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**From:** bob [mailto:bob@redacted.p.uk]

**Sent:** 27 November 2006 17:19

**To:** Sunita Meigh

**Subject:** Sale of Ditra Systems

Sunita,

I'm sorry to have taken a while to write to you. I've been very busy since the sale with a large increase in systems [redacted] e  
in then we will have met th [redacted]

Both David and I were very pleased with the outcome of the sale. When we decided it was time to "pass on the baton" we had no idea about how a very small, specialist, company such as ours would find a buyer - which, fortunately, is when we discovered BCMS. Due to the nature and size of Ditra, I think both us and BCMS were unsure whether a sale would be possible, however events surprised us both with the number of possible buyers and the positive interest shown, often from the most unexpected sources. Also I was surprised that the offers, informal and formal were so consistent in their valuation.

During the of finding a buyer we found the path through the process very smooth, with minimal input required from us, apart from the face-to-face parts of course, so congratulations to both you and Wendy Wright. Your support during the negotiation phase was also most welcome - I'm glad we didn't do any of this without having you "holding our hands". On the basis of our experience I would recommend the BCMS approach and service to anyone contemplating selling their business.

So as we work our way towards the sunset of our Ditra life, I truly hope that your "sun" goes evermore into the ascendant and wish you many more successful projects - thanks again.

Best Regards,

Bob Ross.