

PIPITONE

Enterprises, LLC

HEATING • VENTILATION • AIR CONDITIONING SERVICE & INSTALLATION

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April 4, 2011

Loewke & Brill Consulting Group
491 Elmgrove Road
Suite 2
Rochester NY 14606

RE: "Survival in the 21st Century" Course

Dear Mike and Jim:

I had the pleasure of attending your course, along with my Project Manager/Estimator, "Survival in the 21st Century" on January 12, 2011. The course was extremely informative and easy to understand.

Paperwork is the necessary evil in the world of contracting and I was pleased to learn that my company was doing the majority of the paperwork correct. I absolutely walked away with ideas on how to improve what I'm currently doing and/or what I will be implementing in the near future. I have a better understanding of reading the contract documents and having them work for me not against me. The little details that you don't think are important - are so important.

Because I was so pleased with the course, I had my Project Manager and Assistant Service Manager attend the class on March 28, 2011. It was important for me to have them to understand the **impact** of what is done in the field and how it can **impact** what happens in the office with the contract.

Again, thank you for a wonderful class and remember – DOCUMENT, DOCUMENT, DOCUMENT and ALWAYS SIGN IN BLUE!!!

Sincerely,



Stacey L. Pipitone
Owner

RECEIVED

APR 22 2011

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