



Letter of Recommendation: Cymcor, Inc. – Mr. George Cooley and Mr. Don Hodges

Whitmore launched the planning of a significant expansion of over 125,000 square feet and renovation effort in 2011 and contracted with Cymcor to perform the project management of the design and construction phases of the project which was completed in May 2013. Mr. George Cooley and Mr. Don Hodges led these efforts and worked closely with the design and engineering team as well as the Whitmore team on all phases. The final design included a new standalone building adjacent to the existing plant and office facility connected by an indoor connection building for pedestrian and forklift traffic. This design allowed Whitmore to continue to operate all shipping and receiving functions during the project. This new building houses a new warehouse, production and R&D facilities for one of the company's product lines and offices for corporate personnel. There were many changes in the design and functions of the new building throughout the project in order to meet Whitmore's needs. Cymcor did an excellent job in advising and representing Whitmore to come up with the most cost efficient plan that met our needs. The second phase of the project was to bring our existing production facility up to code and create a new research and development laboratory. The depth and variety of experience that George and Don had was invaluable in coming up with the optimal designs. Their working relationship with Jacobs & Associates, the architectural firm, was truly exceptional. With Cymcor's leadership, we had a unified team that worked very well together.

Once we moved to the construction phase, Cymcor facilitated a very thorough process to select general contractors. We did this multiple times as this was a multi-phase project where we used three different general contractors. Cymcor worked extremely effectively with the general contractors and the construction teams and were diligent in keeping them on task, on time and on budget. They had many intense discussions over issues that arose during construction and represented Whitmore's interests relentlessly, which we would not have had the expertise and time to do ourselves. Another real strength was the managing of the costs and invoices and ensuring we were being billed appropriately and that all work was of high quality and met our requirements. I feel sure that this attention to detail saved us hundreds of thousands of dollars in this multimillion dollar project. They also developed all the draws for the bank loans with copious details that were required. Cymcor's software system and documentation was excellent.

I fully recommend Cymcor as well as George Cooley and Don Hodges. They excelled in truly understanding our needs and financial limitations and ensuring we stayed within the budget. Their attention to detail was strong and their responsiveness to all of our requests was admirable.

Throughout our three years of working together and meeting on a weekly basis, I have thoroughly enjoyed working with both George and Don. Their expertise has been invaluable and their work ethic and integrity is unquestionable. I would definitely use them again!

A handwritten signature in blue ink that reads "Jeff Kilpatrick".

Jeff Kilpatrick
President and Chief Executive Officer