

HUMBLE

CONSTRUCTION CO.

1180 CARLISLE STREET • BELLEFONTAINE, OHIO 43311 • (937) 592-4525 • FAX (937) 592-0420
www.humbleconstruction.com

Dear Industry Professional:

We would like to announce that Humble Construction Co. **will be exclusively using The Blue Book Network's, *BB-Bid*** to facilitate the preconstruction process for all of our future projects.

Humble Construction has identified *BB-Bid*, as the network of choice for subcontractors and suppliers based on ease of use and The Blue Book Network's commitment to deliver a secure platform for communicating with companies like yours. We will utilize the prequalification process within *BB-Bid*, so it is imperative that you keep your Blue Book Network *ProView* up to date and complete. We will also utilize *BB-Bid's SyncWare* online plan room to deliver all plans and specs during the preconstruction process.

You can be confident that all of the information provided to us by our private vendors will remain just that – private. We greatly value the relationship we have with our vendors and the private information that we request of them and securely maintain in our database.

There is no cost to register and the process is simple. However, please feel free to contact the BB-Bid Support Team at 888-303-2243 or bbbid@thebluebook.com with any questions you may have in getting started.

We look forward to reviewing your qualifications through *BB-Bid* for upcoming projects bid by our company.

Thank you,

Mr. Lance Humble
Humble Construction Co.

November 30, 2011

Corporate Headquarters

335 Huls Drive
Clayton, Ohio 45315
Local: 937-836-0251
Fax: 937-836-8909

Carr Builders
Commercial Construction Co.

Florida Satellite

Crexent Business Center
27499 Riverview Center Blvd
Suite 221
Bonita Springs, FL 34134
Local: 239-444-1755
Fax: 239-444-1756

Virginia Satellite

523 Rhode Island Ave
Norfolk, VA 23508
Local: 937-836-0251

www.carrbuilders.com

General Contractor
Construction Manager
Established 1982

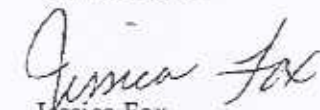
The Blue Book,

We wanted to let the Blue Book know how much this service has helped our company estimate numerous out of state projects. The Blue book helps reach a large amount of subcontractors, allowing us to receive the lowest bids in a short time frame. *We couldn't have gotten such accurate bids in the small amount of time allotted without The Blue Book!*

Also, the customer service with The Blue Book is outstanding! Maggie Spikes with The Blue Book checks in with us regularly asking where we could use more help in getting subcontractors for our projects, if any help is needed with the online set-up of our projects, and if we have any questions. She is a great help to our company.

The Blue Book is an amazing tool to use!

Thanks Again!


Jessica Fox
Head of Operations



2084 US 68 South
PO Box 250
Bellefontaine, OH 43311-0250
937.599.2160
937.599.6170 Fax

December 2, 2011

The Blue Book
www.thebluebook.com

To whom it may concern:

I wanted to take a moment to let you know how much I appreciate the convenience of using your services.

Frequently I will search for an obscure contractor (i.e. building movers, rigging, etc) in an area and I always find someone to contact. I also have used the service to post projects bidding to try to attract a larger pool of contractors for a project.

And always, the customer service is top notch. It is almost like the representatives know I have a question and they will contact me by phone or email at just the right time. How do you do that?

Keep up the good work!

Sincerely,

Brenda Harless, Vendor Relations Manger
Thomas & Marker Construction Co.



P.O. Box 832, 1340 SPANGLER ROAD, FAIRBORN, OH 45324

(937) 878-7915 FAX (937) 878-0165

December 1, 2011

The Bluebook Network
304 James E. Bohanan Memorial Dr
Vandalia, Ohio 45377

Attn: Maggie Spikes

Dear Maggie:

I want to thank you for your commitment in launching the blue book internet package here in our office. I have found that it has saved a great number of manhours sending request for proposal to perspective bidders. The system has further increased our bidders' list two-fold. Your support and the representatives of the 1-800 staff has been a great and convenient resource.

Have a happy holidays!

With many thanks

A handwritten signature in black ink, consisting of several overlapping loops and a long horizontal stroke extending to the right.

David J. Brown

WILLIAMSON BUILDERS INC.*General Contractors Since 1874**8026 Industrial Parkway Road, Plain City, Ohio 43064**Phone 614-873-3090**Fax 614-873-5105*

Dear Maggie,

The Blue Book has proven to be a very useful tool in Williamson Builders day-to-day business and it's quickly become an integral part of our Estimating department. We are able to send ITB's quicker than ever before and able to reach more sub contractors than we did with the older slower method. It also allows us to keep sub contractors informed of new Addendums that have been issued.

The vendor database is an amazing resource. I like having the ability to search vendors using the different criteria options and being able to search "My Vendor Database" separately from the Blue Books Database.

The Blue Book has honestly helped Williamson Builders operate more efficiently and effectively. We are bidding more jobs in a month than ever before and we have established several new business relationships with sub contractors and suppliers.

Respectfully,

Derek C. Williamson



Blue Book has been an instrumental tool to our company in helping us find subcontractors to bid our out of town jobs. As soon as we know we will be bidding a job out of town, we utilize both the hard copy of the blue book and the online website. Both are extremely beneficial to us in aiding our bidding process. Our rep, Maggie Spikes from the Dayton, Ohio office, always goes above and beyond to ensure that we are able to utilize everything that Blue Book has to offer.

CASON ROOFING

410 Power Street, Springfield, OH 45503
Phone: (937) 324-0144 Fax: (937) 324-5779

A brief note to Maggie Spikes of the Blue Book,

As I begin budgeting for 2012, I'm reminded of Cason's successful marketing efforts in 2011. The Blue Book has been a surprising success this year and your efforts involving us in the Blue Book program is much appreciated. The extra tutoring you provided to our sales people motivated them to begin using the leads and estimating tools often. The 2012 goal will be to move them from "often" to "regularly" so I'm counting on you to visit us more in the coming year. The networking afternoon in Sharonville gave me an opportunity to see some contractors I hadn't seen in a long time, renew some old acquaintances, and develop some new prospects – so thanks for everything you do.

Please keep Cason up to date and I'll see you next year.

Dan Coalt, General Manager
Cason Roofing LLC

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KEEPING THE RAIN OUT SINCE 1963
410 Power Street / Springfield, Ohio 45503
937-324-0144 / Fax 937-324-5779

Above everything else you need a "Leak Proof Roof"



9Dec13
Maggie Spikes
Blue Book Account Manager
Central Ohio

ELITE MASTER
CONTRACTOR

Dear Maggie,

I wanted to drop you a note and to let you know how much I have appreciated your help over the last couple of years. It is not often a "Sales Person" works so hard to truly help their customer get more business like you do. This is what we call "Earning" business and that you have done. I have not put the numbers together to prove how much work we have landed as a direct result of your efforts and advice but I will say that the money we spend with Blue Book is by all means some of the best return on our investment on advertising we have spent and does not need to be calculated to determine if we will continue our membership.

Thank you for thinking of us when new opportunities arise and we appreciate the quality of the leads that you send. I would appreciate if you did not share this letter with any of my competition (unless you really have to) as I do feel that you and Bluebook are an advantage to us that many don't have.

Sincerely,

Andy Cason
President of Sales and Marketing

Cason Roofing LLC / 410 Power Street / Springfield, Ohio 45503

937-324-0144 / Fax: 937-324-5779 / andy@casonroofing.com / www.CasonRoofing.com



ADVANCED GLASS SYSTEMS • 8290 ESTATES PARKWAY • PLAIN CITY, OH 43064
Phone: (614) 873-6041 • Fax: (614) 873-0117

To Whom It May Concern:

Our company has been very pleased with the Blue Book features and the amount of work and information that has been provided to us by this venue and also by Maggie. She has been a pleasure to work with and has been an asset to our business. She has always kept us informed and involved, and has always been willing to offer her assistance. We are very fortunate to have Maggie in helping us improve our business.

Have a great holiday!

John Ward
Manager



December 2, 2013

Blue Book of Building & Construction
P. O. Box 500
Jefferson Valley, NY 10535-0500

Re: Testimonial Letter

To whom it may concern,

Being a Blue Book of Building & Construction customer since 1999, we have reaped the benefits of pertinent information such as which General Contractors to send our information to, tracking of bids, along with our advertising that has spurred interest from out of town contractors. It is not every day that someone is in the market for sodding and hydro seeding. It is a specialized trade but when the need does arrive we would like to be first on the contractor's list. The Blue Book was available before the extreme use of smart phones and made a nice reference guide.

Our sales representative, Maggie Spikes, goes out of her way to contact us to inform our company of awarded projects that she thinks we would be interested in along with the general contractor that has been awarded. She is a very pleasant person and we look forward to our meetings with Maggie. Occasionally Maggie will stop in for just a quick hello to see if there is anything we need that she can help with. That type of behavior does not happen with all of our sales representatives. Gerdes Turf Farms, Inc. would recommend both Blue Book of Building & Construction and Maggie Spikes highly. If all of our advertising connections seemed as interested in our company as Blue Book and Maggie, it would be both more profitable and pleasant.

Respectfully,

Brent P. Gerdes
Vice-President

Lawn Renovation • Landscapers & Turfgrass Growers • Custom Hydroseeding
1441 Upper Bellbrook Road • Xenia, Ohio 45385 • (513) 426-4489 • 1-800-877-8386 • Fax (513) 426-4474

Date: 01:31 PM EST, 01/28/2014

From: "Maggie Spikes" <mspikes@mail.thebluebook.com>

To: "Maggie Spikes" <mspikes@mail.thebluebook.com>

Subject: Behnken Concrete

The Blue Book Network
Attn: Maggie Spikes

In Response to your request for a testimonial on The Blue Book Network. My opinion of the advertising in The Blue Book Network has proven to be an exceptional avenue for contact with new clients that may have never known of my company and given me new jobs by word of mouth from these new clients.

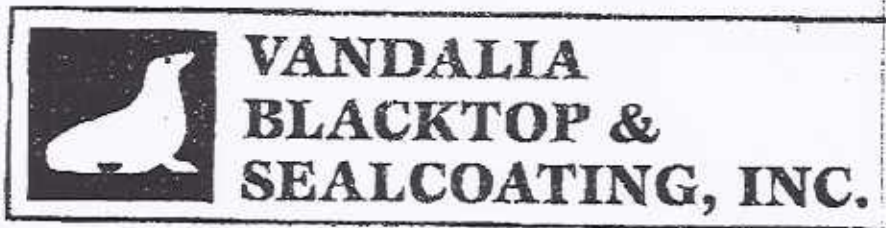
Bill Behnken Owner/Operator

Behnken Concrete LLC

phone: 937-833-4373

fax: 937-833-1017

<http://behnkenconcrete.thebluebook.com>



6740 Webster Street • Dayton, Ohio 45414-2613
(937) 454-0571 • (800) 453-0571 • Fax (937) 454-1250

We have had a lot of success with the leads that have come from our membership to The Blue Book over the years. We have been connected to many companies that we may not have the chance to do business with without The Blue Book. The customer support has been great as well.

Tim Hooser, Vice President

Vandalia Blacktop & Sealcoating, Inc.