



4745 Yorktown Ln. N.
Plymouth, MN 55442

Phone: (612) 916-8364

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To: Steve Wielock @ The Blue Book Network

Steve,

When we started earlier this year with Blue Book I was very hopeful about what Blue Book could do to help my business. After about a month into the program, I began loose confidence because I kept bidding but wasn't winning any work. You convinced me that I should wait and stick with it to allow the program to work long enough to connect me with people that I didn't know. So I waited.

Well, the wait paid off. I've just been awarded a project that has promise for several other projects with the same company. What made the difference was being able to meet them to have them understand the value I bring. Blue Book tipped me off and I ran with it. With Blue Book continuing to alert me like this, our two companies will be working together for a while.

Thanks for your advice to stick with it.

Sincerely,

Tom Beddor

Beddor Contracting

Plymouth, MN