



**Hensel Phelps
Construction Co.**

601 Global Way, Suite 103
Linthicum, MD 21090
(410) 691-3300
(410) 636-0005 FAX

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To whom it may Concern:

Most municipal and federal projects have small business requirements. Many of these projects are judged not only on price, but what the project or the companies can do for the community. Hensel Phelps Construction Company often times sets a goal for itself which is higher than the minimum requirement. Rather than committing to a 23% Small Business goal, some of our most recent projects in the Baltimore area have goals of 70% or higher.

Because of that, we find it in our best interest to utilize small businesses while helping them grow, one such company is Aaron's Concrete Pumping. We have had an opportunity to witness Aaron's Concrete Pumping performance. Aaron's Concrete Pumping is working on a couple of our projects and they are doing a superb job! The fact that they are a small business in a non-traditional role is their market advantage.

If anyone has any questions please feel free to give me a call.

Thanks,

Charles Eaton
Hensel Phelps Construction CO
Director of Corporate Diversity