## NASHNORTH INVESTMENTS (PTY) LTD T/A Nashua North

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## TO WHOM IT MAY CONCERN

Mirror Images became intimately involved in the development of Nashua North's Consumables Division in 2008. Their brief was to train, develop and up-skill the Division with a view to increasing Gross Profit.

During this period, the Consumables Manager relied, to a large extent, on the wealth of experience and success that Sally Webber has enjoyed selling and Diane Bowden managing within Consumables Divisions of their own. Their desire to motivate and enhance the Nashua North team has resulted in a notable growth in maturity, team participation, sales awareness, self motivation and a significant increase in each sales consultant's performance, the effect of which increased the Gross Profit. Mirror Images continues to train new staff.

Mirror Images have a complete strategy that, if successfully and correctly implemented and reviewed on an ongoing basis, will ultimately achieve the desired result. Diane continues to communicate with the Nashua North Consumables Manager on a regular basis to assist wherever possible.

The growth shown in the Consumables Division has been fantastic. The performance we are achieving today can, in many ways, be attributed to the team at Mirror Images and the Consumables Manager maintaining the set standards and expectations. Mirror Images continue to show dedication to the recruitment and development of Nashua North's Consumables Sales Team.

Should you require any further information, please contact me directly.

Yours faithfully

SEFF WILSON

MANAGING DIRECTOR



