



ENQUIRIES: CHRIS WESSELS (WGE)

26 February 2013

To Whom It May Concern:

Dear Sir or Madam

**RE: EXPENSE REDUCTION ANALYSTS**

Wood & Grieve Engineers is a national consulting firm that provides acoustics, civil, electrical, ESD, fire, hydraulic, lifts, property asset management, mechanical, structural and underground power services to private industry and government clients throughout Australia. Wood & Grieves engaged with Avril O' Shea (client manager) and Will Singer (analyst) from Expense Reduction Analysts to review our Office Consumables expenses.

We changed our suppliers following the ERA process and were delighted to realise over \$40,000 in actual gross savings at the completion of the project. By changing from five suppliers to one enabled further efficiencies in our Company's operations.

We thank Avril and Will for the professional and responsive way that this project was managed exceeding our Company's expectations. I would recommend that any organisation that has a need for reviewing their general expenses to consider using these services.

Yours faithfully

**Chris Wessels (WGE)**  
**Company Secretary**  
for **Wood & Grieve Engineers**