

PEW/AMW/8029

Daniel Lowe  
DL Company  
20 Jessops Riverside  
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26<sup>th</sup> January 2007

Dear Daniel

Thank you for your letter of 11<sup>th</sup> January 2007.

I am delighted to learn that you have received Investor In People status which we received in 2005. It has made a big difference to the way in which we do business.

It is often forgotten that business is a people industry, and it is easy to hide behind the corporate façade. For others it is important to ensure that personal relationships form the basis of good business and hopefully repeat business in the longer term because that is the best business of all. You have developed strong personal and professional relationships with this practice

For my part, in making a significant business investment in Jessops Riverside, this would have not have been possible without the commitment of the DL Company in ensuring that we met the programme to the price and quality which we had insisted upon.

We certainly will be using DL Company again in the future, hopefully when we expand.

Best wishes.

Yours sincerely



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