

**221 Old Bedford Road  
Luton  
Beds  
LU2 7EH**

Mr D Glossop  
Andon Freres  
Cavendish House  
St Andrews Court  
Leeds  
LS3 1JY

6<sup>th</sup> January 2011

Dear Don

### **Reference E-Data Group**

The decision to put the business on the market was not an easy one to take but the decision to put it on with Andon Freres was.

As you know my colleagues and I considered a number of potential agents but quite honestly found that none of them could offer the combination of credibility, professionalism, market specialism, flexibility and that all-important personal touch that you were able to.

The very proactive marketing you undertook generated immediate interest and many qualified enquiries. You were always on hand and responsive whenever we needed your advice and the subsequent guidance you gave for handling those all-important meetings with potential buyers ensured that we didn't put a foot wrong.

When it came down to the final offer your insight into the Buyer's way of thinking maintained momentum during negotiations and ensured we got the deal we wanted.

All in all your commitment to the cause was exceptional and our experience from start to finish was positive and as painless as it could be. I have no hesitation whatsoever in recommending your firm to others.

Thanks again for everything you've done for us.

Regards and best wishes

Joe Yusuf