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RADIOLOGY Ronald L. Hainen, M.D. Allen C. Johnson, M.D. UROLOGY

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## Buffalo Medical Group, P.C.

April 20, 1994

Julius Blum & Sons Builders, Inc. 8570 Roll Road Clarence Center, NY 14032

Dear Dave, Jeff, Mr. and Mrs. Blum:

It has been over a year now since we moved in and Diane and I wanted to let you know how happy and truly pleased we are with the house. I think, as you may recall, we went into this project with some concerns about the quality of the new homes we had seen on the market. Our desire was to build a home which had all the modern conveniences available today, but at the same time, we wanted an end product with the charm and feel of an older home. We spent a great deal of time looking at all the builders available in this area because it was very important to me that we choose a builder who could provide a quality home and would take the time to pay "attention to detail". When one looks carefully at the older homes in Buffalo, it is quite obvious that the work ethic was somewhat different at the time those homes were built. All too often, we hear the phrase, "they don't make them like they used to". That phrase does not apply to the homes you build.

Diane and I were very comfortable dealing with Jeff regarding the often times complicated and touchy issues of financing, pricing, and the headaches that go along with closing on such a home. We know that you had other building projects going on at the same time, however we never felt that we were being put off, as any questions or concerns we had were dealt with promptly and efficiently.

With regard to the actual construction of the house, I had a most enjoyable experience working with Dave. From the day the excavation began until the trim was being completed, I watched Dave take a personal interest in every single phase of the project. This was quite amazing to me and greatly appreciated. I am grateful for the countless hours that Dave spent with both Diane and me designing cabinets, exterior and interior window and door trim work, as well as involved fire place, beam, and molding As I look at the finish work in this home, I am constantly reminded of Dave's design talents. Mike did an outstanding job in converting those sketches on the sheet rock into actual finished woodwork.

## **JULIUS BLUM & SONS**

Unfortunately I cannot name all your employees, but I have to say I was quite impressed with everyone's attitude, work ethic, and craftsmanship. We would like to thank everyone for the tremendous amount of effort that went into building this house and we hope that you will not hesitate to have prospective clients contact us with any questions or concerns they may have. We would be more than happy to show your clients through our home and sit down and talk with them at any time. We have truly enjoyed working with you and wish Blum Builders continued success in the future.

Sincerely yours,

Joseph P. Leberer, M.D.

JPL/dm