



ELECTRICAL CONTRACTORS, INC.

1921 West Eleventh Street
Upland, CA 91786
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June 17, 2004

Paul E. Stansen, CEO
paperlessUSA, Inc.
26500 West Agoura Road, Ste 545
Calabasas, CA 91302

Dear Paul:

PAR Electrical Contractors is one of the largest and most innovative and respected electrical contracting companies in the United States. Although our HQ is based in Kansas City (MO), we maintain operations in numerous states including here, most recently (2002), in California. As a "start-up" division, paperlessUSA's aggressive pricing and high quality of work product were appreciated and important to our utilization of company resources.

The essence of your work for us enabled PAR to bid out jobs to subcontractors in a creative, thorough, and cost-effective fashion resulting in these benefits:

- **Integration.** Pulling together project plans and specifications along with photographs and video, empowered subs to make more complete bids; for instance, with the video on CDs, subs knew the topography of projects that enabled them to bid in the right equipment. No more multiple stacks of papers, photos and VHS tapes!
- **Multiple Purposes.** Not only a bid device containing ALL pertinent project data, these CDs have become permanent storage devices and we now use them to market / promote PAR to prospective clients for new jobs!
- **Internet.** Posting project data to the Internet adds a new dimension to our business and communications. We now have the ability, on the secure site, to know who is accessing data (and how frequently) and the fact that we can update specs and other data keeps everything fresh and up-to-date for accuracy purposes. And the web pages are easy – just point and click!

Bottom line? We highly recommend paperlessUSA to forward thinking business operations, managers, and owners. We look forward to a long relationship.

Don Kaeser
Division Manager – Upland, CA
Engineering, Design and Coordination