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Jon Bolton
Managing Director

Dear Stephen

Our company focuses on carbon steels, delivering differentiated products, innovative solutions and reliable service to its customers around the world.

To assist with our improvement initiatives, we appointed MteqWLM to implement a quantifiable performance improvement programme to create more value in the contractual relationships with various providers of services to our business. Over an 18 month period, MteqWLM were successful in improving the cost effectiveness of those services to make an immediate and significant impact upon our cost base. We have completed three performance improvement projects, the results of which have positioned the business to be leaner and fitter for the future.

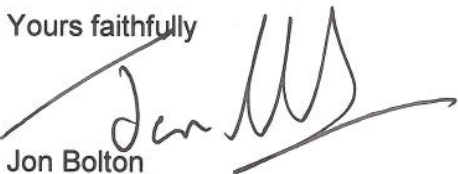
Systems are now in place that allows transparency and accountability, providing accurate information to enable more timely and cost efficient decisions to be made. In addition, controls and measures have been established around standard data sets, introducing predictability to our operations. Our people gained a better understanding of contracts in terms of content and impact upon the business as a result of the delivery mechanisms and are now questioning performance and identifying opportunities for improvement.

Overall we observed a fundamental positive behavioural change in a more collaborative approach to supplier relationships. As a result our contractual relationships have been strengthened considerably. We are now embedding behavioural changes and the utilisation levels of management tools necessary to ensure the perpetuation of these benefits.

Your consultants, as part of our change management team, have conducted themselves in a professional manner, integrating in our culture to establish excellent working relationships with both our staff and that of our contractors to deliver significant savings opportunities in excess of £3m.

I would look to re-engage MteqWLM on future initiatives and recommend MteqWLM to other organisations that seek similar improvements through an implementation approach.

Yours faithfully


Jon Bolton
Managing Director
Teesside Cast Products