

5624 Rockfield Loop
Valrico Fl. 33596

Phone (239) 850-9526
Fax: (813) 502- 6107
gulfsidegrid@gmail.com

Gulfside Grid

Acoustical Ceilings

TO WHOM IT MAY CONCERN,

I STARTED MY COMPANY ALMOST 3 YEARS AGO. SUBCONTRACTED FROM OTHER CEILING COMPANIES, AND STAYED BUSY.

BUT WE ALL KNOW WHY WE WANTED TO RUN OUR OWN COMPANY. ACCORDING TO THE MYTH, ALL OF THE GLORY COMES THEN.

I CONTACTED BLUEBOOK 2 YEARS AGO. WITHIN 2 DAYS I WAS SIGNED UP. ALBEIT A CHEESY VERSION OF A NOT YET DETERMINED LOGO WAS CREATED AND THEY PUT ME FIRST IN CENTRAL AND SOUTH FLORIDA FOR CEILING PROSPECTORS.

ON MY SECOND DAY, I HAD THE OPPORTUNITY TO BID ON 8 JOBS. BY WEEKS' END I HAD OVER 50.

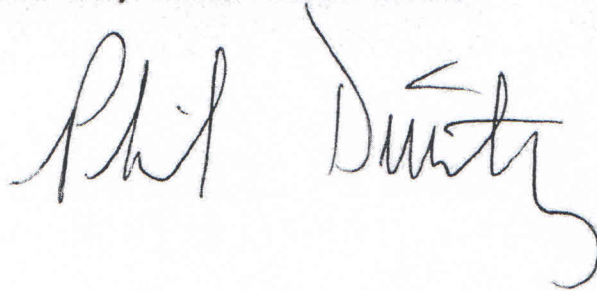
AT THIS POINT NOW, I RECEIVE 40+ INVITES A DAY. AND YOU WILL LEARN, THAT THE INVITE S CHANGE, FROM REPLY TO....., TO PERSONAL CALLS FROM OWNERS, ESTIMATORS, AND AT TIMES ARCHITECTS.

RELATIONSHIPS ARE BUILT, AND YOU ARE ON YOUR WAY. I WISH I COULD GLOAT AND SAY ALL IS EASY AND BREEZY, BUT IT'S CONSTRUCTION, DRAW YOUR OWN CONCLUSION.

I CURRENTLY , WITH A NICE BUT TINY OFFICE, NO ESTIMATORS, SUPERS, OR OVERHEAD, DO OVER \$400,000.00 A YEAR. ALL BECAUSE OF THE VEHICLE, BLUEBOOK PROVIDES. CRAIG HAS BEEN EXTREMELY RESPONSIVE, AND SO PROACTIVE , IT HAS BEEN A PLEASURE. HOPE TO CONTINUE FOR A LONG TIME TO COME.

PHIL DURITY PRESIDENT OF GULFSIDE GRID

"WHERE WE MAKE LOOKING UP, LOOK VERY GOOD"

A handwritten signature in cursive script that reads "Phil Durity". The signature is written in black ink and is positioned below the printed text.