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## Forsyths

Chartered Accountants

Tamworth Office 14th July, 2005

PRIVATE AND CONFIDENTIAL

Mr. G. Dennehy, Executive Director, Business and Administration, University of New England, ARMIDALE NSW 2351

Facsimile No. 6773 3509 3 pages inclusive

Dear Sir,

UNE UNION LTD. (ADMINISTRATOR APPOINTED) ACN 065 648 419 ABN 29 065 648 419

I refer to my report of 2nd June, 2005 and in particular to my recommendations in respect of the Tattersalls Hotel, Armidale.

I now enclose a copy of a letter dated 13th July, 2005 received from Manenti Quinlan & Associates Pty. Limited following up on their valuation dated 25th May, 2005, of the Tattersalls Hotel.

Given the subsequent information received from Manenti Quinlan and for the reasons outlined in my report, I now confirm my earlier recommendation that the Tattersalls Hotel should be sold.

I suggest to you the following programme for the sale of the Hotel:

Method of Sale:

Given the quality of the Hotel and the expected competition for it, I recommend auction as the ideal method of sale.

Brokers:

A Sydney hotel broker be appointed to market the Hotel in conjunction with a local hotel agent.

Estimated Costs:

Advertising and Promotional Material: \$12,000.00

Commission

2,25% of Selling Price

Auction Date:

Thursday 1st September, 2005

This will enable time to market and promote the Hotel.

Armidale

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Mr. G. Dennehy, Executive Director, Business and Administration, University of New England 14th July, 2005

I look forward to discussing this matter further with you at your earliest convenience.

Yours faithfully, UNE UNION LTD.

STEPHEN N. HALL, ADMINISTRATOR.

Email: shall@forsyths.com.au

Enc SH.CR



Our Reference : GFQ:LQ

13<sup>th</sup> July, 2005

Mr Stephen Hall Forsyths Chartered Accountants 127 Marius Street TAMWORTH NSW 2340

Dear Stephen

RE: Tattersalls Hotel, Armidale

Further to the valuation of the above Hotel I wish to provide you a further market update.

There is market evidence that the country market has started to cool. Of a total of 17 auctions for 2004 there have been only two sales on the day.

Last Thursday's auction results were as follows:

Lennox Head Hotel

Passed in - Vendor bid \$12.75M

Royal Mail Hotel, Narrandera

Sold - \$1,580,000

Ashmont Hotel, Wagga Wagga

Passed in - \$5.1M

Royal Hotel, Yeoval

Passed in - \$600,000

The weakness in the marketplace relates to smaller locations. I believe due to new smoking legislation effective 1st July, this weakness will spread to regional centres later this year.

As you are aware there has been a great deal of interest expressed in the Hotel during your period of administration. It is important to harness this prior to any deterioration in the

Timing is now relevant in any sales process.

I'll provide you a further update should the market change.

Yours faithfully

GERRY QUINLAN

Gerry Quintan

Director

MANENTI QUINLAN & ASSOCIATES PTY LIMITED

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