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To Whom it may concern

During 2007/2008 British Midland International Airlines Group initiated a project to improve the Working at Height activities within the aircraft engineering division. This was a root and branch review of current working practices and equipment.

Early in the programme we engaged the three largest suppliers of this type of equipment in the UK to assist us with clarifying our requirements before moving into a competitive tendering process - Semmco Ltd were one of these suppliers

Stuart MacOnie and his team were extremely helpful attending workshops with our project team to discuss/review design ideas, they also worked alongside our engineers during several nightshifts to ensure they fully understood the requirements of our 'Check Maintenance Teams'

Semmco produced access equipment for us to use in extended field trials, organized workshops with our end user community, discussed agreed and implemented modifications to the trial equipment until we were completely happy with the end result

In summary Stuart and his team far exceeded our expectations in terms of engagement and enthusiasm to ensure the final products were fit for purpose

Despite being slightly more expensive than the competition Semmco won 70% of the total requirement list, our decision to select the equipment was weighted to its usability in the field, the lightweight aluminum construction and flexible design principles result in a product that in our opinion is far superior to the cheaper mild steel construction offered by the competition

Put simply the Semmco equipment is easy to maneuver, offers good access which means the engineers want to use it rather than risking injury utilising equipment that isn't quite the correct height but its easier to position or closer to hand etc

Major benefits of the programme delivered include:

- The Semmco Variable Height line access steps have revolutionised the way British Midland International engineers carry out line maintenance, they are flexible enough to cover almost 90% of the tasks conducted on all three of our major fleet types in the line maintenance environment
- The Semmco Crown Skin access equipment has enabled us to reduce the required aircraft downtime by 100% for routine critical maintenance due to its ease of use and improved accessibility

The above combined with other productivity, lost time, accident claim savings delivered as a result of this project resulted in a £400k annual operating cost saving for the engineering business unit.

The above scenario was repeated again in 2011 when we went out to tender for our Nitrogen / Oxygen gas replenishments rigs, Semmco units were selected due to their ergonomic design and ease of use, we had suffered several manual handling injuries with our previous equipment, twelve months into service with the Semmco equipment and there have been no issues.

I would not hesitate recommending Semmco and Stuart MacOnie in particular to any business, it's a pleasure dealing with a company that have can do approach both during the evaluation phase and subsequent after sales support

Yours faithfully

A handwritten signature in black ink, appearing to read 'Tony Page', with a red line extending from the end of the signature.

Tony Page MT & GSE Mgr

bmi - British Midland International

Mobile: +44 (0) 7710096153

Tel: +44 (0) 1332855212

Office: Build 81, Beverley Rd, East Mids Airport, Derby, DE74 2 SA