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Att'n. Luigi Zannelli  
SPX Dock Products  
Carrolton, Tx.

January 17, 2005.

We were recently informed by Construction Specialties that they can no longer provide service to us within Cd. Juarez, for jobs within the city, but they can service our jobs outside of Juarez. This is very awkward for us, and it will be very difficult for us to work with your local distributor which is established in El Paso, Tx. Simply because they are not fully established, do not have a legal-mexican company that can provide all the fiscal requirements, they are not able to provide legal status to sign Mexican contracts which is required more and more every day, they do not have a proper installation group that is legally established with Mexican Social Security which makes a big liability in our jobs.

We also require that our subcontractors provide us with a Mexican liability insurance that covers all Mexico. Reason being is that our company Eiffel Inmobiliaria SA de CV currently has operations and offices in Juarez, Mexico City and Saltillo, but we also build all over Mexico, the only 2 dock and door companies that can do this in Mexico are CS and Bering de Mexico, and they both comply with all the legal requirements to do business in Mexico correctly. Eiffel SA de CV has been contracting CS from our Mexico City Office. For multiple jobs within the Republic, and would like to continue doing so.

Not to mention, that these are 2 companies that have the complete turn key capacity, but also they are the most Price competitive, leaving all the rest in a second level that is hard to beat. We have asked CS for your information so that we write this letter to you, because we truly value the service provided by CS and the quality of SPX products, but you leave us no choice but to make changes in our way of doing business with companies that can provide an integrated service.

We will continue to do business with CS in the territories that they can service, unfortunately we can not Guarantee that we will do business with your El Paso dealer, for the reasons known, only Bering will be able to provide this service as we require it, and maybe the Kelley specified jobs we will have to buy from Miner and work out all the import details, and install it ourselves or call CS to do it for us.

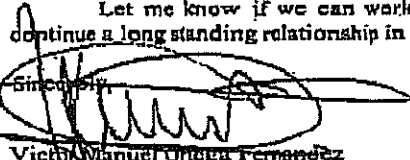
We understand that SPX can tell the customer where to buy and who to buy from, but when the minimum requirements are not met, a customer can also choose who to buy from, and a manufacturer has to be smart enough to recognize these situations in order not to lose customers.

We simply do not like dealers that subcontract everything, from import brokers, Mexican companies to invoice, and installations. This has proven in the past that we end up paying a very high price and the quality of service and installation is very low and not controlled. We cannot work this way, our customers which are all Fortune 500 customers require the level of service we provide along with the teamwork of suppliers and subcontractors we have created along the years.

As we stated, we will continue to do business with CS in the Mexican Republic, we value their organization, penetration in Mexico, they comply with all the legal requirements, unfortunately your El Paso dealer does not, putting SPX dock products in a second to third option for Eiffel Inmobiliaria. We also value SPX products but unfortunately product quality, warranty and true local service go hand in hand.

Let me know if we can work something out so that we all can guarantee a level of service and continue a long standing relationship in every area of Mexico.

Sincerely,

  
Victor Manuel Ortega Fernandez  
Operations Manager  
Eiffel Inmobiliaria S.A. de C.V.