



February 9, 2004

Somero Enterprises
82 Fitzgerald Drive
Jaffrey, NH 03452

Attn: John Kearney
Re: New SXP Laser Screed

Ten Years ago we purchased our first S-240 Laser Screed. At the time we were hoping to get competitive in the warehouse floor and big box retail floor markets. We were doing a few million square feet per year of that kind of business. Over the years, your products have helped Scurto Cement to keep 'raising the bar' in the Chicago market. Today we own 7 Laser Screeds, 2 3d profilers, and a CopperHead, and we do about 20 million square feet of floor per year.

When you asked us if we would be willing to help you test your new screed we were happy to do it. We ran the SXP prototype machine on about 800,000 square feet of slabs. The screed operator we assigned to the SXP was grinning from ear to ear when I asked him what he thought. All he could say was, " those guys at Somero nailed this one!"

We found the SXP to be a lot faster, more stable, easier to operate, and much smoother. The rotating head feature is nice for tight quarters and obstacles – not to mention getting through doorways and trailer load/unloading! The proportional joystick controls with the one button stabilizer deployment really speeds things up. We think bringing the engine closer to the ground for easier and safer access is a good idea. The operators like the extra-large tool boxes. We're looking forward to seeing what you come up with for screedhead options. The grader head might be useful on some of our 3d work, and the 14' head sounds interesting. We'll be happy to give the prototypes a try when you're ready.

We were probably the first to give you guys heck when you guys kept raising the prices, our last 2 screeds were pre-owned machines. Seems like you must have gotten the message since you lowered the price for a change. Now, we can't say anything bad about you guys!

Thanks for keeping your pencil sharp and working with us like our other suppliers do. We 've got some big warehouses to do soon with our new SXP so get your cameras ready and come on out. I'll give you the details when things thaw out here in Chicago.

Dave Scurto
Scurto Cement Construction Ltd