	0.79
40MM X 25MM	0.80	0.80	0.85
80MM X 50MM	3.40	3.40	3.60
100MM X 50MM	7.40	7.40	7.84
100MM X 80MM	7.50	7.50	7.94
END CAP			
15MM	0.30	0.30	0.32
20MM	0.22	0.22	0.23
25MM	0.35	0.35	0.37
32MM	0.85	0.85	0.90
40MM	0.70	0.70	0.74
50MM	0.95	0.95	1.01
80MM	2.90	2.90	3.07
100MM	7.25	7.25	7.68
150MM	24.10	24.10	25.52

SCHEDULE OF PRICES
SUPPLY DELIVERY OF PVC PIPE, FITTINGS SPRINKLERS

DESCRIPTION	SIZE & CLASS	2000 COST \$	2001 COST \$
ELBOW 45 DEG	50 MM	1.43	1.47
ELBOW 45 DEG	80 MM	6.39	6.59
ELBOW 45 DEG	100MM	11.53	11.89
ELBOW 45 DEG	150MM	41.08	42.37
ELBOW 90 DEG	15MM	0.20	0.21
ELBOW 90 DEG	150MM	51.52	53.13
ELBOW FAUCET	15MM X 15MM	0.28	0.30
ELBOW FAUCET	25MM X 15MM	0.91	0.93
ELBOW FAUCET	20MM X 20MM	0.32	0.33
SOCKET VALVE	15MM	0.22	0.23
SOCKET VALVE	32MM	0.50	0.51
SOCKET VALVE	100MM	11.04	11.40
SOCKETS FAUCET	15MM	0.28	0.30
SOCKETS FAUCET	32MM	0.50	0.51
SOCKETS FAUCET	40MM	0.65	0.68
SOCKETS FAUCET	50MM	1.08	1.12
SOCKETS FAUCET	80MM	10.08	10.40
TEE PLAIN	15MM	0.29	0.31
TEE PLAIN	32MM	0.93	0.96
TEE PLAIN	40MM	1.02	1.05
TEE PLAIN	150MM	44.27	45.65
TEE PLAIN REDUCING	25MM X 20MM	0.67	0.69
TEE PLAIN REDUCING	32MM X 25MM	1.07	1.10
TEE PLAIN REDUCING	40MM X 20MM	1.81	1.86
TEE PLAIN REDUCING	40MM X 25MM	1.81	1.86
TEE PLAIN REDUCING	50MM X 20MM	1.81	1.86
TEE PLAIN REDUCING	50MM X 40MM	1.81	1.86
TEE PLAIN REDUCING	100MM X 50MM	13.44	13.86
TEE PLAIN REDUCING	150MM X 15MM	97.98	
TEE FAUCET	15MM X 15MM	0.37	0.38
TEE FAUCET	20MM X 20MM	0.54	0.57
TEE FAUCET	25MM X 25MM	1.10	1.04
TEE FAUCET	40MM X 15MM	2.19	2.26
TEE FAUCET	40MM X 20MM	2.19	2.26
TEE FAUCET	40MM X 25MM	2.19	2.26
TEE FAUCET	50MM X 15MM	4.28	4.41
TEE FAUCET	50MM X 20MM	2.87	2.97
TEE FAUCET	50MM X 25MM	2.87	2.97
BEND LONG RADIUS	100MM X 90 DEG	53.41	55.10
BEND LONG RADIUS	150MM X 90 DEG	133.12	137.50
SLIP FIX FITTINGS	100MM	37.40	43.65
BUSH SCREWED	20MM X 15MM	0.65	0.67
BUSH SCREWED	25MM X 20MM	0.93	0.95
SOLENOID	80MM (BERMAD)	260.13	260.13
GAUGE	0-250 PSI (FLOYD)	N/A	N/A
SOCKET	20MM (GALV)	0.51	0.60

**SCHEDULE OF PRICES
SUPPLY DELIVERY OF PVC PIPE, FITTINGS SPRINKLERS**

DESCRIPTION	SIZE & CLASS	2000 COST \$	2001 COST \$
JOINERS CABLE	STEP CONNECTOR	1.19	1.19
BOX VALVE	BROOKS 1419	27.00	27.00
PIPE PVC SWJ	25MM CLASS 9	4.83	4.83
COIL SOLENOID	3 WAY	28.29	28.54
ELBOW 90 DEG	25MM	0.37	0.38
COIL SOLENOID	2 WAY	14.52	14.79
SOCKETS FAUCET	25MM	0.37	0.38
RISER	15MM CUT OFF TYPE	0.18	0.23
ELBOW 90 DEG	20MM	0.24	0.25
PIPE PVC SWJ	40MM CLASS 9	9.34	9.34
COUPLING PLAIN	25MM	0.29	0.31
COUPLING PLAIN	20MM	0.16	0.17
TEE PLAIN	25MM	0.54	0.55
CAP PLAIN	20MM	0.23	0.24
CAP PLAIN	25MM	0.37	0.38
ELBOW 90 DEG	40MM	0.70	0.71
REDUCING	50MM X 40MM	0.93	0.95
PIPE PVC SWJ	50MM CLASS 9	13.17	13.17
COUPLING PLAIN	40MM	0.50	0.56
BUSH PLAIN	40MM X 32MM	0.62	0.64
TEE PLAIN	20MM	0.29	0.31
REDUCING	25MM X 20MM	0.38	0.39
SLIP FIX FITTINGS	20MM	2.81	3.38
ELBOW 90 DEG	50MM	1.34	1.37
BUSH PLAIN	32MM X 25MM	0.56	0.58
COUPLING PLAIN	50MM	0.37	0.64
SOCKETS FAUCET	20MM	0.29	0.31
SOLVENT & CEMENTS	PVC JOINT SOLVENT CEMENT TYPE "P" 500ML GREEN	5.53	6.32
PIPE PVC SWJ	20MM CLASS 12	3.73	3.73
SLIP FIX FITTINGS	40MM	7.03	7.94
SOLVENT & CEMENTS	PVC JOINT PRIMING FLUID T/S TYPE "P" RED 500ML	2.74	3.30
ELBOW 90 DEG	80MM	4.93	5.08
ELBOW 45 DEG	20 MM	0.54	0.46
PIPE PVC SWJ	100MM CLASS 9	40.32	41.18
TEE PLAIN	50MM	1.46	1.50
SLIP FIX FITTINGS	32MM	6.70	7.38
SOCKET VALVE	50MM	0.89	0.91
CAP PLAIN	50MM	0.66	0.68
CAP PLAIN	40MM	0.54	0.56
SLIP FIX FITTINGS	50MM	10.67	12.43
COUPLING PLAIN	100MM	4.22	4.35
ELBOW FAUCET	20MM X 15MM	0.32	0.33
ELBOW FAUCET	25MM X 20MM	0.91	0.93
SOCKET VALVE	80MM	5.09	5.25
SLIP FIX FITTINGS	15MM	2.64	2.97
ELBOW 90 DEG	100MM	8.66	9.09
PIPE PVC SWJ	80MM CLASS 9	26.86	26.86
COUPLING REDUCING	80MM X 50MM	3.37	3.47
TEE PLAIN	100MM	13.22	12.58
BUSH PLAIN	100MM X 80MM	5.46	5.62
TEE PLAIN	80MM	7.93	8.18
TEE FAUCET	25MM X 20MM	0.56	0.58
ELBOW 45 DEG	25 MM	0.44	0.56
SOCKET VALVE	25MM	0.37	0.38

SCHEDULE OF PRICES
SUPPLY DELIVERY OF PVC PIPE, FITTINGS SPRINKLERS

DESCRIPTION	SIZE & CLASS	2000 COST \$	2001 COST \$
SLIP FIX FITTINGS	80MM	21.51	24.95
COUPLING PLAIN	80MM	2.74	2.81
TEE FAUCET	25MM X 15MM	0.74	0.77
SLIP FIX FITTINGS	25MM	3.25	3.95
COUPLING PLAIN	32MM	0.50	0.50
TEE FAUCET	20MM X 15MM	0.50	0.50
SOLENOID	25MM (BERMAD)	18.37	18.75
PIPE PVC SWJ	32MM CLASS 9	7.40	7.40
COUPLING REDUCING	100MM X 80MM	6.94	7.15
ELBOW FAUCET	25MM X 25MM	0.54	0.56
SOCKET VALVE	20MM	0.23	0.24
TEE PLAIN REDUCING	80MM X 50MM	7.93	8.17
TEE PLAIN REDUCING	100MM X 80MM	13.44	13.86
ELBOW 90 DEG	32MM	0.78	0.80
SOCKET VALVE	40MM	0.67	0.69
TEE PLAIN REDUCING	50MM X 25MM	1.81	1.86
SOLVENT & CEMENTS	PVC GLUE TYPE "P" "RED HOT GREEN" 500ML	9.68	10.65
PIPE PVC SWJ	15MM CLASS 18	3.83	3.94
PIPE PVC SWJ	25MM CLASS 12	5.72	5.72
PIPE PVC SWJ	100MM CLASS 18	82.64	84.40
PIPE PVC SWJ	150MM CLASS 9	89.88	87.89
PIPE PVC SWJ	155MM CLASS 9	104.81	110.00
VTOA	15MM X 15MM	0.37	0.38
VTOA	20MM X 20MM	0.41	0.42
VTOA	25MM X 25MM	0.51	0.53
VTOA	32MM X 32MM	1.19	1.23
VTOA	40MM X 40MM	2.38	2.45
VTOA	50MM X 50MM	1.51	1.53
VTOA	80MM X 80MM	5.85	6.03
FTOA	15MM X 15MM	0.37	0.38
FTOA	20MM X 20MM	0.49	0.50
FTOA	25MM X 25MM	0.61	0.62
FTOA	32MM X 32MM	0.91	0.93
FTOA	40MM X 40MM	0.96	0.98
BUSH PLAIN	20MM X 15MM	0.23	0.24
REDUCING	40MM X 25MM	0.62	0.64
BUSH PLAIN	80MM X 50MM	2.38	2.45
REDUCING	100MM X 50MM	5.46	5.63
CAP PLAIN	15MM	0.16	0.17
CAP PLAIN	32MM	0.53	0.55
CAP PLAIN	80MM	2.02	2.08
CAP PLAIN	100MM	5.54	5.70
CAP PLAIN	150MM	15.68	16.17
CAP SCREWED	20MM	0.46	0.49
PLUG SCREWED	20MM	0.65	0.29
PLUG SCREWED	25MM	1.10	0.43
COUPLING PLAIN	15MM	0.14	0.15
COUPLING PLAIN	150MM	23.59	24.32
COUPLING REDUCING	20MM X 15MM	0.35	0.36
COUPLING REDUCING	25MM X 20MM	0.37	0.38
COUPLING REDUCING	40MM X 25MM	0.74	0.76
COUPLING REDUCING	50MM X 25MM	1.89	1.95
COUPLING REDUCING	50MM X 40MM	1.63	2.73
COUPLING REDUCING	150MM X 100MM	23.92	24.63
ELBOW 45 DEG	40 MM	0.79	0.80

SCHEDULE OF PRICES
SUPPLY DELIVERY OF PVC PIPE, FITTINGS SPRINKLERS

DESCRIPTION	SIZE & CLASS	2000 COST \$	2001 COST \$
CODE	DESCRIPTION	UNIT COST	GST
	<u>RAINSpray</u>		
3008W	MODEL 250FC	94.94	90.77
3003W	MODEL 260FC	84.09	80.64
3005W	MODEL 270FC	99.15	94.21
3006W	MODEL 235PC	77.37	74.20
3307W	MODEL 255PC	103.81	99.00
	<u>TORO</u>		
340-00-15	340 STREAM ROTOR WITH ARC TREE & ADJ NOZZLE	20.13	20.13
300-00-00	300 STREAM ROTOR BODY ONLY	18.50	18.50
304-00	300 SERIES 90° ARC DISC	1.29	1.29
308-00	300 SERIES 180° ARC DISC	1.29	1.29
316-00	300 SERIES 360° ARC DISC	1.29	1.29
312-00	300 SERIES 270° ARC DISC	1.29	1.29
89-5807	470 SPRINKLER BODY 75MM POP UP	2.75	2.75
89014XX	570 SERIES NOZZLE	1.50	1.50
S2001BSP	2001 ADJ SPRINKLER STAINLESS STEEL RISER	66.56	66.56
S2001FBSP	2001 FC SPRINKLER STAINLESS STEEL RISER	66.56	66.56
	<u>HUNTER</u>		
I41-ADS	I41 ADJ SPRINKLER, STAINLESS STEEL RISER	61.54	69.05
I41-36S	I41 360 SPRINKLER, STAINLESS STEEL RISER	61.54	69.05
I20-ADS	I20 ADJ SPRINKLER, STAINLESS STEEL RISER	22.89	25.85
820-36S	I20 360 SPRINKLER, STAINLESS STEEL RISER	22.89	25.85

"Quality of product & service is the foundation of our business"

20th June 2001

City of Joondalup
Administration Centre
Boas Avenue Joondalup
Western Australia 6027

Attention: Dennis Cluning

RE: Current pricing of Hunter Sprinklers to City of Joondalup.

Dear Dennis

Due to the fall in value of the Australian Dollar against the USD, we are unable to continue to supply our distributors with Hunter sprinklers at the rate we are currently charging.

Our original prices were calculated when the Australian Dollar was valued at .62 cents against the USD, however we were allowed a 6% increase by City of Joondalup in February 2001, even though the value of the Dollar had dropped 10% at the time.

The Dollar was valued at .56 cents in February when we were allowed that 6% increase, it is now valued at .52cents.

This is a difference of 19.22% on the landed cost on the Hunter Sprinklers when quoted in June 2000, compared to our landed cost today.

We are asking for another 6% increase in the price our distributors sell to the City of Joondalup. This will equate to a net increase of 12.36% overall.

As you can see our margins are significantly down, however to avoid the council having to re-tender we will sustain these prices for the coming twelve months.

Incidentally, the City of Joondalup are paying approximately 10% to 15% less than most other councils in WA, for the equivalent product.

I hope this matter can be mutually settled, because as stated above we cannot sustain our current pricing to our distributors.

Yours Sincerely



Frank Woodroffe
Regional Sales Manager



HEAD OFFICE
VIC/ORIA
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