

September 18, 2006

Steve Betz  
St Louis Retaining Wall

Dear Steve:

I'm writing regarding the Hercules retaining wall system.

The Lutheran Home for the Aged purchased the Hercules system from you in 2002. Our decision was based on both the appearance and the overall cost of the system.

In 2001, we hired a local contractor to install a retaining wall, which was expected to extend 250 ft in length by 16 ft high. However, the final layout of the area being developed forced the height of the wall to over 20 ft. The contractor did not appropriately plan the installation of the wall, nor did he construct the wall as promised. As a result, the wall collapsed in two locations. Fortunately, no one was injured, and property damage was minimal.

The Board of Directors set out to find a permanent solution to the retaining wall. A number of options were being considered, including a solid concrete wall with a decorative front. We then noticed the grid type retaining walls used by the state on various road-ways in our vicinity. After some discussion with MoDOT, we identified St Louis Retaining Wall as a provider of this type of wall.

Upon a visit to our property, we were introduced to the Hercules system. Because it appeared similar to the diamond wall system we were hesitant to consider the Hercules system as a replacement. However, we decided to see for ourselves, and traveled to several locations in the St Louis area where the Hercules system had been installed. Seeing is believing. The pictures we brought back convinced the Board that the Hercules system was a viable alternative.

Once the bids were all in, the Hercules system, installed by a local contractor, proved to be the most cost effective choice. The total cost of the materials and construction saved The Lutheran Home for the Aged almost \$30,000 over the next competitive bid.

Today the wall looks great, with the sedum growing beautifully. The Hercules system is unlike any other in Cape Girardeau.