



CLANVEST LIMITED

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To Whom It May Concern

06/08/2019

RE: VALE TRADERS CC T/A TARPAULIN & CANVAS(PORTATANK)

OBJECT: BUSINESS REFERENCE

I have been privileged to know the owner and Managing Director of Portatank - Mr Clayton Heyns for 2 years in my role as Managing Director at Clanvest. I also know and have dealt with Mrs Katy Heyns and the office staff at Vale Traders in East London.

I came across the Portatank portable water tank product on Facebook and made some investigations into the product as it looked interesting when I was working on potential business opportunities.

Clayton was most helpful and when he described the product and the research and development that has gone into the product I was sold on the phenomenal nature of the tanks. Clayton was most forthright and mentioned the need to have a distributor/agent to deal with surrounding territories so that he could focus on his local market and the development and manufacturing of the Portatanks. From this we entered into a distribution agreement.

I know Clayton has spent literally years and a small fortune on developing the incredible Portatank water tanks including Patents and the Certification from NATA in Australia to ensure that the tanks quality and standards are exceptional. From the PVC manufacturing process to the tank structure it is a fantastic product with a vast range of uses and applications particularly in rural development or disaster areas. Yet any farm, business, household or mine will also make use of these tanks. It is fair to say that this product is unique. It may be copied but it will not have the same quality and it will not have the Certification. For this reason it is necessary to include Portatank on any suppliers list in order to be safe in the knowledge that this is the original manufacturer and the product is of the required professional standard and quality.

When ordering tanks, Clayton and his staff have gone above and beyond expectations by supplying samples and my orders ahead of the allotted time for manufacture and delivery. They have also been extremely efficient and helpful in arranging transport as well as documentation and certificates. I can vouch for the fact that the 5 year warranty is backed up with their quality guarantee.

We have transported tanks to Zimbabwe, Zambia and the Congo and we have had no problems or complaints or diversions from what is expected with the quality of the tanks. The packaging which allows the transport of 400 tanks on one truck is ingenious and naturally offers robustness and strength to the tanks in order to maintain the credibility of the tanks in transport until they are assembled. It is impossible to compare this to any other water tank, which are impossible to handle safely and transport as easily with as little manpower as these Portatanks.



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We have spoken about the potential need to increase the factory output capacity in the face of a huge increase in demand and Clayton has strategised this effectively and even identified additional premises and equipment to meet this eventuality.

In short I believe Clayton Heyns and his staff have created the most appropriate and perfect product for the requirements of not only disaster relief agencies, aid organisations and NGO's but literally any construction, farming, development, residential or mining project, or any project requiring liquid storage. In addition they can be commended for focusing on their core business and strengths and the importance of maintaining a high level of service to go with the outstanding product.

Please let me know if you require further information.

Sincerely,

Regards

A handwritten signature in cursive script, appearing to read 'Glenn Mirtle'. The signature is written in black ink on a white background.

DIRECTOR
(G MIRTLE)
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