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8 August 2011

Rhett Brown  
175 Morningside Rd  
Whangarei

Dear Rhett,

**Re: Anchor Franchise Conference 2011**

Thank you for speaking at our 2011 Franchisee Conference. Your presentation was exactly what we were looking for. From the moment that you rolled on to the stage until you left, everyone in the room was transfixed on you and listening to your story.

Your talk set us up excellently for our Health and Safety presentation later in the day and ensured that the audience were very engaged. We appreciated the way that you tailored some of the presentation to our specific needs as this brought the realities home to our Franchisees.

Many thanks,

A handwritten signature in black ink that reads "Paul Mallard". The signature is written in a cursive, flowing style.

Paul Mallard  
**Route Development Manager**  
**Fonterra Brands (New Zealand) Limited**