

# NEWS

10 August 2004

## Senior Appointments

Wesfarmers today announced the appointment of John Gillam as Managing Director of the Bunnings hardware business and Keith Gordon as Managing Director of chemical and fertiliser manufacturer CSBP Limited.

Peter Davis, who has been Managing Director of Bunnings since January 2003, will assume a new role as the company's Chief Operating Officer with responsibility for store operations, merchandising and marketing and property.

The Managing Director of Wesfarmers, Michael Chaney, said the Bunnings appointments would better equip the business to manage the challenges associated with rapid growth and to address strategic issues.

“The point has been reached where due to the scale of the operations there is a need for extra management resources at the most senior level,” he said.

“Peter Davis is a great retailer and his new position will allow him to focus on the essentials of the business – product range, service and price – as well as growing the network through the store rollout programme.

“John Gillam knows Bunnings from his previous two years there as chief financial officer and will bring to the business the leadership skills he has displayed in successfully running CSBP over the last two years. He will drive increased efficiencies which are so important to a business this size and will pursue broader growth opportunities.”

Mr Chaney said CSBP had performed strongly in recent years and would benefit from Keith Gordon’s commercial and management expertise.

“Keith has had extensive senior managerial experience with the Wesfarmers group, most recently in the Business Development department at the Corporate Office and before that with the former rural services business division, particularly in merchandising and in achieving supply chain efficiencies.”

The appointments are effective immediately.

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(Brief biographical details on John Gillam and Keith Gordon attached)

**John Gillam (38)**

A chartered accountant with a Bachelor of Commerce degree from the University of Western Australia, John joined the Wesfarmers Limited Business Development department in 1997. He was chief financial officer with Bunnings from 1999 to 2001, Company Secretary of Wesfarmers Limited from 2001 to 2002 and was closely involved in the acquisition of Howard Smith Limited. John was appointed Managing Director of CSBP Limited in 2002. He is President of the Australian Institute of Management in Western Australia, a member of the Senate of Murdoch University and a director of the Plastic and Chemicals Industry Association.

**Keith Gordon (40)**

Keith holds an honours degree in agricultural science and a Master of Business Administration from the University of Western Australia. He joined the rural services business division of Wesfarmers in 1999 and was General Manager (Merchandise) of Wesfarmers Landmark at the time of its sale to AWB Limited in 2003. He is a General Manager in the Business Development department at Wesfarmers Limited.