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Letters to the Business Editor

Don't dismiss non-execs out of hand, they have much to offer

SIR - Your article "The worth of non-executives comes under scrutiny" (February 2) opens up a useful debate. However, it is important to recognise the benefits a good non-executive director can bring to the party.

Professor Robert Hussey, of the University of Windsor, Canada, carried out extensive research on behalf of Kingston Smith LLP towards the end of the last recession. He found that privately owned companies had higher profit margins where there was a non-executive director on the board. There is no manual on how to survive these difficult times, but listening to the advice of independent experts who have been through a similar experience could prove invaluable.

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