

TO:	E. F. Black, J. St. Cloud	FROM:	Lowe & Company
FAX:	604-791-2341	FAX:	414-636-0320
PHONE:	604-791-2342	PHONE:	414-636-0321
SUBJECT:	Suspension Walkway	DATE:	May 3, 2009

ATTN: Sandy Davies

Toby Stauss  
Lowe & Company  
1211 4<sup>th</sup> St. South  
Milwaukee, Wisconsin 53201  
April 22, 2009

E. F. Black and J. St. Cloud  
Techniks  
5304 8 Ave. North  
Vancouver, B.C. V63 3E1 Canada

Dear Mr. Black and Mr. St. Cloud:

We at Lowe & Company Architecture are currently researching potential partnerships for an upcoming project. Urbana Design gave your name to us and we would like to know more about your company.

What we are looking for is general information about who you are and where your specialties lie. Since this project deals with a suspension bridge, experience in this area is a must. In short we would like to know who you are, what you have done in the past, and if you are willing to work with us on our upcoming project.

At present we are working on a tight schedule and would like to hear back from you as soon as possible. It would be greatly appreciated if you could get back to us yet today so we can discuss the project further.

Sincerely,

Toby Stauss  
Lowe & Company

## Lowe & Company

### MEMORANDUM

To: Maggie Lowe

From: Toby Stauss

Date: April 22, 2009

Subject: Information from James St. Cloud

We have contacted Techniks about the partnership for the walkway suspension job. They have responded back with information about their company.

Techniks was founded in 1964 in Vancouver, Canada. They employ 22 full-time engineers; 20 architects; seven city planning experts; and six management staff. Their managers believe the firm's strengths lie in downtown development and urban planning. Techniks has also teamed up with many other firms on successful city redesign projects. Those projects include numerous public walkways and three suspension bridges. On a specific note, one of Techniks employees was called in by the Kansas City Star to consult on the failure of the Hyatt regency Suspension walkway in 1981. Also several engineers with Techniks have moderate to considerable experience with suspension techniques.

Techniks is interested in this partnership opportunity. The earliest they could send representatives is late next week.

One downfall of this partnership opportunity is the fact that Techniks is such a big firm. They possess the ability to overshadow our smaller firm here at Lowe & Company. We cannot afford to loose such a high-profile case. We must make sure Techniks is willing to share the responsibility, no matter how much larger their firm is. During our phone conversation, I was unable to determine if sharing the responsibilities was possible. One final note is that Techniks seems to be in very high demand at the moment. It is unsure whether they will be able to put forth the time needed to get this job completed on time.

Toby Stauss  
Lowe & Company  
1211 4<sup>th</sup> St. South  
Milwaukee, Wisconsin 53201  
April 22, 2009

Techniks  
5304 8 Ave. North  
Vancouver, B.C. V63 3E1 Canada

Dear Techniks,

Our company has decided to team up with you on the suspension walkway job. It is urgent that we have a face-to-face meeting as soon as possible. The bids for the city contract are due to our City Hall in 3 weeks. We are willing to fly James St. Cloud and an associate of his choosing to Lowe & Company. We will discuss the partnership in further detail in order to get this bid to City Hall on time. The sooner we meet and figure out the details of this job, the sooner we can begin working on the suspension walkway. Lowe & Company is very pleased to be working with such a successful firm.

Sincerely,

Toby Stauss