

(TO BE TYPED ON BANK'S LETTERHEAD)

Welsch, Flatness, & Lutz, Inc.  
308 N. 21<sup>st</sup> Street  
P.O. Box 66753  
St. Louis, MO 63166-6753

RE: (NAME OF CONTRACTOR)

Gentlemen:

We have known the principals of \_\_\_\_\_ for the \_\_\_\_\_ years and have known them to be reliable in their business transactions with unquestionable integrity.

We have extended an open line of credit to the corporation in the amount of \_\_\_\_\_. They have always paid as agreed. They have an outstanding balance against this line of \_\_\_\_\_.

Based on real estate and secondary assets, we would consider a secured line of credit over and above the unsecured line of credit in the amount of \_\_\_\_\_. This line of credit should not be construed to be the maximum or in the minimum amount of credit we would entertain. This line of credit could vary, depending on the ever-changing financial situation and work program.

This information is to be held in the strictest confidence.

Sincerely,

NAME

TITLE