



•Over 30 Years Experience

1820 Wallace Ave., Unit 118 • St. Charles, Illinois 60174

Tel. (630) 483-0007 • Fax (630) 483-0008

[www.americanpainting1.com](http://www.americanpainting1.com)

July 26, 2013

Dear Doug,

I wanted to let you know, knowing that you will probably put this letter in your "binder", why we came back to The Blue Book. As you know we did not continue our program some three years ago due to the economy. In early 2012 I got a phone call from a property manager out of Libertyville who was using an old copy of The Blue Book. Long story short, that call resulting in us painting, both interior and exterior, thirty buildings. The total value of that phone call was 1.2 million dollars!!!

Not sure what this proves other than best to stick with a proven source that gets us exposure and opportunities.

Best Regards,

A handwritten signature in black ink that reads "Gary Bens". The signature is written in a cursive, flowing style.

Gary Bens

President

American Painting Inc.

Non-Union

# AMERICAN PAINTING

COMMERCIAL PAINTING SPECIALISTS

•Interior •Exterior •Fully Insured

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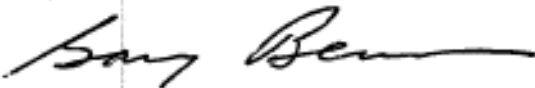
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October 23, 2013

Okay everyone reading this. I know I just recently signed a letter about a 1.2 million dollar project in 2012 I got because of being in an old edition of the blue book which generated a call from a property manager. I then signed up for the next edition (2014) of the book. Well, guess what??? I have already gotten a job for \$4,000. I know it's not big, but it shows that the people who make decisions are looking at the blue book on line and qualifying companies to bid their projects.

Just to be clear.... I did not write this letter, (too busy) but I signed it!! Please feel free to call me.



Gary Bens

President