



**E.T. BROWNE (AUSTRALIA) PTY. LTD.**

ABN 94 080 024 915



Isabelle Arnaud  
Australian Competition &  
Consumer Commission  
470 Northbourne Avenue  
Dickson, ACT 2602

November 3, 2006

Dear Isabelle,

**Exclusive dealing notification N92661 lodged by E.T Browne Australia Pty Ltd**

In response to your letter dated 11<sup>th</sup> October 2006, please see below information as per your requirements.

1. E.T Browne Australia Pty Ltd sell and distribute Palmers Skin Care products to the following wholesale and retail outlets being Pharmacy Wholesale (Symbion, API, Sigma), Pharmacy Retail (Independent and Retail Groups), Variety Stores such as Target, Big W, K-mart and Priceline plus Hair and Beauty Retail outlets such as Price Attack, Hairhouse Warehouse.
2. E.T Browne Australia Pty Ltd has been selected to participate in a new unique shelf gondola system allowing Palmers products to be positioned in participating Terry White Chemists. Palmers products will be supplied to these participating stores either via Symbion Health and E.T Browne Australia Pty Ltd. Symbion will supply the gondola equipment comprised of a minimum 8 bays to members who agree to participate in the program.
3. E.T Browne Australia Pty Ltd considers that the implementation of this unique program will benefit the public by improving the accessibility and availability of our products, improve the standard of service between the retail outlet and the public and also enable Terry White Chemist to become a destination of choice for the public to purchase Palmers products. The implementation of this program can also result in Terry White Chemists being in a stronger position to negotiate price point promotions which will in turn produce savings to the public.

I apologise for the late response to your initial letter however I have been away interstate and on holidays.

Yours sincerely,



Trevor Wood

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