



Room B165
3033 Chain Bridge Road
Oakton, Virginia 22185

*Smith-Midland
P.O.Box300
Midland, VA 22728
Attn: Mr. Kevin C. Culbertson*

Dear Mr. Culbertson,

I want to take this opportunity to thank you for your help in the purchase of two 12' X 16" precast concrete buildings. Due to a recent network expansion AT&T needed to place additional equipment at critical locations to satisfy customer requirements. My territory needed building expansion at Orange, VA, and Calverton, VA, and the due dates required quick delivery and short set-up timeframes.

These buildings provide maximum security for our equipment and required minimum site preparation. They were delivered on time, set quickly and correctly, and within just a few hours the building was ready for our HVAC and electrical installations. Immediately following these trades we began installing our equipment.

All of our due dates were either met or bettered by using your buildings rather than conventional construction. We have used this technique also in West Virginia and Western Pennsylvania with the same excellent results.

Again, thank you for all of your assistance and I plan to utilize these buildings for our future network needs.

Sincerely,

*Gregory A. Carter
Building Engineer*



AT&T fiberoptic regeneration shelters, Calverton, VA