



**WILLIAMS
COMPANY
SOUTHEAST**
General Contractors
Construction Managers

January 30, 2002

Glen Heard
Heard Concrete Construction Corp.
3527 Business Center Drive
Chesapeake, Virginia 23323

Reference: Target-Midlothian, Virginia

Dear Glen:

I just received a call from Bill Dey, my superintendent on the repair job we are doing in Midlothian, and when I asked him how the concrete was going, he told me your guys were doing an outstanding job. This is really not news to me, since you have done an outstanding job on all the Target stores we have done together. I appreciate your taking on this small project, especially since I gave you almost no notice.

As you know, Target is our best client, and we do not take our responsibilities to them lightly. What we try to accomplish with Target is turning out an on-time project that is top of the line in quality. We achieve these results by using only the very best subcontractors. Your company is one of these subcontractors. You and your crew take great pride in your work, work well with all of our Williams Company people, and most importantly, work well with Target. These qualities are much appreciated by me and the others at Williams Company-Southeast.

It is my understanding that you have done some large tilt up warehouses and distribution centers lately. We will soon be bidding two in the Richmond area, ranging from 750,000 square feet to 1,400,000 square feet. Your company will be at the top of our list when we start putting together our subcontractors. I hope we can connect on these projects since it will be a great relief to me to have your company doing the most important aspect of these distribution centers.

Sincerely,

WILLIAMS COMPANY-SOUTHEAST

John S. Jackson
Project Manager

cc: Chris Rollins-Williams Company