



COMMONWEALTH of VIRGINIA
DEPARTMENT OF TRANSPORTATION

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PO Box 2008
Grundy, VA 24614

August 30, 2006

To whom it may concern:

I am pleased to write this letter of recommendation for Janod. Mr. Daniel Journeaux, and his employees, began working with me in the Construction Division at the Virginia Department of Transportation 16 years ago. Mr. Journeaux, with his company Janod, began here as a subcontractor on a rock wall stabilization project and has continued to serve in the capacity of an expert source and consultant on matters of rock wall stabilization.

During Janod's service with us I interacted frequently with Mr. Journeaux and depended on him. Very goal oriented, Mr. Journeaux, is always focused on safety and quality of work. Janod is dedicated to their work and the job at hand.

Mr. Journeaux, and his employees, demonstrated from early in their tenure that they understand what business is all about. Mr. Journeaux was well organized, is quite aware of the bottom line, and has a knack for recognizing the most efficient and effective solution for a project's challenges. I suppose doing well in business is easy if you are, as he is, driven in equal measure by both quality and efficiency.

In closing, let me say I have no hesitation in recommending Janod for any position or project pertaining to this specialized type of work. Should you need additional information, feel free to contact me at (276) 935-1600.

Sincerely,

A handwritten signature in black ink, appearing to read "Julie M. Smith", written over a horizontal line.

Julie M. Smith, PMP
Project Manager