

Cedar Court Hotel, (J39, M1), Denby Dale Road, Calder Grove, Wakefield, West Yorkshire. WF4 3QZ
Tel: 01924 276310 Fax: 01924 280221 Email: sales@cedarcourthotels.co.uk

29th July 2004

David Thyer
Olympus Associates Ltd
Business & Innovation Centre
Aston Science Park
Birmingham
B7 4BJ

Dear David

I would like to thank you and the team at Olympus for all of the help and assistance that has been given to us over the past 18 months. It is pleasing to be associated with a company that actually cares about it's customers.

As you know we ran KitMan for 12 months at Cedar Court Hotel Wakefield, during which time we improved our gross profit margin by 2.5%. I was already running a 'tight ship' but the control and information that KitMan has given me has been tremendous.

I am now able to be proactive with menu development and controlling food costs. My supplier profile has improved giving me the information I require and putting me in a stronger position when negotiating prices. My cost savings will now be further enhanced by the introductions you have made to Foodlink suppliers.

Health & Safety information and the latest HACCP details are ready to hand to ensure that a safe and healthy environment exists for the customer, company and staff alike.


There is now an improvement in management techniques in all departments and KitMan has been influential in the training development and business awareness of all of the staff.

The tools in Chefs Office and Human Resources have been an asset to both the chef and Sous Chef as well as myself and have reduced the time spent on administration enabling us to concentrate on developing the business.

We have now installed KitMan in the other hotels and I am looking forward to the improved controls it brings us together with making everyone's life a little easier.

Kind regards

Yours sincerely
Cedar Court Hotels


Mike Weayer
Group Executive Chef

