



**Australian
Competition &
Consumer
Commission**

Our Ref: C2005/48
Contact Officer: Tania Mayrhofer
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14 February 2005

Mr Wayne Fraser
Operations Manager
Sanzone Nominees Pty Ltd
c/- BP Balcatta
53 Erindale Rd
Balcatta WA 6021

Dear Mr Fraser

**Notification of exclusive dealing lodged by
Sanzone Nominees Pty Ltd (N40817)**

I refer to the above third line forcing notification lodged with the Australian Competition and Consumer Commission (the ACCC) on 23 December 2004.

You have described the conduct in respect of the above notification as the giving or allowing, or offering to give or allow, a discount, allowance, rebate or credit in relation to the supply or proposed supply of retail petroleum products by Sanzone to consumers purchasing petroleum products at BP service stations operated by Sanzone in Perth, Western Australia, on the condition that the consumers have acquired goods of a specified value from participating supermarkets branded "Dewsons", "Supa Valu" or any other supermarkets which are participating from time to time in a discount retail petroleum products scheme with Sanzone in Western Australia.

Legal immunity provided by this notification commenced on 6 January 2005.

In 2003/2004, the ACCC conducted a comprehensive consultation process in relation to a number of similar notifications relating to the petrol and grocery sectors. The ACCC has considered the above notification in light of submissions previously put to it by interested parties in relation to similar notifications and its own investigations. The ACCC considers that the notified conduct is likely to result in a net public benefit and does not intend to take any further action at this stage.

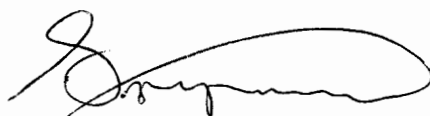
Please note, as with any notification, the ACCC may act to remove the immunity afforded by this notification at a later stage if it becomes satisfied that the likely benefit to the public from the conduct will not outweigh the likely detriment to the public from the conduct.



I also note that consumers should be made aware of any exclusions or conditions that may apply to this offer prior to entering into the transaction.

This letter has been placed on the ACCC's public register. The ACCC has released a report and media release in relation to the consideration of a number of acquisitions in the petrol and grocery sectors, which can be found on the ACCC's website at www.accc.gov.au. If you wish to discuss any aspect of this matter, please do not hesitate to contact Tania Mayrhofer on (02) 6243 1070.

Yours sincerely

A handwritten signature in black ink, appearing to read 'S. Gregson', with a large, sweeping flourish extending to the right.

Scott Gregson
A/g General Manager
Adjudication Branch

CC: Mr Peter Hede
Divisional Manager – Fuel & Convenience
Foodland Associated Limited
Locked Bog 1000
Nunawading BC VIC 3110