



3 February 1998

Stab-A-Load cc.
44 Van Der Bijl Street
ALRODE SOUTH

GM/tl/let20

ATTENTION : MR D. LE ROUX

Dear Doug

RE : KELLY FX 610 DOCKLEVELER

I must place on record my sincere thanks to you for introducing our company to the Kelly range of docklevelers.

Following the installation of the two units in July 1997 in our new goods receiving / despatch warehouse my staff are still singing when they load and off load vehicles.

The 'old' hydraulic unit gave us good service on a day to day basis (so we thought at the time), however the disadvantages of the unit is now clear compared to the Kelly unit :

- Dissatisfied workers due to the pump action required to get the unit into position.
- Due to the bending and pumping action, staff regularly complained of back - ache.
- Oil leaks on a regular basis.
- Loading lip stuck in the open position when unit is lowered into the pit (manually correction required).
- Costly downtime.

Foreign material control is a major issue in the Food Industry and programmes such as HACCP (Hazard Analysis Critical Control Point) are implemented to control this hazard. The Food Industry which we form part of can benefit immensely with the push button airbag docklevelers from Kelly as no oil is used to "drive" the system, therefore eliminating positive oil contamination..

Productivity also increased in Haarmann & Reimer as warehouse staff load and off load vehicles timeously. The dockleveler is positioned into place with little effort. Staff safety (injuries to back) is not jeopardised with the Kelly dockleveler as they merely push a button to get the unit into place.

Directors:
L. Courth* (Chairman), T.A. Bowman,
A. Griffiths (Managing), K Teeuber
German*




Branches:
Johannesburg, Durban,
Port Elizabeth
Cape Town

Haarmann & Reimer
(S.A.) (Pty) Ltd.
(Reg. No. 8406012/07)

Postal Address:
P.O.Box 143, Isando 1600

Delivery Address:
Wrench Road, Isando 1600

Telephone: (011) 921-5911
Telex: 7 42120
Fax: (011) 921-5453

A member of the
Bayer/Teeuber & Coenen
Group 

LETTER20

We will continue to recommend this range of docklevelers to all our customers as the advantages of having these Kelly units can be seen on a daily basis in our operation.

Regards



GERRIE MEYER
PRODUCTION / LOGISTICS MANAGER

TELEFAX

| TO | | FROM | |
|-------------|--------------|------------|--------------|
| Company | Stab-A-Load | Name | Gerrie Meyer |
| Location | | Department | Production |
| Attention | Doug Le Roux | Reference | GM/II/0078 |
| Department | | Fax no. | 921-5453 |
| Fax no. | 900-2559 | Phone no. | 921-5481 |
| Total pages | 1 | Date | 27 May, 1998 |

Dear Doug

Amazing how time flies. Going through my records I noticed that a year has passed since installation of our 2 Kelly FX 610 Docklevelers.

I would like to place on record my sincere satisfaction with these units after a year's operation. During the year numerous containers were emptied utilizing these docklevelers.

My staff still smile when they push the wall mounted control box to raise the deck for loading or off-loading functions.

The most important aspect to me, is the drastic reduction in down time and repair costs. During the past year no downtime was experienced due to breakdowns and thinking about it, we never even had the units serviced.

Once again thanks for introducing Haarmann & Reimer to these strong, reliable and most effective docklevelers.

Yours sincerely



GERRIE MEYER
PRODUCTION / LOGISTICS MANAGER