

Best Homes

January 1, 2001

Mr. Jim DeMott
Sales Representative
Business Development
Washington Gas
6801 Industrial Road Room 333
Springfield, Va. 22151

Reference: Executive Estates

Dear Mr. DeMott:

This letter is to request gas to 100 detached and 100 town-homes located in the Executive Estates project in Manassas, Virginia. Each of the homes will be using gas for the following:

1. Gas Furnace @ 100BTU's (*NOTE: indicate if heat pumps are used in primary or second or third zones*)
2. Gas Water heater @ 50BTU's
3. Standard gas cook-tops and ranges
4. Optional gas dryers
5. One standard and one optional gas fireplace
6. Two zone (*optional or standard gas*) heat
7. Gas pressure required is 2lb's (*or standard 1/5 lb.*)

Each of the 100 detached single family homes will be approximately 3,500 to 5,000 square feet of heated living area. Each of the 100 town-homes will be approximately 2,700 to 3,000 square feet of heated living area. I have included an address list and site plan per your request. Gas crossings will be needed the first of April 2001 and gas is required to our models, which I have noted on the site plan, June 2001.

If you need any additional information to commence engineering to provide gas service to this site, please call me at (703) 555-5555.

Sincerely,

John Doe
President