

“...your advice was invaluable...”

Turner Butler
We sell businesses

”

Shallow Waters
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Ryde, Isle of Wight
PO33 4EX

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Hillingdon
Middlesex
UB10 9LE

Attention Mr Shaun Sweeney

14th March, 2005.

Dear Shaun

Sale of Merrow Tyre and Alignment Centre Ltd – Farnham

More than three months have now elapsed since the sale of our Company, and we are now enjoying the fruits of all those years of careful management of our Company. Without doubt we will never forget that critical afternoon in late November when you spent many hours locked in telephone contact with our buyer, his lawyer and retained Accountant. In those critical hours you fully demonstrated the wisdom in having a third party to act to bring together the threads of the Heads of Agreement. You fully demonstrated your particular skills in negotiating a settlement that was fair to each party to the agreement, and which fully met our aspirations.

All the above would have been impossible to accomplish, however, if the essential groundwork had been neglected and in that regard your advice was invaluable. Time and again as the sale reached towards a conclusion the value of the groundwork and validity of the assistance provided proved essential in permitting progress to be made as each obstacle was encountered and overcome.

Finally, I would add that every Company manager will have developed considerable skills in the successful operation of his Company, and will have honed these skills over many years. But nowhere in his experience is he likely to have learned how to sell his Company and since this is probably the most pivotal of all his business decisions it is essential that specialist advice and the knowledge of other successful sales is drafted in to ensure a successful Company sale.

Yours truly,



David Allen
Managing Director (retired)

