



December 9, 2017

Mr. Scott Jennings
SJ Construction Consulting, LLC
PO Box 372238
Honolulu, HI 96837

Scott,

Thanks for coming to New Iberia, Louisiana for two days to help us kickoff HeavyBid! Hope you enjoyed our once-every-ten years snowfall!

It was valuable to me to receive the training from you as well as you imparting that same knowledge on my staff. I feel that we will see immediate improvement in our controls thanks to the software and your knowledge of estimating and the business.

The discussions we had outside of the training were not only enjoyable, but beneficial to me. I appreciate you sharing anecdotes from your career, and will certainly use the entire experience with you over these past days to benefit Southern Constructors, LLC.

I'd be happy to talk to any potential clients you may have, just pass on my contact information.

Good luck,

A handwritten signature in blue ink that reads 'Seth M. Babineaux'.

Seth Babineaux
Owner