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Jerry A. Bridges
Executive Director

August 22, 2008

Mr. Roger Gregory
Superintendent
Heard Concrete
3527 Business Center Drive
Chesapeake, VA 23323

Subject: Letter of Appreciation

Dear Roger:

I am writing to express the Virginia Port Authority's sincere appreciation for Heard Concrete's work on numerous projects supporting the Port's expansion plans. Since my arrival at the Port as Chief Engineer in 2002, we have been embarked in the largest expansion in the history of the Port and Heard Concrete has been with us every step of the way. You rebuilt the NIT North Container yard working in extremely challenging conditions at our busiest Straddle carrier terminal, during a time when the Port was seeing explosive growth, completing that contract on time and on budget.

You have also worked on every phase of NIT South backlands over the past several years. Most recently you have been working the NIT Central Rail Yard and the Shuttle Carrier Road, coordinating concrete work to keep both projects tracking on time and on budget in a very tight site, with very challenging traffic conditions, straddle carriers, container trucks and trains, while maintaining a superb safety record. It was a pleasure talking to you last week and seeing the outstanding progress you are making on both of these projects. Your partnership with the Port is sincerely appreciated and your work has been vital to our success.

While at NIT last week I took note of the significant improvements that have been made to that terminal in the past few years and am very proud of what has been accomplished. As you know, NIT is a cornerstone for the Port's ability to increase capacity to accommodate container growth until we can open Phase I of Craney Island in 2017.

We are very proud of the fact that the Port of Virginia is the only east coast port that can handle the largest container ships in the world. Heard Concrete has been with us every step of the way and is a key partner to the Port's continued success. We appreciate the good partnership that we enjoy with your company and your outstanding track record of completing projects on budget and on schedule.

Thanks very much.

Sincerely yours,

A handwritten signature in blue ink that reads "Jeffrey A. Florin".

Jeffrey A. Florin, P. E.
Chief Engineer