



# **DELTA GEOMATICS CORPORATION**

**MAPPING \* ORTHOPHOTO \* DATA CONVERSION**

837 FIFTH STREET,  
PHONE 707 525-9721

SANTA ROSA, CA.  
FAX 707 525-9729

95404-4526  
mail@deltageomatics.com

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Eric Lathrop  
8729 Lords Manor way  
Rohnert Park, Ca 94928

Dear Eric:

## **RE: Recent Fencing Projects**

I just wanted to let you know how much we appreciated the two fencing projects you recently completed for us.

I must admit that when I saw the estimate for the first project I was very sceptical as I tend to be a bit of a perfectionist. However, not only did you use first class materials but the finished product looks exceptional. I was impressed with how organised you were and the speed with which the project was completed.

I liked the fact that ALL the old materials were removed and that the work site was clean at the end of each day.

I expect that you knew we were pleased when we asked to have the second project done so soon afterward. That was a particularly difficult area in which to work. Again the finished product not only turned out great but came in under budget. I'm always a little uneasy when someone quotes a range of prices, but you surprised us by completing the job much closer to the minimum price you estimated rather than the maximum price.

Being in business myself, I'm only too aware that we always hear the bad things about our work, but seldom does anyone take the time to compliment us on the things we do for them which they like.

Sandie and I will continue to use you for other projects in the future and have already recommended you to several friends. Please feel free to use us as a reference if you wish.

Best of luck in your new endeavour and keep up the good work. We look forward to working with you again in the future.

Yours truly

Gary Hubley, President  
Delta Geomatics Corporation GAH/hag/lathrop