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To whom it may concern,

P2 Group Pty Ltd

P2 Group provides Sankey Australia with independent expert advice relating to the subjects of WorkCover, claims management and premium reduction. Their work has been a major factor in our business gaining control of our WorkCover claims and the associated costs. Our WorkCover premium to payroll ratio average has reduced across our VIC and NSW sites from 7.97% in 2006/07 to 3.16% in 2009/10. That's a 60% reduction and is currently below industry rate in these states.

Many businesses use a wide variety of consultative services ranging from financial auditors to machinery technicians offering specialised knowledge in their areas of expertise. Quite often we see business move between outsourced knowledge and internal resources; however in small to medium sized businesses, internal resources can become a large cost to keep trained and up to date with industry movements.

At Sankey we believe it is important for WorkCover and insurance related issues to have an external resource that has an independent view of our business and has knowledge that is available from experiences from other (like) businesses. This can not be achieved solely from an internal person.

I can confidently recommend P2 Group as a solid and reliable company and state that they are experts in their field.

Yours faithfully,

Andrew Mitchell

Director of Sankey Australia

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