ORIX

ORIX Aviation Systems Limited
3rd Floor, AIG Centre, International Finance Services Centre, North Wall Quay, Dublin 1, Ireland
Tel: 353-1670 0633 Fax: 353-670 0644 Website: www.orixaviation.com

David Grindley
Varlin Limited
Rookery Estate
Charlton Mackrell
Near Somerton
Somerset
TA11 7AL

Re: Varlin Storage and Interiors and Varlin Aviation Support Services

The above two companies under the management of Mr David Grindley, have provided aviation component storage, inventory and logistical management, and supply of technical consultants for various long and short term projects to ORIX Aviation Systems Ltd. since early in 2001.

The level of professionalism demonstrated in providing these services has been very high. Both companies have shown a willingness to listen to customer requirements, have shown an ability to be flexible, and a willingness to listen and learn in order to make improvements and expand the range of services provided.

Mr David Grindley has always been a pleasure to deal with on a personal level, and I would not hesitate to recommend the above companies services. - *Paul A Watkins - Technical Director ORIX Aviation Systems Ltd.*

varlin

AVIATION STORAGE & SUPPORT SERVICES

Varlin has been working with leading airlines and aircraft leasing companies for over 30 years, specialising in the storage of air spares and the design of racking and handling systems.

30 YEARS

varlin

AVIATION STORAGE & SUPPORT SERVICES

01458 224080
Email: sales@varlin.co.uk
Fax: 01458 224090

WHY?

- store slow moving parts close to airports and pay high storage costs?
- incur the cost of running active stores when the cost can be shared with other airlines?
- risk loss of parts at MRO
- incur expense shipping parts overseas at the end of a lease?

BENEFIT FROM

- parts collaboration with other leasing companies and airlines
- having stock storage space reduced
- a total breakdown of inventory sent to you every month or when requested
- a central hub to collate parts and identify shortfalls
- having sales and slow moving stock away from active stores
- records stored in one location
- a site for your customers to check records
- parts for major checks and mods arriving as a kit at MRO 'just in time'
- the export of brokered parts handled for you

A SAMPLE OF SERVICES VARLIN PROVIDE FOR EXISTING CUSTOMERS

- INVENTORY MANAGEMENT PREPARING MONTHLY STOCK SHEETS, RECORDING ALL MOVEMENTS
- OPERATION OF 24 HR, 7 DAYS A WEEK, A.O.G. STORES
- SEGREGATED KITTING AREAS
- AIRCRAFT RECORD STORAGE AND PROVISION OF FACILITIES FOR CUSTOMERS/BUYERS TO VIEW RECORDS
- STOCK DISTRUCTION WITH CERTIFICATION
- MANAGEMENT OF SALES AND DELAYED LAUNCH STORES
- PROVISION OF FACILITIES FOR CUSTOMERS/BUYERS TO VIEW PARTS
- PARTS AND RECORDS TRANSPORTATION
- STORES REFURBISHMENT SCHEMES
- STOCK CHECKS

SPEAK TO US ABOUT YOUR SPECIFIC REQUIREMENTS

BRITISH AIRWAYS

Dear David,

Having recently completed the very complex task of counting the vast inventory held across BA Engineering, it gives me great pleasure in writing this letter of thanks to you.

Our contract with you ran from November 1999 until May 2000 and during that time the service your company provided us was quite exceptional. We particularly appreciated the flexible approach you adopted throughout the contract which enabled us to do more with your staff and in a fraction of the planned audit time.

Your teams of 'counters' managed to maintain a very consistent level of accuracy over the course of the contract and this made for an excellent audit. It may have looked like a fairly straight forward task at the outset but as you know the reality is quite different. You and your audit teams and their leaders ensured that our task remained an easy one.

Please pass my personal thanks to your staff and your team leaders for their support during the TIC.

I hope your company continue to provide this beneficial service to others and I look forward to doing business with you again in the future. - *Nigel Henderson, Process Audit Manager, British Airways Finance*

BRITISH AIRWAYS
ENGINEERING

Varlin has and does successfully store and maintain Aircraft Components at its site in Somerset. These components include both serviceable and unserviceable Airspares, which cover the range of our Aircraft. Included in this is the storage and issuing of 10,000 plus Concorde serviceable Airspares. All items are computerised, and British Airways are provided with a stock list and a list of issued demands, monthly.

British Airways find the site is very good for both security and accuracy of store keeping. We would have no hesitation in recommending this site for storage of parts - *Terry Merret, Logistics Specialist.*

Following this years review of your storage facility and service to British Airways, I am writing to thank you for the continuing excellent service we receive.

The facility has been maintained to the standards required. The storage of parts has met all targets. The liaison with British Airways Engineering departments has been good and illustrates the benefit of good working partnerships.

Your staff are always willing to help and demonstrate their flexibility to meet the demands of the aviation business. Please pass on my thanks to them. - *Keith Adams, Technical Support Manager - Logistics*

Storage Equipment
Racking and Shelving
Handling Equipment
Office and Workshop
Access & Safety

- LIVE STORAGE
- TWO TIER
- CANTILEVER
- MESH DECKS
- ANTI COLLAPSE
- BARRIERS
- MOBILE
- PURPOSE BUILT
- RACK REPAIRS AND MAINTENANCE
- MEZZANINES
- WORK STATIONS
- OFFICE &WORKSHOP PARTITIONING
- TURN KEY PROJECTS

TIME IS MONEY

WE CAN HELP YOU TO:

- REDUCE STOCK HOLDING
- SPEED UP STOCK ROTATION
- INCREASE PRODUCTION FLOW
- REDUCE PICKING TIME
- INCREASE HEALTH AND SAFETY
- INCREASE USABLE SPACE

Although specialising in the aircraft industry, we have designed systems to meet the demands and restrictions affecting a wide variety of industries, including products that range from nuclear waste to contact lenses.

- COMPLETE STORES RELOCATION INCLUDING STOCK & RACKING

'Just a brief note to say thank you for the superb racking you have provided. I have to say that not only are we impressed with the equipment provided but also the fact that it was delivered on time and on budget. It has passed all of our health and safety risk assessments and has now been in full use for several months without any snags or issues, just the way we like it.'

John Phillips, Business Manager, British Airways Cargo

VARLIN STORAGE LIMITED • ROOKERY ESTATE • CHARLTON MACKRELL • SOMERSET • TA11 7AL TEL: 01458 224080