



July 1, 1999

To whom this may concern:

It gives me great pleasure to provide this letter of reference on behalf of **Mr. Jefferson Sousa**, whose company **Sousa's Landscape Management Co. Ltd.** were awarded the contract for the design and maintenance of the landscaping for the Elbow Beach Hotel since 1997.

The landscaping needs of the Elbow Beach Hotel are quite exceptional in that the property spans some 52 acres on Bermuda's south shore, with intricate and extensive gardens around our "cottage colony". Mr. Sousa and his team have always expertly chosen and supplied the perfect plants, trees and flowers for our unique location. Sousa's Landscape Management Co. Ltd. maintains these areas with a regularly scheduled programme which has made us confident to allow them full rein of our landscaping requirements.

In addition, Sousa's expert advise, implementation and management of such matters as stepping-stone paving and beach erosion have been an invaluable aid to us as we continuously endeavour to ensure that our facilities and the surrounding environment reflect the first class services we provide our guests.

As a hotelier, it was a great relief to know that Sousa's Landscape Management Co. Ltd. was on our team and that I could depend on them to ensure that our extensive gardens and lawns were meticulously looked after, allowing me the most time to concentrate on looking after our guests. It is due to the above that I would not hesitate to recommend Mr. Jefferson Sousa and his team for any similar landscaping project. Please do not hesitate to contact me should you require additional information or assistance.

Sincerely,

Perry A. Robinson  
Resident Manager

PAR:lb

**ELBOW BEACH ● BERMUDA**

A Rafael Resort

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