



**SALES DEPARTMENT
UNITED KINGDOM**

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Harelbeke, 23th September 2016

Subject: UK Sales team

Dear customer,

Due to some changes in our external and internal sales team , we need to implement some changes to our organization.

Per 1/9/16 : our agent for Smartstrand in London, Kent, Surrey , Sussex decided to stop his agency with Lano. He is being replaced by:

- Peter Hughes : Greater London area, south of river Thames, including some Surrey postal codes within the M25
- Gary Alp : East/West Sussex, Kent and Surrey outside the M25

Peter has been a Lano agent for years and Gary joined our team earlier this year for the Bajong business.

We are convinced their experience can only be a positive add to the Smartstrand business.

At the sales desk, Deborah has left our company and her job will be split over the rest of the sales team.

Enclosed overview shows per county, your agent/rep and respective contact at our sales desk. This will be activated as from 19th September.

Should you have further questions, do not hesitate to contact us.

Kind regards

Gina Dewaele
Customer service coordinator

Encl: county overview