



Horizon Blue Cross Blue Shield  
of New Jersey

Three Penn Plaza East  
Newark, NJ 07105-2200  
[www.horizon-bcbnsnj.com](http://www.horizon-bcbnsnj.com)

September 22, 2000

Metzger, Inc.  
4955 Chestnut Ridge Road  
Orchard Park, NY 14127  
Attn: Peter Metzger

Re: Penn Plaza Carpet Project

Dear Peter:

I would like to commend you and Jan Malof for your hard work, knowledge and integrity in the handling of our RFP for the re-carpeting of Penn Plaza with estimated carpet requirements of 75,000 yards.

Your interaction with our facilities management outsource, the carpet vendors, the installation representatives and both our Purchasing and Finance Departments only reinforces my opinion that you are both consummate professionals and worth your weight in gold.

The added value of your superior negotiation skills and excellent rapport with the mills secured us pricing that we estimate will save the company several hundred thousand dollars.

I would personally like to thank you for all of your hard work and assure you that I look forward to working with you over the next three years.

Sincerely,

Antoinette F. Walsh  
Manager of Purchasing