

January 22, 2019

To Whom It May Concern:

My name is Ryan McLeod. I am the Commercial Account Executive for Maritime Fuels Esso/Mobil branded product lines in New Brunswick Southwest. My role is to continue to establish market share throughout the footprint, service existing customer base, and grow our retail brand. This role includes coordinating deliveries, dispatch, marketing, and ensuring the brand is gaining strength.

I was introduced to Alexa this past summer during an Imperial Oil training and her enthusiasm was evident and she stood out with her caring, congenial personality in a large group situation. I have been fortunate to work with Alexa on several projects relating to marketing from an internal company and external customer perspective. Alexa has been great to work with on every project. Her keen sense to detail, communication, and follow through/follow up has been greatly appreciated and recognized by all members on our team, and most importantly our customers. Not being from the graphic/marketing world, I need great assistance and from sell sheets, gift card production for retail, to selection of color schemes for our events, Alexa has been a true team player and always on point.

In my world of commercial business, the critical pieces of crafting deals and in building strong, genuine, trusted business relationships is in the details, follow up, follow through, and execution of plan within time frames outlined. On all key points Alexa has come through when her talents have been called upon. I appreciate her "can do" approach to the projects we have worked on and her great care and thought put into the details, with all projects delivered on time. I would recommend Alexa highly and she is a team member I know I can rely on when called on for assistance.

Sincerely,

Ryan McLeod

Commercial Growth Executive New Brunswick

