

# Tidwell Excavating, Inc.

Utility Distribution Systems Engineering, Design and Coordination

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Mr. Paul E. Stansen  
paperBgone, Inc.  
26500 West Agoura Road #545  
Calabasas, CA 91302

Dear Paul:

Tidwell Excavating, Inc. is excited to be working with you and paperBgone, Inc.

As the managed business partner of Southern California Edison, Tidwell oversees all of Edison's engineering, design, and coordination for the Ventura zone. Tidwell's tasks are extremely paper intensive, so much so that it becomes overwhelming at times.

Utilizing the PBG method of eliminating construction bid documents by electronically transforming the data is incredible. In estimating the cost savings of doing business the "old fashion" way versus the PBG method, Tidwell estimates that it is preparing jobs for bid in about half the time and at twenty-five to thirty percent (25-30%) of the previous costs. This allows Tidwell's staff the ability to concentrate on other aspects of its business.

Tidwell looks forward to its continuing business relationship with PGB. In the meanwhile, we are interested in further exploring ways to effectively eliminate the seemingly tons of paperwork that we keep stored for possible future reference. Would you please call us with a quote for scanning our archived materials? The idea of freeing up space now wasted on storage is exciting!



Don Kaeser  
Engineering, Design and Coordination Manager  
Tidwell Excavating, Inc.