



*Thomas Lloyd*

Thomas Lloyd Mail Order Limited  
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23 January 2007

Clive Morgan  
Computerisation Limited  
5 Washington Chambers  
Stanwell Road  
Penarth  
CF64 2AF

Dear Clive

#### **THOMAS LLOYD AND COMPUTERISATION**

When Thomas Lloyd first started business with you and your team at Computerisation nearly 17 years ago, Thomas Lloyd was a small local business in the South Wales Valleys with a burning desire for expansion. One major obstruction for our growth was the limitation of our manual systems.

Thomas Lloyd worked with you and your team at Computerisation to create, and continually develop, the excellent system that is still in use today. The system Computerisation created has allowed us to capture and track all customer interaction with great ease, something that would have taken many more man hours and may even have been impossible before. The new technology has helped us reduce our staff numbers, through natural wastage, over the years and we feel that the system is so core to what we do, without it we would not be able to operate.

The system also allowed us to interrogate all of our collected data in so many different ways and it is fair to say that we have used this quality information over the years to help us grow to the national business that we are today.

It has always been a pleasure doing business with Computerisation and I look forward to a continued partnership in the years ahead.

Thank you Clive and all your team!

**Barrie John FCCA**  
**FINANCE DIRECTOR**