



729 Tudor Estate, Abbey Road, Park Royal, London NW10 7UN

Tel: 0208 838 0099 Fax: 0208 838 0048

Accounts Office: 01795 538747

To Whom It May Concern:

I have been using `Buckingham` brand (`Snug n Soft` brand in Australia) as our Knitted towels for the past 7 years.

I process 500,000 towels each week. 80% go to branded hotels, including Crown Plaza, Holiday Inns, Ramada, Quality Hotels, Clarion and Intercontinental groups.

The knitted towel definitely has a life span of more than double that of similar weight woven towel.

There are definitely savings as the ragging has reduced to virtually nothing. Stock losses due to mix - ups have reduced, as the towels are easily identifiable (Knitted with 4 header stripes)

Handling is made easier as the cages no longer affect the product (no pulled Pile)

The savings these towels in the laundry are strongly evident, however an actual % differential between knitted and woven cannot be calculated as we have been upgrading machinery over the past 7 years to keep up with the changing technology, making direct laundering cost comparison difficult. What we can say.

Is that we can market a lighter weight knitted towel against a heavier woven alternative, this saves on the laundering cost, plus my staff report faster drying times.

From a customer's point of view, their quests rate our towels very highly as evident through the stock losses due to pilferage. Returns are counted very carefully from each establishment and shortages are charged for.

I will definitely stay with the Buckingham Knitted towels in the future and would welcome any contact from owners of laundry companies considering these incredible towels.

Regards,


Colin Gershman
DDI +447880742277