

22nd April 2004

Exclusive dealing notification – CAMS – (N40702)

1. What are the benefits of competing in ARC events if a racing competitor can not accrue Championship Points?

There is no point in competing in the Australian Rally Championship if you cannot accrue points. Unless a team is happy to do so just for the fun of it.

2. CAMS claims that many professional competitors expressed concern to it regarding the cost of fuel being used to generate the level of performance required to be competitive. CAMS claims that the cost of ELF WRF fuel is at the median price for fuel of this type. Please comment on whether you consider this to be the case?

Yes we agree that the cost of the WRF fuel is a fair price. We were previously using a fuel that cost an extra \$2.00 per litre. We are very happy to make a significant saving on our fuel bill.

3. How do different motor fuels impact on a competitor's ability to compete? Is competition amongst various rally teams likely to be stronger or fairer if each team is required to use the same type of fuel?

The competition is most definitely closer, fairer and cheaper using a control fuel.

4. Please provide your views in relation to the claim made by CAMS that there will be a reduction in entry fees for competitors for at least @\$200 per event as a result of Elf meeting the cost of organizing medical support.

In our sport a \$200 saving is not a significant amount of our overall budget. However we are happy to receive the saving and view the medical team as a vital safety aspect of the ARC.

5. Do you consider that there is likely to be a reduction in expense and testing time as a result of one type of motor fuel being used by all competitors?

Yes there is most definitely a reduction in costs for everyone by using a control fuel. Tuning an engine is a very expensive exercise and by using a control fuel we only have to tune to suit one fuel.

6. CAMS claims that using Elf fuel as a specified fuel contributes to the quality and safety in Australian rally Championship events. Do you consider that other complaint brands of motor fuel would not be able to provide the same level of quality and safety?

Elf have been the control fuel for the World Rally Championship for several years and have a very good understanding of the sport and it's requirements. We have concerns that the other companies involved may not be able to work at this level or be able to produce fuels at a consistent level.

The engines in these vehicles are worth up to \$50,000 each and we are reliant upon the quality and consistency of the fuel. We feel any alternative fuel supplier would need to be a major fuel company with the ability to produce a high grade and consistent fuel.

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