



Flughafen München | P.O. Box 23 17 55 | 85326 Munich Airport | Germany

IST-Edelstahl-Anlagenbau AG
Schorenstrasse 54
3645 Thun-Gwatt
Switzerland

04.05.2018

Letter of recommendation for IST-Edelstahl-Anlagenbau AG

Contract No. : H026014 / H026015 / H026016
PCA-Systems Munich Airport lot 2 – Air distribution

Dear Mrs. Zimmermann,

With this letter of reference, we would like to seize the opportunity and reward the outstanding cooperation and professional project management of your company.

In the period from 12.03.2014 to 01.09.2016 you supported our company in the project PCA-systems Flughafen München Lot 2 - Air distribution as PCA supplier and made a significant contribution to its successful and on-time project completion. The project involved the delivery and assembly of 64 PCA telescopic tubes and hose reels for the air conditioning of aircraft on the ground. Due to its outstanding product quality, its expertise and the outstanding references of other airports, the company IST convinced us from the very first beginning.

During our cooperation, we got to know and appreciated your company as highly reliable, competent and committed. The entire project execution was flawless. At each point of this long-standing successful cooperation, we could fully rely on the competence and reliability of your company. All schedules and delivery dates were met without exception. In particular, we would like to thank you and your entire



team for the exceptional flexibility and responsiveness in reallocating required project steps. We would also like to emphasize your support in the assumption of additional services in the context of project adjustments and third-party services, such as in the field of air piping, which were not carried out on time by the other suppliers. Also thanks to your flexibility and efficiency, these services could have been carried out on time and in perfect quality.

With your outstanding expertise and many years of experience you have been a valuable partner for us throughout the project, who has actively supported us in all aspects of the project. Furthermore, we would also like to praise the expertise and working methods of your technicians on-site. The installations were always executed quickly, precisely and very efficiently.

The ISTinox PCA systems are now in operation since 1st September 2016 at Munich Airport and work flawlessly. Particularly noteworthy is the outstanding quality of your products. The telescopic tubes and hose reels, made entirely of stainless steel, convince with their high-quality material properties, long service life and minimal maintenance effort.

Additionally, after completion of the project, your company is a constantly reliable partner in the field of After Sales Support. The cooperation with your local partner on-site works perfectly. We would also particularly like to highlight the reaction time of your company and its employees. The availability of the PCA systems is ensured at any time thanks to the fast response time.

Your company has fulfilled our requirements and expectations, as a supplier and as a business partner, at any time to our fullest satisfaction and appreciation. For these reasons, we consider your company highly qualified for projects in the area of PCA systems and can recommend you to potential clients with clear conscience and without any reservations.



Kind regards

i.A. Maximilian Hartwig

Senior Project Manager Airside Planning
Overall Project Director PCA Systems
Business Division Aviation - Airport Operations
Flughafen München GmbH
Munich Airport

i.V. Thilo Jahreis

Vice President Technical Building Equipment and Engineering
Project Manager PCA for Terminal 2 and Satellite Building
Terminal 2 Gesellschaft mbH & Co oHG
Munich Airport