



August 28, 2017

Tilt-Up Concrete Association  
402 1<sup>st</sup> Ave SE  
Mount Vernon, Iowa 52313

Att: Mr. Ed Sauter  
TCA Executive Director

Re: Full-Tilt Constructors, Inc.  
Sanford, Florida  
TCA Certification

Dear Mr. Sauter:

I am writing you concerning Full-Tilt Constructors' application for TCA certification and my recommendation for its acceptance.

Commerce Construction was the design-builder for a 1,200,000 square foot fulfillment center for Walmart's eCommerce division that completed in 2016. Full-Tilt executed the turn-key concrete package which included foundations, slabs, tilt wall, and concrete paving. To offer perspective, the project was challenging in almost every way including the following points

- Sophisticated and demanding customer
- First project for Commerce in central Florida
- Complicated land use change
- Contract with Liquidated damages
- Fast track design with an aggressive construction schedule
- Environmental issues with protected wildlife
- Geotechnical issues with sink holes

As it was our first project in central Florida, it was also our first project with Full-Tilt. Richard Proctor, Full-Tilt's President, recognized at the start of this new relationship the importance of his personal involvement with the project. As such, he had daily involvement including a physical presence on the construction site for much of the project duration. With his leadership, Full-Tilt provided timely and professional services delivered by a solutions-based team.



Of all the attributes of the Full-Tilt organization, that the most impressive was that the Full-Tilt team recognized *our interests* as a design-builder and aligned *its interests with ours*. By making *our* goals *their* goals, Full-Tilt's team helped to create a uniquely, collaborative effort. Having been in this industry for 28 years, I cannot emphasize enough the advantages of having a team whose interests are aligned. Full-Tilt should be credited for its effort and accomplishments in serving its customers in such fashion.

Although I only have a single project experience with Full-Tilt, the success of the \$50 million Walmart project was not luck. The success was a result of a highly skilled and experienced concrete team working in a collaborative manner with the rest of the team. I trust from the one experience, that Full-Tilt's professionalism and command of tilt-up concrete construction would make it the premier tilt-up contractor in Florida.

I fully recommend Full-Tilt Constructors, Inc. for certification in the Association. Please call me if you have any questions regarding this recommendation.

Sincerely,

Gary Wax

Vice President

Commerce Construction Southeast, LP.