

January 27, 2001

Karl J. Beckmann
Beckmann Enterprises
49 Chamberlain Avenue
Novato, CA 94947

Dear Karl:

My wife, Molly, and I wanted to thank you for a job well done! We have been working with you for 6 months in conjunction with the design and implementation of a major remodel of our very sloped backyard. We had a complex project that involved demolition of existing retaining walls, excavation and pouring of new piers to reinforce existing walls and to support new walls, construction of new retaining walls, and installation of drainage throughout. During the interview process, several other contractors were daunted by how complex the job would be with all of the hillside issues! We are glad you were not and that we chose to work with you.

With the job now complete, I can say without reservation that you have performed the work well, with great diligence, to the highest engineering and construction standards, and that you were honest and exacting in all financial matters. Furthermore (and as importantly), you were a pleasure to work with and got the job done in a timely manner without unnecessary delays or stoppages.

We engaged you on a time and materials basis. This turned out to be the smartest move we made. Because you were engaged on a T&M basis, we were able to tailor the work we requested you to perform to the changing needs of the job. As the job was in progress, we sometimes added new items and more often changed items we thought we had wanted one way when we were drawing up plans but that proved better a different way as the job progressed. All of this was no problem under our T&M arrangement and required no change orders or contract negotiations.

I am well-familiar with "fixed price" jobs because we used this method with a different contractor in remodeling our home several years ago. The problem was that the "fixed" price was never fixed - invariably as the job was in progress, we would identify 'nice to have' items that we had left off the scope of work or changes to the scope. This meant change orders and more change orders. Working with you on a T&M basis was a welcome relief: we eliminated the futile effort of trying to coming up with a 'complete' scope of work at the start of the job. Instead all parties could focus on what mattered -- planning and constructing our backyard. No more wasted time negotiating change orders.

During your construction activities, my brother visited. He is a carpenter with over 15 years experience. He inspected the job in progress and remarked at the quality of workmanship and engineering. Also, on one occasion when my wife met with the city inspector when neither you nor I was present, the inspector noted how impressed he was with your workmanship and remarked that our backyard would meet even the higher standards for commercial projects. I would say those are two excellent objective opinions from experienced men that reinforced my impression as a homeowner.

We hope to work with you again. We would be happy to serve as a reference for you in the future.

Sincerely,

Seth R.