

Elliott Greenleaf

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June 2, 2011

Mr. Joseph Highsmith
Highsmith Construction
4 Pope Avenue
Executive Park Road
Hilton Head, SC 29928

Dear Joe:

Several days ago, a friend of mine who had spent some time in Hilton Head, remarked to me about the difference in the quality of homes he had been in. It was easy for me to let him know that had he been in our home – the home you constructed – he would have seen the epitome of quality. You are aware that I unhesitatingly tell people who visit us that this is a Highsmith house. I do that with great pride in your craftsmanship. Throughout the process of the building of the home, your personal involvement was apparent. Equally apparent was the pride of the people who work for you. It is clear the long relationship of your subs, with you, is vital to the end product. Beyond all this, your willingness – in fact, your energy – in addressing any matter that arose after construction was notable.

Were we to ever again consider the construction of a home in Hilton Head, Bluffton, or anywhere in that general area, it would be done only if Joe Highsmith was available and willing to undertake that project. Your integrity, skill, and warmth – indeed, your acting in a manner as though the home you were building is your own home – cannot be underestimated or understated.

If you ever need a recommendation, Joe, call upon me. Nancy and I would have no hesitation in saying that someone who could not be satisfied by a Highsmith home cannot be satisfied.

Sincerely yours,



Marvin L. Wilenzik

MLW/lmt