

Winston Towers No. 4 Association

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January 2, 2013

Ms. Jennifer Fitch
Project Communication Specialist
The Blue Book Building & Construction Network

RE: My Experience with The Blue Book Construction Network

I am the property manager for a 250 unit mid-rise condominium building in Chicago, Illinois, and have responsibilities for both the building and the grounds. This building is over 40 years old, so we have developed relationships with many reputable contractors and vendors. But, of course over that many years, things change; vendors go out of business, mergers take place, and even methods that were not even known are now commonplace. Systems and components are reaching the end of their useful life, so all these things make having a source for new vendors extremely important.

Like many, I was familiar with The Blue Book. (I think I remember one in nearly every office I have worked in.) I would refer to it from time to time, but when I received a phone call from Jennifer Fitch, I was a bit surprised to hear that there was a more modern and user-friendly way to make use of all the information that they have gathered and placed in the book.

My experience has been favorable with this new service, and I have especially appreciated Jennifer's help and diligence in keeping me aware of its many facets. I have received seasonal reminders about things such as the availability of ice melt, for example. I have been introduced to vendors that are actively trying to grow their businesses, and are ready to earn their way in. Jennifer has also followed up to determine the outcome of the projects where The Blue Book Vendors were bidding.

In a business climate where there is never enough time, I feel that The Blue Book Construction Network makes searching for either a new vendor or a better vendor more streamlined and is a valuable time-saving tool and I recommend them to others.

Sincerely,

Steven R. Adams

Steven R. Adams
Property Manager