

20th April, 2020

Dear Customer,

I hope you and your families continue to remain safe and healthy.

I am writing to inform you on the latest situation at DEL with regards to COVID-19.

We continue to produce and deliver equipment in line with the clarification issued in the letter from the Government on the 8 April signed by the Secretary of State for Business, Energy & Industrial Strategy. This ensures that we can provide a safe environment for our team.

We are running a limited equipment production however we are able to meet urgent requirements with a stock of lifts across our DEL & ZEPRO range available for immediate dispatch. Whether you have an essential job to finish or an urgent repair to complete please contact us.

Following the latest information issued by the Government, in the briefing of the 16 April, we are preparing to scale production back up over the next few weeks.

As our customer, it is important for you to know that we are still easy to work with so please do contact us with your plans in the coming weeks.

My team will also be reaching out to you and your colleagues to ensure we can continue to support you in these challenging times.

Kind regards

Phil Pearson

Commercial Director, HIAB Tail Lift

Del Equipment (U.K.) Limited

Mobile: +44 (0) 7970 836823

Email: philip.pearson@hiab.com

www.cargotec.com