

# JOHN REID & SONS

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# REIDsteel

Structural Engineers

Brian Finch  
Sales Director  
Joseph Ash Galvanising  
Seven Stars Road  
Oldbury  
West Midlands  
B69 4JS

9<sup>th</sup> July 2010

Dear Brian,

## EXPORT CONTRACT AFRICA 40m span steel highway bridges

The final consignment of bridge steelwork was successfully shipped last month, with just 4 days to spare before the Letter of Credit deadline. Just to prove that every day did count!

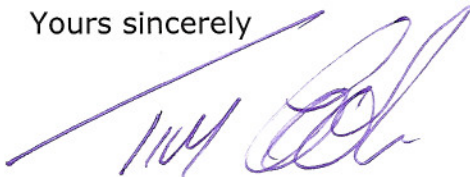
We have enjoyed an excellent service from your company on this contract. There were challenges along the way and at times it wasn't easy. Delivery deadlines for the steelwork fabricator were challenging from the beginning and we really appreciate the flexibility shown by your people at Chesterfield in coping with a certain amount of disruption to the planned schedule and processing some loads on much shorter turn-around times than were intended. Please pass on our sincere thank you to everybody at Chesterfield who worked so hard to make this happen.

Meeting the shipment dates has further reinforced our reputation in these markets for reliability and doing what we say we will. This puts us in a very strong position to secure further business, which we hope might be to our mutual benefit.

In these difficult times it is really important that businesses 'deliver' for their clients and you guys have certainly delivered for us on this contract.

Thank you once again.

Yours sincerely



Timothy Cook FIEx  
Commercial Manager

