

To Whom it may concern,

RE: GABCOR TRADING (Glen Coombs)

As the owner of a rapidly growing small local business, we tend to get caught up with all aspects associated with the day to day activities, and unfortunately only “touch base” with some of the more critical components which can determine the success of your business in the long term.

We have been so fortunate to have benefitted from the professional services of Glen Coombs (GABCOR TRADING) - He literally is our BUSINESS IMPROVEMENT SPECIALIST; I also like to refer to him as our “Forensics of Financials”.

We initially engaged Glen’s services as a result of my concerns regarding some components on our Balance Sheet that weren’t representing true values (from years of miscalculations by various accountants, which also resulted in incorrect ATO reporting) - I was not fully prepared for the complete overhaul that followed.....

To have a better understanding of our business, Glen investigated all elements of the business, ranging from the operational and logistics through to the administration and financials leaving absolutely nothing unturned. As a result, over a period of time he has;

- Identified key business drivers
- Formulated strategic approaches
- Streamlined operations & cost containments
- Corrected financial components
- Developed cash flow plans

Glen has an incredible personality which makes him very approachable and a pleasure to work with. He is passionate about his work which is infectious, and now, what I used to find complicated and confusing, he has been very patient and taught me (us) to better understand, analyse and implement best practices to improve performance to achieve desired outcomes.

Glen also continues to monitor and evaluate our processes, and regularly provides us with reports, which encourages us to make informed decisions based on real time information.

We are so appreciative of Glen’s advice and guidance, which has empowered me and given back my confidence to liaise with all other associations relative to our business from bank managers, accountants, suppliers etc....

I can’t recommend Glen highly enough, but I can ensure that he would be a valuable asset to assist with your business.

Regards,

*Karen Gilbert*

Business Development Manager

29<sup>th</sup> April 2019