

WESTLER — FOODS —

To Whom It May Concern

Dear Sir/Madam

Mr Bob McKenzie

I have known Bob McKenzie for two years and I first met him when we were purchasing food components from Chequer Foods.

Westler Foods Limited is a £20m business with a large number of SKU's. When I met Bob our distribution was handled through P&O at Coventry and we were wishing to save costs by bringing distribution in house.

I approached Bob with a view to him acting as our consultant in a field where we are lacking the necessary skills.

Nine months on after our initial meeting, after having spent just over £100k, we have a computer system and racking in place in our warehouse and we will be looking to move away from P&O as our distributors by the end of March 2004. This will give us an annual saving of c £250k.

We have already commenced with some our own distribution, which has resulted in a £50k per annum saving so far.

Bob has done an excellent job – he is very much a 'hands on' consultant and he has also undertaken a mentoring role to develop the role of our young and enthusiastic Warehouse Manager.

I would say that Bob's strengths are managing change, and coming up with pragmatic affordable solutions.

If you would like me to add anything more to the above, please contact me on either of the following telephone numbers:-

Work: 01653 693971

Mobile: 07771 510493

Yours sincerely



Ian D Hague
Managing Director

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