

SAFECARE COMPANY, INC.

SUITE EIGHT HUNDRED
900 FOURTH AVENUE
SEATTLE, WASHINGTON 98164

TELEPHONE: (206) 223-4560
REPLY TO: 900 FOURTH AVENUE
P.O. BOX 21485
SEATTLE, WA 98111

April 27, 1984

To whom it may concern:

Safecare Company, Inc. originally contracted with G. W. Mitchell & Sons, Inc. construction company in 1978 for the construction of \$5,300,000 (a 166-bed, 100,000 SF) hospital in southwest San Antonio. This project was completed for less than the guaranteed maximum cost and Mitchell received a check representing a percentage of this savings. Also, Mitchell was able to save 30 days from a tight schedule that did not take into account adverse weather conditions, and as a result of the 30-day savings, they received a further bonus. This is the type of contractor we, as major hospital developers, are constantly looking for but seldom find.

The Mitchell Company is a unique blend of a relatively small, family owned, tightly run corporation that uses qualified professional management staff to do the complete job. They can handle projects of major proportions.

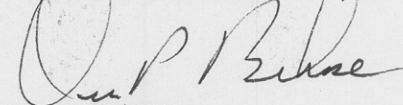
As a result of our first positive experience with Mitchell, we asked them to negotiate with us on a difficult, fast track addition and remodel to the Southwest General Hospital. One really needs to look at the plans to appreciate how complex this task was. Using schematic plans only they were able to identify 26 separate projects, and they provided estimates and schedules for each phase. We are now approximately 75% through the project; the computer run schedules are being used as tools by management to keep the project well coordinated; the budgets and estimates are being closely followed; and the general harmony on the project between the contractor, hospital and ourselves, as owners, is excellent and is something that must be seen to be fully appreciated.

Their ability to handle this \$6,000,000 complicated hospital, fast-track, project with harmony is a sign of construction knowledge far beyond the average general contracting firm. We would not hesitate to contract with G. W. Mitchell on much larger projects if the opportunity were to arise anywhere in the south Texas area. Their total corporate management is interested in the project. They have proven themselves professionals and capable of true team work, which is the key in major projects, as well as coming in within budget and ahead of schedule.

If there is any other information you desire, please feel free to contact me or Jay Perkins, Vice President, at this address. You may also reach me at 206-223-4584 or Mr. Perkins at 206-223-4582.

Sincerely,

SAFECARE COMPANY, INC.



Dean P. Behse
Project Coordinator

DPB/jmf



A SAFECO COMPANY