



25th February, 2008

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

Dear Stephen

Two months after the end of our Trelleborg/Mteq procurement programme, I wanted to summarise my thoughts about the results.

Your comprehensive and thought-provoking P4i analysis during the summer raised several areas of financial opportunity for us. As a result, we decided to launch the programme with you to both realise these opportunities and bring about long term change in the way we procure goods and services across four sites under my control in the UK and Poland.

The focus groups, working with specific categories of expense, have delivered impressive results, driving cost out of the business even at a time of substantial inflationary pressure on many of our key supplies – we have seen a real overall reduction of over 7%. This has been despite a certain degree of scepticism from some of those involved (even including some members of the focus groups) a scepticism confounded by the excellent working relationships quickly forged by your consultants.

We have convincingly demonstrated to the business that cross-site cooperation, combined with ambitious targets and the expertise of Mteq, can bring substantial, bottom-line results. I can certainly say that I have had nothing but positive feedback from all levels of the organisation and have personally enjoyed the experience.

We also have a framework of management tools to measure on-going performance and ensure the results obtained so far are both sustained and built-upon. In short, we are delighted with the performance improvement that continues to be driven. I would not hesitate in recommending your services to others.

Yours sincerely,

A handwritten signature in blue ink, appearing to read 'Gordon Roper', is written over a faint, illegible stamp.

Gordon Roper
Managing Director, Europe

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