

September 13, 2000

Mr. Phil Egan, P.E.
President
Tensar Earth Technologies, Inc.
4883 Glenridge Drive, Suite 200
Atlanta, GA 30328

Re: Avalon Bay Communities Project – Avalon Crest, Fort Lee, N.J.

Dear Mr. Egan:

The management of AvalonBay Communities, Inc and myself personally, would like to take this opportunity to express our appreciation for a job well done. We were impressed with the professional and technical capabilities of your firm and the structural integrity and aesthetics of the Mesa Retaining Wall System.

This was a fast track project that required the use of more than 45,000 square feet of retaining walls to develop a difficult but extremely valuable piece of real estate. The walls necessary to maximize the use of the land were substantial and, in most cases, were required to support vehicular traffic.

The difficult geology of the site required many innovative designs for the walls. Your firm's ability to supply rapid responses to the changed conditions that were encountered was key to bringing the project in on time.

In short, our firm would not hesitate to call on Tensar and their Mesa Retaining Wall System to address our most difficult soil retention needs.

Very truly yours,
AvalonBay Communities, Inc.



Ray Barker
Senior Project Manager