



121 SEABOARD LANE, SUITE 12
FRANKLIN, TN 37067

PHONE: 615.661.4404
FAX: 615.661.4553

March 5, 2004

Pat Sherwood / Philip Einsohn
Waterjet Works
11305 Indian Trail
Dallas, Texas 75229

Dear Pat and Philip,

The dust has finally settled at Vanderbilt Children's Hospital. Everyone involved has taken a deep breath. The job was an overwhelming success and Waterjet Works was a major factor in that success and I thank you. Now having completed it, I can't imagine how we could have coordinated eight floors, numerous flooring manufacturers and hundreds of designs without your logistical knowledge and attention to details. I know that Molly Allspaugh with Earl Swensen Architects feels the same way.

When we first met in Nashville after you gave me your proposal, I became a believer about what was involved in making the project work. When you said, "this isn't just about the ability to cut materials precisely, it is more about logistics, communication, and coordination," I better understood what I was paying for and I got far more than the dollars paid.

Pat, you did an excellent job of staying on top of all the details and your smiles and persistence were greatly appreciated. The amount of pre-planning your programmers did saved us a great deal of time at the jobsite. I told Philip several times, if he didn't watch out I would ask you to move to Nashville and go to work for me.

Philip, I appreciate the numerous trips you made to Nashville in support of this effort. From meeting with Molly to assure her when she came on board, to meeting with our installers to determine if they could actually do the job. You were right. I was far better off having you cut even the simple designs rather than us trying to hand cut them. We saved a great deal of money overall being able to concentrate on installation and I didn't have to worry about whether the cuts were good.

Thanks again for being a partner on Vanderbilt. We will do this again!

Best Regards,

A handwritten signature in cursive script that reads 'James T. Smith'.

James T. Smith
Project Manager