

# SPUTNIK

ARCHITECTURE INC.

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Dear Client,

We have had the pleasure of working with Westland Construction Ltd. on a major renovation project for the Travel Manitoba Visitor Information Centre and their corporate office located at the Forks in downtown Winnipeg.

From the first start-up meeting to the final walk-through we were impressed with a number of key characteristics in the way that Westland conducted their affairs. Westland is an organization that keeps excellent records of communications both spoken and digital. Careful meeting minutes were maintained and assignments were tracked to keep the project moving forward.

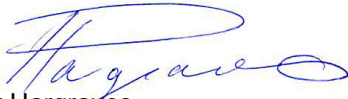
Complex renovation projects require demonstration of good will and trust by all stakeholders. Westland exhibited a tremendous samplings of both throughout the project. Renovation projects will invariably include surprises. The measure of a company is not how they handle themselves when things are going well, but how they manage adversity. When hiccups arose, the Westland team, led by Peter Grose and Craig Hildebrandt (PM) demonstrated appropriate levels of patience, care, and flexibility in order to move the project forward in a timely and cost efficient manner.

The quality of the built work is excellent. When feedback was provided regarding workmanship, we could count on Westland stepping up to ensure that the work performed by their sub-trades was at the very highest standard. They are fair in their assessments, and hold themselves to the very highest standards possible.

Working relationships require trust and trust is built on a foundation of honesty. From the early stages of the project through to completion we became very confident that the people we were dealing with at Westland were honest to the core. This confidence fundamentally changes the team dynamic and allowed for the project to feel more like a collaboration than the typical architect-contractor relationship.

We look forward to the opportunity to work with Westland in the future and trust all future clients benefit from the same characteristic we have experienced in working with Peter and his team.

Sincerely,



Peter Hargraves