

ESSEX SPECIALTY PRODUCTS

190 Uran Street, Hillsdale MI 49242
(517)439-4406, Fax: (517)439-5108

October 14th, 1996

To Whom It May Concern:

I am writing in reference to the work that Scott Brand has performed for Essex Specialty Products. I am responsible for the project work that is done at our site. We have used Brand Construction for several projects here dating to the formation of his company and have also worked with him for several years previous when he was a foreman for another contractor.

Scott has always proved to be competent, reliable, cost competitive, and extremely conscientious. I have used Scott on jobs ranging from a few thousand dollars to hundreds of thousand dollars. He manages all projects with equal dedication, always completing the jobs within budget, close to schedule, and always with uncompromising quality. His biggest asset is his attention to detail from initial planning through to completion of the job.

I cannot give a higher recommendation than that to Brand Construction. Scott enjoys a preferred vendor status. He is always my first choice for construction projects at the site.

If you would like to discuss any of Scott's work, don't hesitate to call. I would be happy to discuss his work in detail if you would like.

Sincerely,



Mark J. Lux
Manager, Plant Engineering
Essex Specialty Product, Inc.