



July 31, 1989



Al Cohen Construction Company

Reference: Knaphus Exterior Panel Co.

Subject: Letter of Recommendation

Dear Sirs:

I would like to take this opportunity to express my confidence and satisfaction in the performance of Knaphus Exterior Panel Co. Over the last 3 years Knaphus has been involved in some of Nielsen Construction Company's most complicated projects involving stonework and have performed in a superior manner on all projects.

Currently, they are working on a seventeen story high rise office building which has an extremely tight construction schedule. Due to conditions beyond Knaphus' or Niensens' control, the project was delayed approximately four months beyond the date which we had informed the owner granite must be ordered. After we were released to order granite Knaphus was able to aggressively seek out quarries and fabricators that would adhere to our schedule. Because of their diligent and persistent efforts to ensure that all phases of purchasing, fabrication and delivery were met Knaphus was able to have the granite delivered to their yard several months sooner than we had estimated.

In addition to their meticulous approach to purchasing, aquisition and scheduling Knaphus has been an enormous help during the design and preconstruction phases of the project. Numerous times the Architect has requested Knaphus' assistance in working out details pertaining to the exterior skin of the project. Bruce and Chris Knaphus have always expressed a sincere willingness to work with the General Contractor, Architect and Owner and have proved to be invaluable as a "team members".

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Irvine, California 92714
(714) 660-9515

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3127 Jefferson Street
San Diego, California 92138
(619) 291-6330

2411 W. 14th Street, Suite 105
Tempe, Arizona 85281
(602) 966-2332

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If you are looking for a professional, results-oriented granite supplier and installer I strongly recommend that you give favorable consideration to Knaphus Exterior Panel Co. If you have any questions or would like to discuss their performance in more detail, please feel free to contact me at your earliest convenience.

Sincerely,
NIELSEN CONSTRUCTION COMPANY

A handwritten signature in black ink, appearing to read "Michael N. Archibald". The signature is fluid and cursive, with a large initial "M" and "A".

Michael N. Archibald
Project Manager

MNA/nf

c.c. Steve Marble, President