



## CONSTANT POWER SERVICES LIMITED

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For the Attention of Andy Denny esq  
BCMS  
Plantagenet House  
Kingsclere Park  
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Berkshire  
RG20 4SW

15<sup>th</sup> January 2007

Dear Andy,

Just a few lines to say thank you all at BCMS for helping to conclude the sale of CPS Ltd, as you know this ultimately took a little longer than expected but throughout the whole process you remained enthusiastic and confident. The final few meetings with our eventual purchaser proved both interesting and demanding for all concerned and I felt that the professional approach during the early negotiation stages was excellent.

The confidential way in which the BCMS team, particularly Geoff and Andy, handled each stage gave us a great deal of reassurance and I also felt that our input and comments into the whole procedure was handled quite diplomatically although it was the first, and probably only time, we will experience this emotional roller coaster. It was highly enlightening to see our business through the eyes of others and to appreciate what we had achieved whilst running and growing our business – it made us quite proud to think that several companies showed such interest in the early stages, this was due to the careful prospecting and selection process dealt with by BCMS staff.

Our thanks also go to the Legal team at Stuart Hodge, specifically Mark, Roberto and Kiri, who kept their professional cool even during the late nights spent in London putting the final touches to the deal – it proved immensely helpful to have an Italian national on our team especially as we eventually sold to a large Italian group. I can truthfully say that they were all a pleasure to work with and it made the whole closing experience less stressful than it might have been.

I realise that it has taken me a few months to 'put pen to paper' but as you are aware we are working through a very busy handover period and whilst our new owners are maintaining a totally hands-off approach at this point, I am regularly preparing monthly reports pending their greater involvement in the coming months.

For reasons of confidentiality we cannot mention the financial aspects of the deal, but suffice to say that we were very happy with the final outcome and genuinely believe that the purchasers have also achieved a great opportunity for the future. With this in mind I can recommend the 'BCMS' concept to others in the knowledge that we found a sympathetic purchaser from within our own industry with plans to grow our business over the coming years, which should reassure our staff, suppliers and customers of our belief in the methodology used.

Yours Sincerely,

Peter Harwood

