



August 6, 2014

Arthur E. Hance, President  
Hance Construction, Inc.  
2171 Route 57  
Washington, NJ 07882

Dear Art,

This is a follow up to my visit to the Halls project in July. I am glad we had the chance to meet personally, particularly with no notice I was coming. I greatly appreciate you and the Halls management taking the time to meet with me and Mike DeAngelo of our Just Rite division.

As I mentioned Art, I regularly visit our jobsites in progress to see our work. FYI....I visited a major job yesterday we just completed in Florida, with similar equipment to what we are installing at Halls. During my visit to the Halls project I was impressed with many things I saw and wanted to pass that on to you and Halls management. First, let me commend you as a team for the work you did in researching our capabilities and Serco equipment, before the project was awarded to Just Rite. To take the time you did deciding equipment and construction details is rare and unusual. It shows the personal interest that you and everyone took in deciding what would become the final product/construction with the goal of having a first rate project.

The investment in equipment I saw at the Halls project is unlike most projects. The extent to which the details were followed was meticulous. The stanchions, which are used for safety protection of the Halls workers, and to house all the electronics and motor/pumps, were built like a battleship. I took photos and bring them with me to our other offices as an example of top notch work. When possible, I show to other customers as an example of "how to". Everything that was specified and purchased is top of the line equipment and the manner in which Hance prep'd for our leveler install makes our job easier to deliver what is expected....a first class job!

I will be back in NJ within the next 60 days and hope to see everything in full operation. In the meantime Steve Burke and Mike DeAngelo will be on site weekly to work closely with you and your team. Please feel free to call me if I can help in any way.

Thanks so much for the confidence you've placed in us to do this prestigious project with you, Art.

Sincerely,

Vince Sullivan  
President

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