



March 31, 2008

Gabriel Daigle  
Hydro Mobile  
125, de l'Industrie  
L'Assomption, Quebec  
Canada J5W 2T9

Dear Gabriel,

I enjoyed meeting with you and Chris on Thursday and was glad to hear that things are going well for you and Hydro Mobile.

It doesn't seem possible, but it has been ten years since we made our first purchase of Hydro Mobile scaffolding. This has proven to be one of the best equipment purchases we have made in our forty years of business. You and Dwayne worked very hard to make it possible for us to trade our M 1 units for the new M2 units about four years ago which enabled us to remain current with the best scaffold system in the industry.

The main reason for our initial purchase of Hydro Mobile was the safety concerns we had for a project that required scaffolding up to 135 feet above the ground in a very difficult area. In Maine there are very few buildings that require more than 40 to 50 feet of scaffolding and our people are not accustomed to working at the heights this project required. The Hydro Mobile not only addressed our safety concerns it improved our efficiency with the ability to have the hoist mounted on the scaffolding as well as providing a great platform for the overhead crane to land materials with ease. The project went well into the winter months and the cover and heat system we installed worked very well. Our employees enjoyed working on the scaffolding and were surprised that it was as solid at 135 feet as it was at ground level. Needless to say we were very pleased with our decision to go with the Hydro.

One of our concerns in making the investment in the Hydro Mobile was what we would do with it after doing this project. We quickly learned that we could use it on the average height buildings we normally do improving our safety and set up time while providing our employees with a very comfortable work area. We don't have it sitting in our yard except for when work is slow.

Since our purchase we have been very impressed with the safety training Hydro Mobile provides. We have sent several people to the Hydro Mobile School in Canada, as well having you and Chris providing several training sessions at Vanguard's facility in New Hampshire and at our office in Scarborough. Over the years we have never purchased any equipment where the manufacturer provides the level of training that Hydro Mobile has provided.

We have also been very pleased with how little maintenance the system requires. When we have had maintenance issues or a design issue for a special application, the service from Vanguard Scaffolding and Hydro Mobile has been extremely prompt. When purchasing equipment we always try to work with companies that provide top quality service and ones that deal with manufacturers that provide them with the back up required. Vanguard Scaffolding and Hydro Mobile have proven themselves to be a team that is service oriented.

The first few years after purchasing the Hydro Mobile we enjoyed an advantage over our competitors, but after seeing the safety provided and the efficiency gained with the system several of them have since purchased Hydro Mobile as well.

In today's world we are quick to let people know when there's a problem with something and having a few minutes I thought I would let you know that we are very pleased with the product and service we receive from Vanguard Scaffolding and Hydro Mobile.

Sincerely

Ronald E. Clough  
President

75 Manson Libby Road, Scarborough, Maine 04074  
Phone 207-883-6503 Fax 207-885-0972