



Letter of Recommendation

To Whom it may concern:

My name is Bruce Campbell, owner of Plateau Diesel Performance. We specialize in the repair and maintenance of full-size diesel pickups in Enumclaw, Washington, USA. We currently have 16 employees.

I first met Bob Greenwood when taking his Level 1 business management course, "Understanding the New Service Shop Business Model", offered in partnership with ASA. I have taken the Level 1 course three (3) times in a row, with other management people participating from our company, each time learning more about his approach to shop management using mathematics, a technique proven effective from many years of management and shop consulting experience.

Our company brought Bob on as a consultant back in July 2020. It was the smartest decision we made. His focus on creating net profit rather than chasing sales figures has changed our company's bottom line quite dramatically, from 2-5% to 15+%. Even my partner, who has focused solely on sales figures for over 40 years, has seen the value of implementing Bob's teaching of net profit using his proven mathematical computations.

If you are looking for a thoughtful, patient, extremely competent and knowledgeable professional, one who is in tune with the dramatic changes occurring in our industry, Bob is the consultant you need in your corner. If you would like to speak with me personally about how Bob has changed our company's profitability as well as our management culture and outlook, feel free to reach out to me on my cellphone at 206-953-3971.

Sincerely,

Bruce Campbell