



Southland Industries

Engineering
Construction
Service

July 11, 2003

Mr. Robert Williams
Williams Notaro & Associates, Inc.
3987 University Drive
Suite 100
Fairfax, VA. 22030

Reference : Washington Post Central Plant Renovation

Dear Bob;

I would like to take this opportunity to express my appreciation for the efforts your firm put forth in making this a successful project for both the Washington Post and Southland Industries.

As the engineer of record, your firm was very receptive to the value engineering ideas we presented. The timely incorporation of these ideas enabled us to maintain the overall schedule as well as the budget set forth by the Washington Post - it truly was a "Team" effort.

We feel extremely fortunate that WNA considered Southland for the project and the relationship that has developed as a result of our involvement. We look forward to working with your firm in the future and being a part of another successful "Team" project.

Very truly yours,



Douglas J. Makory
Pre-Construction Manager

"Our Core Purpose Is To Build Customers For Life"