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July 14, 2017

Mr. Doug Hernandez  
Flashfill Services, Inc.

RE: Brooklyn Basin Project – Oakland, CA

Dear Doug,

I want to thank you and the rest of the Flashfill Services team for the work that you performed at our Brooklyn Basin project. As you are aware, the original design for Brooklyn Basin called for the building being constructed to rest on piles. As the costs for this type of design were very high, we proposed to the developer to consider alternates to using piles to support the new structure. After working with the structural engineer and the soils engineer, the design was changed to excavating approximately 8' of native soil and replacing that material with approximately 19,000 cubic yards of the much lighter 27 PCF cellular concrete.

This innovative approach had not been seen as a typical construction method in our market and therefore the process was watched very closely by all parties associated with the Brooklyn Basin project. Furthermore, as the project sits adjacent to the Oakland Estuary and next to a very heavily traveled major freeway artery, environmental impacts were a major concern.

Your team led by Jim Card performed flawlessly meeting the rigorous production schedules of the project. This was done without compromising quality and without a single complaint or environmental concern being raised.

Thanks again for your efforts. You have helped us satisfy our customer and generate interest in the alternative use of cellular concrete for future projects.

Sincerely,

Joe Sostaric  
The Conco Companies