

WE BUILD.

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December 11, 2012

Nichole Lee, Account Manager
THE BLUE BOOK NETWORK
10192 Grand River Road #100
Brighton, Michigan 48116

Re: The Blue Book and BB-Bid

Dear Nichole:

Thank you for helping Pearson Construction implement The Blue Book Network's BB-Bid as part of our subcontractor's and material supplier's invitation to bid program. We have used BB-Bid for all of our projects during the last year and it definitely has increased our responses and the amount of quotations we receive. Subcontractor and supplier participation has always been a critical part of our business and our success in acquiring new business is directly related to their response. The greater our exposure when bidding projects, the greater our chances of winning work. Therefore, we thank you for introducing BB-Bid to us.

I want to thank you personally on behalf of our company. We certainly appreciate your professionalism, the presentations, the training, and the follow-up you provide to us. You have demonstrated superior product knowledge and a passion for your service. However, what truly sets you apart from your competition is your continued service and your genuine concern for us as your customer.

We wish you the best of luck in all of your endeavors!

Sincerely,

PEARSON CONSTRUCTION COMPANY, INC.



Burton H. Pearson II
President