

MANAGEMENT STRUCTURE

The previous system is shown below and in conjunction with Coopers & Lybrand Deloitte has been modified to avoid any dissipation of effort.

✓
Chairman

A.D.P. Tanner

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Managing Director

P.D. Tanner - Finance

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M .I. Kerlogue	W.G. Rosser	W.L. Pearson
- Sales (South of England & Scotland)	- Production	- Sales (North of England)
- Marketing	- Personnel (SOGAT 82 employees)	- Leeds Office
- Transport South		- Transport North

Each Director was responsible for the targets, budgets, purchases, personnel and training of the employees within his own department.

A new clearer management organisation has been approved as below:

Chairman

A.D.P. Tanner - policy

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M.D

P.D. Tanner

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Finance

- Quality & Service

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M.I. Kerlogue
- Marketing

- Distribution

- Procurement
(Merchanting)

- Product Development

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W.G. Rosser
- Production

- Engineering

- R & D

- Procurement
(Production)

- Human Resources:-

Quality & Service

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W.L. Pearson
- Sales

- Leeds
Operation