



THE INSTITUTION OF INCORPORATED ENGINEERS

Mr P J Munk FCCA
The Wells Partnership
The Old Rectory
Church Street
Weybridge
Surrey
KT13 8DE

7 August 2006

Dear Phil,

I am writing to express my thanks and appreciation to you and your colleagues for all that The Wells Partnership has done for the Institution over the years.

From our point of view it has been a long and very successful relationship. When I joined the Institution we had around 14,000 members and annual income of around £500,000. Since then we have tripled membership, increased income five-fold and been through five amalgamations/acquisitions. Throughout that time The Wells Partnership, in the person of you and Graham Carter, has consistently provided us with sound advice and guidance. As you know, the only reason our association has now come to an end is that the Institution has merged with a very much larger organization.

Whether the work carried out for us was accounting, audit or book-keeping the service we have received has always been helpful, supportive and professional. I have recently read on your website that as a firm you are committed to delivering exceptional service and in my experience you absolutely fulfill that objective. I would have no hesitation in commending The Wells Partnership to anyone considering using your services.

It has been a pleasure to work with you and your colleagues and I wish you every success for the future.

With best wishes.

Yours sincerely,

Kevin Foley
Director, Council and Financial Affairs

Secretary and Chief Executive: Peter F Wason BSc (Eng) CEng FIEE FIIIE FIMEche FIMgt

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Mr B Morley
The Wells Partnership
The Old Rectory
Church Street
Weybridge
Surrey
KT13 8DE

7 August 2006

Dear Mr Morley,

A few years ago, when a member of the Institution's finance department staff decided to leave and I was considering possible alternatives to employing our own book-keeping staff, the opportunity arose to have an informal chat with Graham Carter and Phil Munk. When they indicated that The Wells Partnership might be able to help I was pleased and now, nearly three years later, I am delighted that the subsequent decision to invite you to provide us with book-keeping services has proved such a sound one.

I have a great deal of respect for The Wells Partnership and customer service ethic generally but I must say that the success of the last three years is due very much to Linda Lycett and the way she has fitted in with our own staff, adapted to the Institution and proved so very reliable and trustworthy. She has been an absolute gem and a pleasure to work with.

As you will know, the only reason our association has now come to an end is that the Institution has merged with another much larger organisation. If that had not come about we would not have changed the arrangement and I would have no hesitation in recommending The Wells Partnership's book-keeping services.

Many thanks for your help and support.

With best wishes.

Yours sincerely,

Kevin Foley
Director, Council and Financial Affairs

Secretary and Chief Executive: Peter F Wason BSc (Eng) CEng FIEE FIIIE FIMechE FIMgt

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