



LANIER & ASSOCIATES
CONSULTING ENGINEERS, INC.

October 7, 1998

To Whom It May Concern:

Lanier and Associates recently performed the design and administered the subsequent construction contract for a \$3.5 million upgrade to an existing grain elevator. The project involved substantial civil, mechanical, structural, and electrical work. A very aggressive schedule, under penalty of large liquidated damages, also applied. Johnson Bros. Corporation, being the low bidder, was awarded the contract.

We were very impressed with Johnson Bros.' work on the project. Their personnel handled all technical issues head on and in a very professional manner. They met the stipulated shut-down time limit as well as all other milestones. No liquidated damages were incurred and contract extras, not unexpected when working on a 40-year old facility, were less than one percent. The new systems operate as designed and were installed in a workmanlike manner. The facility's owner and operator are pleased with the upgrades and have expressed to us a positive attitude toward JBC's work as well as their people.

We are glad to have Johnson Bros. on our bidders list for the various construction projects we administer. Should you have any questions or require any information please do not hesitate to contact us.

Very truly yours,

LANIER AND ASSOCIATES
CONSULTING ENGINEERS, INC.

Timothy M. Duncan, P.E.
Project Manager

cc: E. Sorrell Lanier
Steve Kenney

NEW ORLEANS
4101 Magazine St.
New Orleans, LA 70115
(504)895-0368
FAX (504) 895-0566
EMAIL ADDRESS
info@lanier-engineers.com

WEB SITE
www.lanier-engineers.com

HOUSTON
908 Town & Country Blvd.
Suite 440
Houston, TX 77024
(713) 973-1888
FAX (713) 973-1930
EMAIL ADDRESS
lanier@neosoft.com