



Hampton, Virginia
Commercial / Industrial Services

(757) 827-5760

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February 28, 2013

**The Blue Book
3900 Westerre Pkwy., Ste. 300
Richmond, VA 23233**

Attn: Jimmy Brent

Gentlemen,

We are glad to see that you are getting more of the larger general contractors to use your service. For years, we have had to rely on their ftp sites to obtain specifications and drawings for particular projects.

We have had problems with our computers after logging on to many of these sites and our IT person has recommended that we avoid these sites as much as possible. He has informed us that ftp sites, in general, are notorious for creating problems on non-hosting networks. In speaking with other subcontractors, they too have experienced similar problems. We also find that your format is easier to navigate and more descriptive in nature.

With all that being said, we appreciate your efforts in getting these guys to use your service. It has to be easier for them as well.

Respectfully,

A handwritten signature in cursive script that reads 'Phil Bashford'.

Phil Bashford

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