

# ALTERDESIGN BUILDERS, INC.

Design/Build  
Construction Management

February 25, 1997

Mr. Jim Ferry:  
Ferry Electric Co.  
250 Curry Hollow Rd.  
Pittsburgh, PA 15236

Re: Ansys  
Alter Design Builders Project No. 742

Dear Jim:

We would like to take a minute and send you a note to let you know that the efforts of Ferry Electric Co. helped make the Ansys project a success in all aspects. The building looks great, functions well, and was completed ahead of schedule. Most importantly, the tenant is happy. This could not have been possible without the hard work on behalf of Ferry Electric Co.

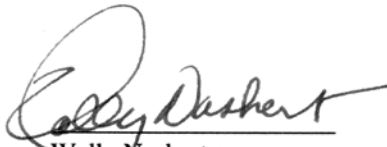
Specifically, the efforts of Tim Enright, Bill Thomas, and Pio DiPofi need to be recognized. Clearly, they resolved all the day-to-day details and problems which led to a project for which we can all be proud. Their attitudes and spirit of cooperation exemplified teamwork to a degree which has been recognized and commented on by outside parties who have attended our job meetings. We have been truly proud to be associated with Ferry Electric Co. during the course of the project.

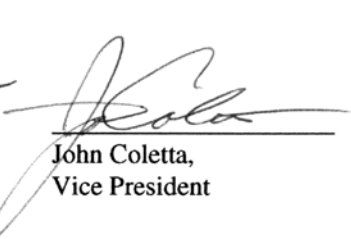
Alter has been actively seeking new work in the Pittsburgh area. Should we be successful, we would like the opportunity to work together again.

The rewards of our work can be found in the fact that we are not only business associates, but also friends.

Thank you for a job well done.

Very truly yours,

  
Wally Nashert,  
President

  
John Coletta,  
Vice President

  
Augie Zicarelli,  
Project Manager

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