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**NORMANDEAU ASSOCIATES**

MAR 27 2003

22 March 2000

Rick Jones  
U.S. Army Corps of Engineers  
201 N. Third Avenue  
Walla Walla, WA 99362-1876

Dear Mr. Jones:

We are currently responding to the U.S. Army Engineer District, Philadelphia Request for Proposal No. DACW61-00-R-0001 for the procurement of Biological/Environmental Services at Civil Works Activities in the Philadelphia District. The Corps is placing increased emphasis in their acquisitions on past performance as a source selection evaluation factor. The Corps requires offerors to inform references identified in proposals that the Corps may contact them about past performance information.

If you are contacted by the Corps for information on work we have performed under contract for your company/agency or local government, you are hereby authorized to respond to the Corps inquiries.

Your cooperation is appreciated. Please direct any questions to Paul Harmon at (610-948-4700).

Sincerely,



Paul L. Harmon  
Vice President

Bedford, NH, Corporate

Yarmouth, ME  
Plymouth, MA  
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