



February 13, 2001

Mr. Paul E. Stansen  
PAPERBGONE, INC  
26500 West Agoura Road #545  
Calabasas, CA 91302

Dear Mr. Stansen:

I wanted to take this opportunity to express our appreciation at Southern California Edison for the work that PBG has done for us in the Ventura zone.

PBG will positively influence Rule 20A construction bidding projects in a number of meaningful ways. Before PBG, each project consisted of stacks and stacks of documents and photos that were reproduced as many as twenty times over for distribution to qualified subcontractor bidders. The sheer quantity of paperwork and relatively low quality of reproduction meant slow responses from contractors, a surplus of questions, and general overall delays. And it was expensive.

The PBG process of transforming SCE's bid documents to electronic data in amazingly short time frames with outstanding clarity will make the bidding process much more precise.

Resulting CD-ROMs containing blue prints, as-builts, photographs and even video, makes for a great one-place location to find everything related to each job! We can print what we need and leave the rest. We can magnify in to view images more closely. Presentations to subcontractors will be easier too. It is mobile, can be played back on laptop computers in the field, and makes it easier for subs to determine what equipment will be needed on the job before they step one foot onto the job site. In addition, SCE's Environmental Department greatly appreciates the work product because of the ease of application.

Thanks for all that you are doing for Edison. We believe in the PBG product.

A handwritten signature in cursive script that reads 'Mark A. Nail'.

Mark A. Nail  
Project Manager  
Rule 20 Team