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November 30, 2010

To whom it may concern:

Gary Palmer has been my customer and an EnCana Information Systems Contracts Advisor during my 2 ½ year tenure at Computer Modelling Group in Calgary. I offer the following observations gained from our business dealings together.

We first met preparing to renegotiate a multi-year, multi-million dollar contract for computer software and services for our respective companies. Immediately, it became clear to me that Gary is a very professional & skilled business person.

In my 22 years of business development, I have met and dealt with many different business types and styles. Gary has the rare combination of strong capabilities and experience to elicit both respect and mutual win in his business dealings. Gary is smart, does his homework, and communicates effectively. He is able to quickly analyze a complex business case, discover strengths, weaknesses, opportunities, & threats, and outline a position amenable to the many parties involved. Gary is a firm but fair negotiator, a responsible and confident business agent, and a balanced and likeable person.

I strongly recommend Gary Palmer to anyone interested in developing strong, lasting, and successful business relationships.

Sincerely,

C. Barclay Macaul  
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