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4 December 1996

TO WHOM IT MAY CONCERN

**REFERENCE - MR R. HATCH**

I worked with Ray Hatch in the early 1990's at the time the new Cook Strait cables were being laid. Ray was a member of the subcontractor's team involved with fitting additional protection to the new power and fibre optic cables in the shore landing/surf zone area of Oteranga Bay. My involvement was as Engineer's Representative for Transpower New Zealand Limited.

The work was difficult, done in sometimes quite adverse conditions and required sustained long hours and weekend/holiday work from the personnel involved. I found Ray to be hard working and committed to ensuring that the project went well. Ray is skilful in his several areas of expertise and he made a substantial contribution to the project and its successful outcome. I enjoyed working with Ray, and would welcome an opportunity to do so again in future.

I would have no hesitation in recommending Ray Hatch to others for work in his areas of experience.

Yours faithfully



Malcolm Gilbert  
Project Manager Submarine Cables