

Answers to Questions on Notice taken on 6 October 2009 by ALDI, received 15 October 2009

15 October 2009

Mr John Hawkins
The Secretary
Senate Economics References Committee
Parliament House
Canberra ACT 2600

Dear John

I write further to my appearance before the Committee in Melbourne on 6 October 2009.

There were several matters raised in the evidence which I agreed to take on notice and provide further responses to the Committee. I do so now as follows:

- Number of products stocked by competitors. In my introductory remarks, I made reference to the 'average' number of product lines stocked by our major supermarket chain (MSC) competitors. To clarify, ALDI understands that large format full-line supermarkets of the MSCs stock up to 25,000 product lines. We are not aware of an average.
- Retail price consultant. To confirm, ALDI does engage Retail Facts to provide certain price information to it. They have been providing this service to ALDI for over three years and we manage this relationship with them in a manner that does not give us cause for concern in terms of conflict of interest on their part..
- Action on restrictive lease clauses. To confirm the view tendered at the Committee hearing, ALDI is pleased with the recent action taken by the ACCC in relation to this important matter. We believe this represents effective and substantial action in relation to a significant anti-competitive problem. Please see ALDI's attached media statement in relation to this matter.
- Issue of WA trading hours. ALDI's decision to date not to commence operations in WA has resulted from a number of factors including the likelihood of acquiring property at an appropriate cost, restrictive planning regulations and restrictive trading hours. ALDI has made the strategic decision to continue to focus on current operational areas to maximise our investment on infrastructure. We have not discounted future operations in WA or any other state.

Please do not hesitate to contact me if further information is required.

Yours sincerely

Via email

ANDREW TINDAL

Group Buying Director

ALDI Stores