

21st March 2012

TO WHOM IT MAY CONCERN

Re: David Jones

David Jones was appointed in the role of Interim Group Procurement Director on behalf of Stirling Lloyd plc and Isothane Ltd.

With a significant level of direct spend the Board were concerned that our approach to Procurement did not reflect best in class practises. David's role was to review our systems and identify methods that could be employed to close the gaps in both the key processes and our procurement performance, thereby delivering both savings and a pipeline of opportunities for the Group.

In his time with our company, David invested a significant amount of effort to introduce e-Sourcing as an effective method of global sourcing for raw materials. For this to be effective he had to research the global supply market. Through a variety of sources David was able to identify over sixty global suppliers for a specific chemical category that we asked him to focus on. Further research on that supply group regarding commercial capability, risk etc whittled the list down to a dozen strong contenders. Using the Ariba e-Sourcing platform, David was then able to demonstrate the effectiveness of this practise with a 22% saving in this chemical category.

Our key reason for appointing David on an interim role was to establish in our own minds whether a long term investment in a senior professional procurement team would give us a return on our investment. David ably demonstrated this and was also instrumental in advising on the profile of the type of individual we should go for.

I wouldn't hesitate to recommend David's services to any company. He settled in quickly and got on well with the team at Stirling Lloyd.

At all times he conducted himself in a professional manner, and was able to argue his point effectively and calmly even when under fire from the sceptics within the organisation, to an extent he had a positive impact on the mindset of a number of people involved in procurement.

Yours faithfully,



Jonathan Lloyd
Operations Director