

13 December, 2018

From the desk of Anthony Latham- Managing Director Asia Pacific.

Regarding: Testimonial letter for Mr Ian Taylor

To whom it may concern,

This letter serves as a testimonial to the technical proficiency of Mr Ian Taylor. Ian has supported M&S business in Thailand over the last five years in the capacity of being a supplier to our Asia offices.

Ian held the position of General Manager of SOT depot based in Leam Chabang. It was in the capacity that he supported our business in Thailand. Our team relied on Mr Taylor's technical expertise on the ground to support our Iso Tank operations. For our company we closely manage the turnaround time of our tanks in depot and Ian was extremely competent in making sure we achieved our aggressive turnaround targets. This ensured that we were able to generate more revenue per tank and also helped us reduce our operational costs in Thailand.

In addition, Ian was integral to ensuring that all technical issues that our tanks encountered in Thailand were resolved in a timely and economical way. He also assisted us in communicating to key customers we have in Thailand. The chemical industry is very specialised and it is hard to find individuals with the correct level of technical experience in this area. Ian managed his team very well ensuring that we received the high level of support we expect from our suppliers.

On a personal note I find Ian very professional, informed and with a very strong chemical technical background. He is very dedicated and responsive to our requests.

Please feel free to contact me should you require more information.

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