

Press Release

From: Geoff Trotter – General Manager – FUELtrac (www.fueltrac.com.au)

Date: 29 March 2007

Re: Bypass at Gympie could spell the end of one of Queensland's Largest Independent Fuel retailers – Matilda Fuels .

FUELtrac is extremely concerned about the potential closure of the Matilda Kybong site on the Bruce Highway Gympie approach as a result of the route selection for the Gympie deviation by the Queensland Main Roads Department

FUELtrac's fuel pricing figures consistently show Matilda as the price leader in this area of South East Queensland. Fuel prices could rise by between six to ten cents per litre for both ULP and Diesel within Gympie and the immediate surrounding area, in the event that this site closes.

During the high volume Anzac Day, Easter and School holiday periods, the Kybong site has been up to twelve cents per litres cheaper than other sites in the area, and up to fifteen cents per litre cheaper than Rainbow Beach.

Of equal concern is the potential flow on impact to motorists in the entire South East Queensland corner, in the event that closure of this site results in the demise of the Matilda chain. FUELtrac surveys consistently show that Independent fuel chains such as Matilda are the price leaders in the downward part of the weekly pricing cycle. Without Independents in the market, this downward pressure would be eliminated, leading to an increase in average prices throughout the State, and a further concentration of market dominance by the Woolworths and Coles fuel outlets.

We understand the site also employs approximately 100 staff and contractors, making it a significant employer in the Gympie area. The



location, facilities and trading hours also contribute to road safety for motorists and bus/truck drivers on the Bruce Highway.

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