

Randy C. Landers
3900 Country Club Rd.
Arlington, Texas 76013

817-461-3132
Cell 817-313-2897

November 21, 2003

Re: Orrin "Skip" Wobig

To Whom It May Concern:

I have had the opportunity to know and work with Skip Wobig for eight years. In that time, I have come to respect and admire the wealth of knowledge that Skip has for project estimating. Skip has the very rare ability to "build a project in his head" – he can take incomplete or non-existent plans and specifications and arrive at the cost solution for the project. He is able to tie down the scope of work and services from the most rudimentary of input and set the level of crew size, supervision needs, indirect expense requirements and schedule and assign accurate dollar values for each. His accuracy and record-keeping are unmatched enabling changes to be tracked and accounted for and scope-creep to be prevented.

Skip is very adept at breaking a project into its component parts and supervising other estimating professionals to arrive at the desired total price. His work with me has always been accurate, on time and the pricing has always been competitive enabling me to perform at a high level.

His abilities enabled me to close deals ranging from less than \$1,000,000 to over \$150,000,000. I mentioned to our employers on many occasions that if I could get a meeting set with a potential client and have Skip in the meeting that his knowledge and level of preparedness would so impress the potential client that we would be sure to make the sale. This was exactly the case on several multi-million dollar projects.

Skip is a devoted family man and is very active with his children and has hosted foreign exchange students. He coaches youth sports and is generously involved in every way possible to make life better for himself and his friends and acquaintances. Skip has my sincere and hearty recommendation. Please feel free to call me if you have any questions or require additional information.

Sincerely,



Randy C. Landers