



11/21/2012

Dear Industry Professional:

We would like to announce that our company, EDC Services Group/Excelsior Development **will be exclusively using The Blue Book Network's, *BB-Bid*** to facilitate the preconstruction process for all of our future projects.

Our company 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,

A handwritten signature in black ink, appearing to read 'Alan Cohn', written over a white background.

Alan Cohn
Managing Partner

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