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Darrell O'Brien
DC Ross Ltd
570 Kaikorai Valley Road
PO Box 1226
Dunedin
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Dear Darrell

Thank you for allowing me and my colleague James Henry to visit your company to talk to you about marketing and supply chain management practices in your firm.

I thoroughly enjoyed my visit to Dunedin and am delighted with the high quality data I collected on my visit there. The interviews we conducted gave us some very interesting insights into buyer-supplier relationships in upstream supply chain contexts. I will begin stage two of the research in Northern Ireland in the very near future. This will involve further qualitative work to discuss the model that emerged from the Dunedin interviews.

Thank you once again for your help with my research. I wish you every success in your future business endeavours.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Patrick McCole', written over a horizontal line.

Dr Patrick McCole