

RACHEL MAYER HARLEY
Attorney & Counselor at Law

17877 LAKE ROAD
LAKEWOOD, OHIO 44107 USA

TEL 216.529.8250
FAX 216.529.8251
EMAIL RachelHarley@cox.net

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**Re: Architectural Advantage of Ohio, Inc.
(formerly Larry R. Kane
dba Architectural Specialties)**

TO WHOM IT MAY CONCERN:

It is my pleasure to recommend, without reservation, the work and person of Larry R. Kane, formerly doing business as Architectural Specialties, a sole proprietorship, and more recently as Architectural Advantage of Ohio, Inc.

Mr. Kane has completed several projects in our century-plus home (built 1900), the first and largest of which was a two-story addition several years ago. After numerous preliminary meetings, we selected Mr. Kane over a number of competing bidders, some of whose bids were lower than his and all of whom, at the time, were more widely known than he. That Mr. Kane proved to be exactly the right choice has been validated again and again.

Our complex first project included building out the back of our house (fully viewable from the street due to its corner location) in order to expand the most recent (1950) kitchen "modernization" to more than double its former size (and into which Mr. Kane designed, and in some cases fabricated personally, more ingeniously-conceived storage space than one sees in kitchens even twice the size); a first-floor laundry room (which we'd thought was but an idle dream until Mr. Kane cleverly reworked the floor plan to find the needed square footage without noticeably diminishing any other area); a first-floor powder room and guest closet (neither of which the original "Victorian cottage" design possessed); a den; and a large bright master bedroom suite with walk-in closet connected to a luxurious master bath via a sunny plant-filled conservatory (solarium).

In addition to the build-out, Mr. Kane's inspired related rework of the existing interior included features too numerous to mention (some of them agreed to and added on the fly as the project, mid-construction, began to take on its own unique character), including the addition of two new fireplaces and nine skylights (none of which has leaked and which are located so as not to detract from the architectural integrity of the original design, yet which flood the old house with light).

He even rescued an ornate 19th century floor-to-ceiling mantel from a once grand Franklin Avenue home, reworking it to fit and lend vintage charm to the new master bedroom; a corner cupboard discarded from a Cleveland Heights home that he'd saved for the right spot and installed in our dining room to look as if it's been there all along; and even spotted and picked up on his way to work one day two about-to-be-discarded columns from a porch tear-off that

were of perfect size and proportion to replace two of four interior archway columns that had been torn out in an ill-advised 1960's attempt at "modernization". I know of no contractor other than Mr. Kane who brings such a creative eye to his projects, nor one who takes such pride in his work, as to do these things.

Mr. Kane's design creativity, superior workmanship, insistence on quality materials that match or blend as nearly as possible to the original (for example, our new yellow-stained cedar shingle siding flows seamlessly from the old, and the new foundation block he took considerable time to locate blends so well with the original sandstone foundation that one doesn't even notice the segue).

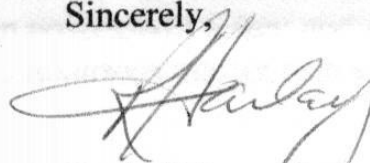
In fact, less than two weeks ago a neighbor whom we had not previously met gave what by any measure is the ultimate compliment: that the addition is so faithful to the style, spirit, materials, and workmanship of the 103-year-old original that if he hadn't seen the house prior to its enlargement, he would never have guessed that the addition, built when the house was nearly a century old, was not part of the original construction. This is a compliment that we have heard many times and continue to hear over and over again, always to our obvious delight.

On a personal note, Mr. Kane's integrity is surpassed by none. To this day he knows where we keep the "emergency key" to our house should there ever be something he needs or wants to pick up or drop off. If the door is unlocked, he knows he's welcome to walk in and simply call out to announce his presence. Only our grown children enjoy the same level of trust.

In conclusion, I remember well the words of one of Mr. Kane's existing customers whom I had telephoned for a candid reference prior to letting the job: "I would have no-one else" was his succinct remark. We now feel the same way about Mr. Kane and wish only that he had more time to give to our ongoing domestic "wish list".

If you have any specific questions that I have not addressed, feel free to call.

Sincerely,



Rachel Mayer Harley

RMH/lm

cc: Larry R. Kane