



October 31, 2005

Dana Thurston
JGB Enterprises
P.O. Box 209
115 Metropolitan Drive
Liverpool, NY 13088

RE: Reference Letter for Flexible Containment Products

Mr. Dana Thurston,

I am writing this letter to make you aware of my position towards Andy Barrett, Craig Dolsby and their company Flexible Containment Products. In November 2001, Bowhead Holding Company purchased the environmental product sales division from Foss Environmental. At that time, we contracted with a couple of companies to make our fabric containment berms.

After meeting Andy and Craig and visiting their facility in Spokane, we determined that they would be a good company to manufacture 100% of our fabric products. We established a three year manufacturing contract with them and hoped they would live up to their promises.

Not only has FCP met our expectations, they have exceeded them in so many other ways. They have applied LEAN manufacturing techniques and have reduced our lead times to where most products are manufactured within a couple days of the order being placed. They have also become ISO certified which has increased our ability to manage product quality.

Not only has our product quality increased, but our prices have actually decreased in many instances. The upward pressure in the market for any fuel related products has worried us greatly. However, our prices from FCP have remained stable due to their increased efficiencies.

I have also had opportunity to watch this market and I have seen many instances where integrity is thrown out the window to win an award. I am glad to say that our relationship with Andy and Craig at FCP is built on trust and I'm confident you will appreciate the high bar to which these men work.

I look forward to working with Andy and Craig at FCP for years to come. They have helped contribute to our success and have always been able to deliver the high quality products that we represent to our customers.

Please contact me if you have any questions or concerns.

Respectfully,

A handwritten signature in blue ink that reads "Robert Leonard". The signature is written in a cursive, flowing style.

Robert Leonard
Chief Operating Officer
Bowhead Holding Company