



October 15, 2003

To Whom It May Concern

This is a letter of recommendation for Mr. Skip Wobig, Vice President of Operations, Estimating Services and Technologies. I have known Mr. Wobig since 1976. In those 27 years, I have watched and helped him grow into one of the top estimators in the mechanical industry. I believe he is fully capable of estimating most types of mechanical systems in about any country of the world given enough time and the local cost data. He is also one of the few estimators that are truly capable of estimating a project with minimum documents. If you can explain the system to him he can estimate it.

During the nine years he worked as my Chief Estimator, he became one of the best mechanical estimators in the industry. It did not matter whether we were bidding the IBM World Headquarters in New York State (\$96 million mechanical), The Ministry of Interior in Saudi Arabia (Their CIA headquarters, \$200 million mechanical) or a rock crushing plant in West Texas, Mr. Wobig's team of estimators always had every single piece of the estimate accurately counted, highly organized with an amazingly real cost. In the years we worked together our bid team became feared in the industry. They learned that if you beat us you probably weren't going to make much money.

You will find that Mr. Wobig is of exceptional character. He is one of those rare individuals that go through life doing what is right and proper, not what is always the best for him. He is a man of his word. He is extremely loyal to his commitments. If he tells you, you have a deal, you have a deal. He is one individual I would have no qualms about doing business with on a hand shake.

If you should have specific questions please contact me at 972 824 1111 (country code 01 – USA Central Standard Time)

Sincerely

Frank Matthews

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