



Saint Cloud, Minnesota 56304 (612) 221-6385

9/21/15

To whom it may concern,

I have now been advertising with The Blue Book Building and construction Network for 7 years. That is the year they came in to the market and I have renewed my program EVERY year. The Blue Book Network has been a great marketing service for my electrical contracting business. It has helped me secure numerous relationships throughout the years. .

In the past year, I received many phone calls from out of town GC's needing help for their awarded projects. In particular, Norwood Commercial from Illinois contacted me about a "Family Dollar store" and I was awarded this project from a Blue Book invitation to bid. We have done a few projects for them now.

Some of the key features that have separated their services from others, are their online presence and hands on training. My Business Consultant Mike Olson, is constantly keeping me aware of the awarded projects coming through and relaying me good information about these projects. Even when I'm busy, it's great to have credible knowledge of what's being built around me. That way I can choose if I want to bid it or not.

I recommend The Network for commercial contractors looking to build solid relationships and contacts from GC's and property managers

Keep up the great work Blue Book!

Sincerely,

Scott

Scott Wessel

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X owner