



October 4, 2016

Mike Murray  
Business Development Consultant  
The Blue Book Building & Construction Network  
Contractors Register, Inc.  
Jefferson Valley, NY 10535

Re: The Blue Book Buyer's Guide

Dear Mike,

I wanted to write you and thank you for placing V.J. Scozzari & Sons, Inc. on the cover of the Who's Who in Building and Construction Buyer's Guide first edition for Central and South New Jersey.

As you know we have been with the Blue Book since the early 90's, and have always found it to be one of the most useful directories for the Building & Construction Industry bar none.

Immediately after the distribution of the Buyer's Guide we received calls from subcontractors and vendors. A number of whom we have not spoken with in while and it allowed us to reconnect. In addition to the subcontractors and vendors that reached out to us, we also received calls and emails from Architects, Engineers, and some Clients that also received the Buyers Guide. I was quite pleased with the extent of the distribution of the directory and the diversity of the readership.

We value our relationship with Blue Book because it always allows us to connect with subcontractors when needed. We have also had great success attending the Blue Book Showcase's. We are excited about being one of the main sponsors for the upcoming event in Princeton.

In closing, I want you to know that the new format looks great and we proudly display the Buyer's Guide in our offices. We are looking forward to the Showcase in Princeton and our continued relationship with the Blue Book

Very truly yours,  
V.J. SCOZZARI & SONS, INC.

Vincent J. Scozzari, Jr., LEED, ® AP  
Executive Vice President

A handwritten signature in black ink, appearing to read "V. Scozzari, Jr.", is written over the typed name and title.

84 Route 31 North, Suite 201  
Pennington, New Jersey 08534  
Mailing Address: PO Box 958  
Pennington, New Jersey 08534-0958  
Phone: 609-895-1100 Fax: 609-895-1126  
Mail: [general@vjscozzariandsons.com](mailto:general@vjscozzariandsons.com)  
[www.vjscozzariandsons.com](http://www.vjscozzariandsons.com)