

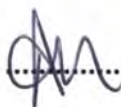
PARTNERING POLICY

AK (Lighting and Signs) Limited's preferred working relationship is one of partnering.

Our aim is to:-

- Continuously improve our Services offered.
- Work with a carefully selected and a limited (manageable) number of "Key Clients", whose own philosophy is based upon quality of Service Delivery.
- Reduce down numbers on our Approved Suppliers List and work closer with "better" suppliers, who share our approach.
- Work very closely with our Key Clients (becoming an integral member of their team as required) to provide added value to the end users.
- Create joint strategies.
- Encourage joint decision making at all levels.
- Encourage joint problem solving at all levels.

This policy has been approved & authorised by:

Signature: 

Date: 8th April 2013

Position: **Managing Director**