



Our ref: GR/CB

4<sup>th</sup> October 2007

Mr Stephen Wilyman  
Mteq WLM Implementation Ltd  
29-30 Margaret Street  
London  
W1W 8SA

Dear Stephen

We are now at roughly the mid-point of our joint procurement project and I thought it would be an opportune moment to express my satisfaction with progress so far.

The development of the focus groups around specific categories of expenditure has been very successful in integrating a broad population from our four factories into the process and I am pleased with the way your staff are coaching and coaxing them into developing innovative purchasing solutions as well as driving out cost through better supplier management.

The purchasing processes and measurement mechanisms that are being put in place are already indicating that we are seeing real results ahead of schedule and I fully expect the target we agreed during the P4i to be met and exceeded.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'GR', is written over a faint, illegible printed name.

Gordon Roper  
Managing Director, Europe