

Dear Phil,

I would like to thank you for the support you have given my company over the last few years. Having been head of this company for almost thirty years the last couple of years have been the hardest in my working life. In order to survive we have needed support and innovative suggestions to progress.

You are aware that we are founder members of "Secure Wales". Secure Wales is a group of individual companies, including a social enterprise company, that have banded together in an endeavor to achieve larger contracts. Hovip has been instrumental in the original concept and organization of the group to market and sell its wares. Hovip has also liaised with the Assembly on our behalf. Although we have not yet been successful in jointly achieving the large security contract all members have benefited with increased sales and exposure.

Furthermore through the Turning Heads Club we have been able to publicize our offerings to local companies which has also realized sales opportunities.

Hovip provides an innovative and dedicated support service which in my mind is irreplaceable and would leave a major void in South Wales Valley life if it were to cease to exist.

In my opinion Hovip is an excellent conduit to the life blood of the Welsh Valleys and funding to a far higher level should be considered by the Welsh Assembly Government and our five borough authorities.

With Best Regards

**P. CORKE**  
**DIRECTOR**

design & manufacture ltd

*The Engineers*

t: 01685 379 777

f: 01685 383 401

[sales@desman.co.uk](mailto:sales@desman.co.uk)

<http://www.desman.co.uk>