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10 June 1998

Mr. Bruce Knaphus, President
KEPCO+, Inc
1626 South 700 West
Salt Lake City, Utah 84104



Re: Blue Cross -Blue Shield of Utah

Dear Bruce,

I want to take a few minutes and thank you for all of the help that you have given us the past 2-1/2 years. We have been fortunate enough to have your firm providing panels on 4 different projects during this period. The experience and knowledge that you bring to the table and your willingness to share are key to the success that we continue to enjoy in looking back on these projects.

Kepeco+ has always been more than willing to put forth the extra effort required to make a project "just right". You have listened, understood, done your research and always came with the right solution required to allow the intent of the design to surface. You bring ideas and knowledge to the table that others don't have, with an energy and enthusiasm.

The Blue Cross -Blue Shield of Utah project was particularly satisfying. Your involvement began prior to the selection of the design-build "team". You were an integral member of that team and I believe key to our success in being awarded the project. Your suggestion to fabricate full size stone panels and have them at the interview was very impressive and gave the selection committee much to talk about. Later on, when we traveled to the quarry to approve the stone, it was your concern about color that alerted us to a possible problem that led to the decision to go with a different stone. It was the right decision.

It is obvious that you are a team player, and the success of a project is not just your profitability. The expectations of the owner, the vision of the architect, and the schedule and budgets of the contractor are equally important measures of success, and you always strive to balance them all. Kepeco+ is a class "A" organization, and I look forward to continued association on future projects. Thank you again for all of your efforts.

Sincerely,

Dale M. Berreth AIA, Designer
for GILLIES STRANSKY BREMS SMITH ARCHITECTS