

## Tom Didovich

**From:** Tom Didovich  
**Sent:** Wednesday, 2 September 1998 10:07 AM  
**To:** Karen Wheeler  
**Cc:** John Rofe  
**Subject:** RE: Nth Shore Job Ads

Animal Welfare Services has won the North Shore Dog Control contract for a period of 3 years and beat the Rodney district which submitted a lower price and who was the incumbent.

The North Shore management were impressed with our facilities, staffing structure & support and most significantly with our approach to control of animals (i.e. Welfare approach) So much so that they wish to brand the operation "Animal Care & Control" in order to reflect the approach and in time provide a more comprehensive service (as we now do at Waitakere) to North Shore City residents.

From a business perspective this is sound as:

(1) the North Shore is a wealthy area and will increase our market base for the cremator (which is to be installed this financial year)

(2) Our approach is being endorsed by a city of significance and demonstrates that we are leading the development of the animal related industry (in terms of the marriage of welfare & control) this increases our credibility and in doing so enhances the potential for further similar contracts to be won. (e.g. even Manukau City now talk of welfare in their dog policy)

(3) In terms of strategic options and tapping into public donations and support for animal welfare related activities the Shore is a wealthy area which is not being utilised to it's full extent by existing groups and thus provides some very real potentials for the future of any public involvement approach.

Regards and thanks

tom d

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**From:** Karen Wheeler  
**Sent:** Wednesday, 2 September 1998 9:10 AM  
**To:** Tom Didovich  
**Subject:** RE: Nth Shore Job Ads

Me again. have spoken to john R and he is ok for jobs to go today. What would really help me is ablurb from you on what has happened. i.e. we have NSCC Council for ? period of time - what it means for our Animal Welfare etc and anything else you can add that will help.. Can you do that for me asap and I'll use it as additional information for this afternoon.

-----Original Message-----

**From:** Tom Didovich  
**Sent:** Wednesday, 2 September 1998 08:55  
**To:** Karen Wheeler  
**Subject:** RE: Nth Shore Job Ads

you're just so good.....thanks

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**From:** Karen Wheeler  
**Sent:** Wednesday, 2 September 1998 8:42 AM  
**To:** Tom Didovich  
**Subject:** RE: Nth Shore Job Ads

No, I hope to get the clearance at the Steering Group meeting today. Will let you know later. Thanks  
Karen

-----Original Message-----

**From:** Tom Didovich