

To Whom It May Concern:

Dormer Tools is a manufacturer of engineering cutting tools and are part of the Sandvik Group.

We decided to run a SCIMITAR programme to help us meet our corporate objective of increasing new product sales from 10% to 30% of turnover (i.e. from products less than five years old).

We wanted SCIMITAR to provide us with:

1. the system we needed to keep us on track and to focus our ideas on our strengths and
2. the creativity training we needed to come up with some really new ideas and help change the company's attitude towards innovation.

We were delighted with the results. Our team generated over 1000 ideas, from which we short-listed 19 ventures for investigation after the programme, two of which are now new products.

With one we have scored a major success R002 which won first prize for innovation at Tooling 2001

SCIMITAR also had a big impact on our team. People are now becoming more positive about innovation as a key process within the business and idea generation is becoming the norm rather than the exception.

SCIMITAR is an exciting, effective programme and I would recommend it to you.

Yours faithfully

A handwritten signature in blue ink, appearing to read "Terry Allison".

Terry Allison
Managing Director