



Kiewit

December 10, 2012

Southern Ionics, Inc.
1100 Viaduct Road North
Chickasaw, AL 36671

Attn: Ford Walker

Ref: Beaver Mechanical Contractors

Kiewit Federal Group Inc. (Kiewit) is a part of Kiewit Corporation, **the 3rd largest contractor in the United States (Engineering News Record ranking)**. Kiewit was founded in 1884 in Omaha, Nebraska, and has over 125 years of experience in the construction industry and exercises a diverse range of construction work involving international and national public and private sector projects.

In 2008, we subcontracted Beaver Mechanical Contractors, Inc. [BMC] to accomplish mechanical work for a multi-million dollar 'plan and spec' project just outside of Washington County, MD. This project involved ductwork, piping, and HVAC equipment, including a large hydronic snowmelt system. Ellsworth Electric, Inc. was directly subcontracted to complete all electrical work and Facility Engineering Services [FES] was directly subcontracted to complete all controls and instrumentation on this project which was successfully completed on time in 2010.

In 2010, we assembled a design team for an even larger and more unique 'design-build' project involving a fuel oil tank farm in the same general area. Once the overall concept of this project was established, we assembled similar team members for the purchase and installation of piping, wiring, tanks, pumps, controls, etc. Due to the overall success of the original project, our mechanical team included BMC (furnished and installed tanks, pumps, piping, valves, etc.) and FES (programmed, furnished, installed, and set-up SCADA controls, instrumentation, etc.). Ellsworth Electric assisted FES with some of the control wiring and conduit on this project which is in the final stages of completion at this time.

On both projects, our Mechanical team worked diligently to complete the project with an outstanding safety record, while providing our client with a quality product on time and on budget. We strongly recommend BMC, FES, and Ellsworth Electric for your project in Washington County, MD. These team members have proven to us that open communication, attention to quality workmanship, and dependability are all key elements toward the successful completion of a dynamic project such as these. We continue to bid work with BMC, FES and Ellsworth and will use them again on future projects.

Good luck with your project and please contact our office with any questions.

Sincerely,

Kiewit Federal Group, Inc.



Ray Hallquist
Project Executive

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