



Unit 1 Leafield Way, Leafield Ind.Est. Corsham, Wiltshire, SN13 9SW, UK T:0044 (0)1225 811449 E:weir@pbwel.com W:www.pbweir.com

M. Maniyimuthu
Marlbo Trading Company
24, Abdul Gaffoor Mawatha
Colombo 03
Sri Lanka

Dear Sir,

The relationship between P&B Weir Electrical Ltd and Marlbo Trading Company has grown and strengthened significantly for close to a decade now. During this time, we have found the diligent care given by Mr. Maniyimuthu and his team to his customers to be second to none.

In terms of meeting the technical criterion specified by end users, supplying aftersales support, and the careful coordination of all enquiries, Marlbo Trading Company have been an invaluable part of P&B Weir Electrical Ltd.'s global sales strategy, providing us with a clear route of communication with key decision makers within Sri Lanka's electricity supply industry.

In choosing to represent P&B Weir Electrical Ltd.'s range of Portable Earthing equipment, Marlbo Trading Company have made the decision not to focus on the lowest available immediate price, but instead on the highest available quality, and therefore the lowest life cost. This attitude ensures that customers of Marlbo Trading Company can use their products in full confidence that they are using the best products available.

We would like to take this opportunity to thank all those at Marlbo Trading Company for their continued support and efforts in representing P&B Weir Electrical Ltd. Through these consistent efforts, Marlbo Trading Company have become one of our most important overseas representatives, and we look forward to many more years in conducting business together.

Signed for on behalf of P&B Weir Electrical Ltd

A handwritten signature in blue ink, appearing to read 'G.J. Evans'.

G.J. Evans MD

15/06/2018