



26 August, 2003

The Manager,
Lanotec Australia Pty Ltd
P O Box 360
Archerfield QLD 4108

Attention Mr Paul Smart

Paul,

Bechtel Equipment Services owns one of Australia's largest fleet of construction equipment with a heavy emphasis on cranes. We provide our range of equipment to various construction companies and of course to most of Bechtel's construction projects in Australia and the Pacific.

We have used Lanotec over the past year or so for lubricating our wire ropes and found it to be a great product with ease of application and its ability to penetrate the body of the rope in order to fully lubricate the individual strands.

In recent months, the product has found a new use with our crawler cranes. Traditionally, the individual track pads of these cranes were lubricated with sump oil or diesel but environmental considerations now make this method of lubrication quite unacceptable. Lanotec has proven to be a remarkably good substitute and our operators simply apply the product with a hand operated spay. "Spragging" activities are now smooth, quiet and relatively effortless.

Our Demag crane is capable of walking while carrying around 500 T on the hook and all up, it can weigh in excess of 900 T, all being carried on the two tracks. We need to keep these tracks lubricated under these conditions and Lanotec has provided a safe and environmentally friendly solution.

Kind Regards,

A handwritten signature in black ink, appearing to read "Neil Butler".

Neil Butler
Country Manager
Bechtel Equipment Services Pty Ltd

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