



SPX APV Systems
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FAO: Niels Morch
Operations Director, IES

IES
1 Portview Road
Avonmouth
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Re: Reference for IES

Dear Niels,

I have pleasure in providing IES with a reference for the outstanding and highly demanding work undertaken by your organisation on SPX APV's Apple II Integration project.

Apple II Project

SPX APV had to undertake a series of major factory/single machines and production line relocations between Nov '08 and Jan '09. IES were contracted as the primary contractors for the project after a detailed market review of available contractors

IES scope of work included:

- Provision of on-site project managers (local language requirements)
- Detailed planning in cooperation with SPX APV Project Managers
- Provision of detailed cost estimates and plans
- Process recording & documentation
- Inter-country coordination
- All logistical equipment relocations (wide variety of machines and equipment)
 - o Trucks/flat-beds/special vehicles
 - o Lifting equipment
 - o Packing crates and supporting materials
- De-commissioning of machinery and make ready for relocation
- H&S for the duration of the movement events (including Risk Assessments)
- Appointment of secondary/specialist subcontractors (as dictated by site requirements)





- Factory clean-ups and “make good”
- Disposal of chemicals
- Equipment disposals
- Re-installation of equipment at receiving sites
- Close cooperation with several SPX APV sites in parallel

The Apple II project was a complex and time pressured integration program. The complexity of the integration project called for an experienced relocation company that was fully capable of genuine international operations.

IES were strongly recommended to SPX and came through a rigorous analysis of other competitors. IES won the bid on an excellent track record and the ability to provide people of the right quality (at all levels) to make the relocation happen in the timescales required as a turn-key solution.

The relocation required IES to work extended hours, often seven days per week while maintaining an aggressive program.

I have no reservations in recommending IES to your potential Customers for factory relocations. A job well done and appreciated by the management of SPX APV.

Yours faithfully,

John Greaves

SPX APV Integration Program Manager
APV, an SPX brand "Where ideas meet industry"

