



January 10, 2003

H.R. "Bob" Haas  
President  
GFRC Shelters  
3727 E. Texas  
P.O. Box 5664  
Shreveport 71135-5664

Re: Letter of Reference (via e-mail)

Dear Bob:

It is my pleasure to provide this letter of reference to you in regards to the deliverables of GFRC Shelters.

Emerson Telecom Systems has worked with GFRC Shelters on a number of projects over the last few years, and has been consistently impressed with the product features and performance, as well as the service level support received from all levels within the company.

From a product perspective, GFRC has a very well designed concrete shelter. The strength of construction and level of quality has always been first rate. The attention to details in the integration and the transportation / set up services are also impressive.

However, one attribute has always been a significant selling feature for Emerson Telecom. The management of GFRC views its product performance and customer service as a direct reflection of their personnel integrity. This is most clearly evident in a visit with customers to the GFRC facility. Bob and his team understand how important the responsibility is to satisfy a customer, and will personally do anything that is required.

I am very confident in my recommendation of GFRC shelters.

Sincerely,

Stephen J. Blakemore  
Officer, Emerson Telecom Systems