

# MAN Truck & Bus AG



To whom it concerns

Conc: Reference for Gösta Schwarck:

As Senior Vice President heading the Business Unit After Sales of MAN Diesel SE one of my main goals was the building up of a dedicated supply chain organisation for service and spare parts.

I invited Gösta Schwarck to take charge as the newly created position as Global Supply Chain Manager

We needed a strong personality and a team with a proven track record to solve this issue and to further build and stabilise supply chain topics.

Gösta took up this role with enthusiasm, a lot of energy and above all with professionalism. Detailed plans for inventory reduction were presented and launched on very short notice.

To further motivate his team and to communicate a vision for the supply chain, Gösta also displayed different talents as he created and showed innovative videos that were presented to leading managers of our world-wide sales organisation.

Gösta, left me with the impression that he is an innovative and open personality that one can rely on.

He is an open "out-of-the-box" thinker and bring along new innovative ideas that might seem too exotic to begin with, but nevertheless get the job done. He is a fine communicator and good in explaining complex matters in simpler ways.

Gösta was appointed as a "leadership potential" and has entered the company's official and international Leadership programme for future leaders, a programme, which he successfully completed.

At the verge of 2010, the working capital situation had been stabilised and the ambitious targets of inventory reduction were met and even surpassed.

Gösta did manage to build-up a dedicated supply chain organisation for the After Sales BU and install training programs to ensure high quality and staffing of his people.

Gösta is a person who is appreciated both within and outside of our company. He is an overall balanced person and a professional who gets things done in an efficient way.

I hope to be able to work again with Gösta in the future.

  
Jürgen Lagarde

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