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To Whom it may Concern

WINTERHALTER LTD.
Commercial Dishwashers
& Systems

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Date 15/09/2011 Our ref. DP/jj Your ref.

LETTER OF RECOMMENDATION

We run a mixed fleet of 70 cars and commercial vans throughout the UK. Vigilant Plc have managed our fleet since 2009.

Whilst we outsourced our fleet requirements previously, we were dissatisfied with the service levels and costs of previous service providers. We chose Vigilant as their personalised approach suited to our company ethos and we liked how they ran their business.

One initial concern was that any changeover could be 'messy', time-consuming and may have negated the benefits of changing Fleet Managers. However, we were delighted with how everything was managed; the actual handover was quick, simple and straight forward.

Our account manager has helped us produce an excellent new Driver Handbook and personally spoke to each of our drivers initially to explain the new system. He is always available and communicates regularly with us. It makes running our fleet easier knowing that we have experienced people looking after our interests, and if there are any potential problems, the Vigilant team are always there to help us find the best solution.

The partnership has also been very successful from a cost perspective. In the last twelve months we have seen savings of over £45,000, and in the first six months of this year we made savings in excess of £30,000 against the same period last year. This, naturally, makes a real difference to our core business and more than covers the cost of the service Vigilant provide.

We thoroughly recommend Vigilant Plc as a fleet management company. Regardless of your fleet size or the sector you operate in, their personal approach and understanding of our needs is what makes Vigilant Plc stand out from the competition. We are extremely pleased with the service they provide and endorse them whole-heartedly.

Yours faithfully,

David Parsons
Finance Director