



December 18, 2012

Mr. Trey Lafkas
President
Valcom Enterprises, Inc.
120 Center Street
Wilder, KY 41071-2906

Dear Trey,

I am writing to thank you for your contributions on the Seapine Software project. Your company's professionalism and attention to detail throughout the process was paramount to helping us complete this project ahead of a very demanding schedule. I want to personally thank you and I also have to mention David Markesbury in particular, without whom; this would not have been possible.

As with most projects, unforeseen challenges present themselves that need to be dealt with at inopportune times like the delays associated with the exterior glazing. Through teamwork and with your help and flexibility, we turned a very problematic situation into a viable solution by re-phasing the work and helping out another trade with your field staff.

Both David and yourself were easy to work with, and always willing to take the time (even if you didn't have the time) to discuss alternatives and respond to questions.

I found your pricing of change order requests to be timely and fair (and always with a detailed breakdown).

If we can help you in the future in securing work, please don't hesitate to contact me for a recommendation.

Sincerely yours,

design build solutions

A handwritten signature in blue ink, appearing to read 'Joel Tiberghien', is written over the printed name and title.

Joel Tiberghien
VP/ Principal