

THE CAMBRIAN GROUP

One Kaiser Plaza, Suite 650, Oakland, CA 94612

Tel: (510) 891-0898 Fax: (510) 891-0899

July 22, 1997

Re: Crawford Construction

To whom it may concern:

The Cambrian Group has recently completed the largest private sector earth-moving project in Fresno County. The project is Quail Lake, located on Shaw Avenue east of Clovis.

This monumental effort involved a 375-acre site, a 57-acre lake, and 730 residential lots. Our grading contractor was Crawford Construction.

During the summer of 1996, Crawford moved a total of approximately 1,500,000 cubic yards of dirt on schedule in just four months. We were highly impressed with their overall "get it done" approach, along with their ability to work under pressure and within extremely tight time constraints. After completion of the main site grading work, we continued to use Crawford for an additional six months on numerous tasks including paving of public and private roads and miscellaneous rainy season management and fine grading tasks. Crawford Construction were team players who always got the job done with minimum hassles and maximum dedication.

The teamwork and organizational skills we observed at Crawford Construction has convinced us that in any future earth-moving or paving projects, we will not hesitate to include them on our bidders list.

If you have any questions, please do not hesitate to call me personally at the number shown above.

Sincerely,

A handwritten signature in cursive script, appearing to read "Mitchell Meyer", with a long horizontal flourish extending to the right.

Mitchell Meyer
President