

FRITZ *Industries, Inc.*

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February 21, 2000

Mr. Philip Einsohn
WATERJET WORKS!
4350 Echo Glen
Dallas, TX 75244

Dear Philip,

I want to take but a moment of your hectic and busy schedule to express my sincere appreciation for the truly outstanding work you recently did in preparing and creating the SURFACES waterjet Fritztile inlay. It was very well received and helped show a different dimension to the Fritztile previously not seen at a major showing.

I also want to thank you for your outstanding professionalism in creating the waterjet inlay cut on the GD-7700 Series Fritztile used in our front entranceway. I personally installed the logo cutout last weekend and it literally went together like a child's puzzle. Your edges were crisp and tight and as such it enabled us to get the job installed without any problems at all. Needless to say, Fritz himself was quite impressed with the results.

On a side note Philip, the individual pieces of Fritztile that you cut and inlayed with the "F" have been very well received by not only our sales representatives, but also by the architectural community. I am confident these will help create additional business platforms for not only Fritz Industries, Inc. but also for Waterjet Works!.

Thank you once again Philip, I truly appreciate the skills and professionalism your team has shown in creating these inlays. If ever I may be of assistance to you, please do not hesitate to call on me at your convenience.

Sincerely,



John Schneider
General Manager
Fritztile & Building Products Division