

Tolly Paving Ltd Pointers Place 211a Shrub End Road Colchester Essex CO3 4RN

Tel/Fax: (01206) 571778 e-mail: info@tollypaving.com

To whom it may concern. Paverlock Ltd.

I am Mark Pointer, son of the founder of the Tolly Paving business' Terry Pointer. My dad founded the business in 1987. I've been involved from block layer to Managing Director – so I know this business.

Last year we were approached by Paverlock who were seeking assistance to complete the development of their unique jointing sand, for the block paving market. We knew 2 of the directors, Peter Morton and Carey Dowson, from their time in the block paving industry and were pleased to help.

We have tested Paverlock's product and have concluded that the product is easy to install, in both wet and dry conditions, meets its claims and represents value for money, given the benefits, to both the contractor and the end user. It is also competitively price, compared to other products on the market.

We are specifying the Paverlock product, when appropriate, where we have supply and fix contracts, and explain its advantages to the managing contractor, where we have a fix only contract.

Please do not hesitate to contact me if you have any questions.

Regards

Mark Pointer Tolly Paving ltd