



BURNS PHILP SHIPPING HOLDINGS LIMITED

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TO WHOM IT MAY CONCERN


Mr Daniel James Simpson worked for Burns Philp (PNG) Limited in various ship's agency roles between November 1983 and February 1989. His last role was as Senior Shipping Manager Lae, reporting directly to me.

At the time Lae was the largest Port in Papua New Guinea, handling a cross-section of international and local trade both break bulk and containerised. Latterly there was an increasing emphasis on containerisation. Principals serviced covered a cross section of International Carriers who remain well known and well respected in the shipping industry.

Dan rose rapidly from relieving Agency Manager in our Head Office in Port Moresby to Shipping Manager Rabaul. After demonstrating his considerable abilities both as a Manager and as an experienced shipping professional Dan was promoted to Senior Shipping Manager in the Port of Lae.

Dan confirmed the company's faith in him by building a strong team of dedicated agency personnel who out-performed our other Ports in a short space of time. One important factor here is that the team consisted totally of Papua New Guineans. This demonstrates Dan's ability to get the best out of people, no matter what their cultural background happens to be.

I have known Dan and his family for 12 years. I have the greatest respect for him as a family man and also his abilities as a Senior Manager. Without hesitation, I can recommend him to any employer seeking a highly motivated and professional competent Shipping Executive.



CAMPBELL SMITH
General Manager

12 September 1995