



kancelářská technika

February 13, 1995

To Whom It May Concern:

I am writing to recommend Catro spol. s.r.o. I have used Catro for consulting services and have been extremely satisfied with their results. Perhaps better than any other consulting firm, Catro understands the challenges that face Western companies in the Czech market. Catro, in effect, has served as a cultural bridge within our company, allowing me to better understand my Czech employees and helping to construct a more positive work environment, where cultural differences serve as an advantage rather than as a barrier.

In my opinion, the principal reason for Catro's success is the work of the Managing Director, Mr. Martin Vosecky. Mr. Vosecky, a Czech native, has the rare ability to understand and relate to people of all backgrounds and economic class. Equally comfortable at the board meeting of our parent company or at a blue collar pub frequented by my service staff, Mr. Vosecky was easily able to earn the trust and respect of all members of our company. Mr. Vosecky effectively saw the company as a whole, perceiving opportunities and foreseeing potential problems to which we were blind. His work improved our operations by helping us to better understand one another.

While it is difficult to quantify the benefits provided by a consulting firm, I am confident that Catro has contributed significantly to our bottom line. I will continue to use their services in the future and recommend them to other firms without reservation.

Please feel free to contact me directly if you wish to discuss Catro in further detail.

With Best Regards,

Eric N. Vincent  
Managing Director