



30 November 2011

Dear Customer

**ALEXANDER POINTING**  
**Littlewood Cottage, Newton Street, BURY, BL9 5HB**

Please accept this letter of introduction as confirmation that the above company is a member of the elite FairTrades register of reputable businesses and has passed FairTrades stringent vetting procedures, prior to acceptance for membership.

Our vetting procedure includes the following:

1. The business must have been trading for more than one year, as research shows that the majority of failed companies close within the first 12 months of trading. Our members are therefore more established and experienced within their specialist trade.
2. Legal and financial checks to investigate the company's stability. Only those businesses whose ratings are satisfactory are accepted.
3. Reference checks from previous customers and scores for quality, timeliness, value for money and courtesy. Should the customer references not meet our criteria the application is refused. Reference checking continues throughout membership, so we always have an up to date picture of a member's business.

The aim of FairTrades and its "Scales of Justice" logo is to give the customer peace of mind and to take the worry out of finding a reputable business.

We therefore have no hesitation in introducing the above business as a reputable company with a proven standard of workmanship. We also strongly recommend that consumers obtain an Insurance Backed Guarantee (IBG), if trade applicable, to protect their financial investment, rather than a personal or letterhead guarantee - which offers no protection should a business cease to trade.

To find out more about the IBG, please call 08707 344 344.

Yours faithfully

**Sean O'Keeffe**  
**Chief Executive Officer**

<b>Membership No:</b>	00541165
<b>Member Since:</b>	05 October 2011
<b>Started Trading:</b>	1996

Information is correct at the time of printing.