



Saturday, September 21, 2013

Re: Letter of Recommendation in favor of Paul Kaihiwai Nelson.

To whom it may concern:

It gives me great pleasure to offer you my highest possible recommendation in favor of Paul Kaihiwai Nelson.

In his capacity, I had an opportunity to get to know Paul, both as a professional and as a person. With over 9 years of service with our company he consistently qualified himself as one of the project's most valuable players. Paul is possessed of wisdom, sound judgment, superior people skills, and the ability to understand and to meet the needs of our local and corporate management.

Paul is diplomatic, patient and gentle in his manner, and yet has the ability to be very Direct and authoritative when need be. Paul knows how to plan, to implement, to measure progress, to deliver on time and in a meaningful way, and to report in such a way as to get credit. Paul knows how to manage, i.e., how to get things done through others, and he knows how to command both the respect and the loyalty of those with whom he works – subordinates, peers and superiors alike.

Paul Joined Al Morrell Development in November 2003 as our catering manager for dining facilities operations. He supported Iraq operations in Mosul, Baghdad and Najaf as well as satellite facilities throughout Iraq.

In 2005 our company moved into Bottled Water Manufacturing, Paul was promoted to Project and Operations Manager. He was instrumental in building and delivering 6 state of the art, full scale Bottled Water Manufacturing Facilities throughout Iraq. This was accomplished from July 2005 thru October 2006. The sites were located in northern Iraq (Mosul), central Iraq (Tikrit, Ballad, and Baghdad), western Iraq (Ramadi, Fallujah) and southern Iraq (Nasiriya). Not only did he complete these facilities in record time he did it in the middle of a war zone.

His work in developing an executive team to manage and Operate the facilities along with designing and implementing all accountability and operational structures made him an ideal choice when promoted in 2008 as Vice President General Manager of all operations in Iraq. Under Paul's leadership the company was taken from being a prime contractor to the US Government to also becoming a premier Bottled water brand in Iraq. Paul was responsible with his team for the development of the logistics and distribution needed to support and deliver in excess of 1.4 Million cases of product a month into the Iraqi Markets. He maintained this position until September 2012 the company was sold in January 2012 Paul assisted with the transition.

Paul's abilities to manage and blend cultures in an organization in excess of 350 employees assured the success of over \$800 Million dollars in contracts, thru December 2011 the company delivered in excess of 1.5 Billion bottles of water to our customers

Sincerely,

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