

**J.W.E. L.L.C.**  
**ANOKA, MN**

11/11/2015

Mike,

I just wanted to let you know that the Bluebook has helped my business immensely. We have built relationships through the Blue Book that has won us 8 Dollar Tree stores within the last 2 years. In addition, just this year, we have done all 5 Hobby Lobby's for Electrical Contracting. These are HUGE relationships and Hobby Lobby values our work so much, that we have done work for 3 different GC's.

We were also awarded 3 T-Mobile retail stores from a GC from Missouri (Granger Contracting). Also awarded this year, Guitar Center, Kirkland's, Talbots, Kate Spade and Finish Line. ALL through the Blue Book in 2015. These relationships will last a long time and The Blue Book continues to deliver for me. I'm extremely pleased with all the leads, contacts and relationships that I have built and been able to pick and choose from since joining the Blue Book Network in 2012.

I don't have a website and The Blue Book's "Proview", is acting as my company's website. It's the first listing that pops up in Google when someone searches for (J Westrum Electric). This gives GC's the capability to qualify my company with the information they need, without having to pay for an expensive website. It also keeps me in contact with my current customers when they need my info. This is important with the increasing competition in Electrical Contracting and saves me money to not build a website.

I have been busier than ever, but when I do need to pick up a job, I know I can count on Blue Book for some new opportunities. Thanks for helping me set up my web page Mike, it is very easy to use and I can keep my information up to date whenever I need to. I also appreciate all the work you do to call me and email me with jobs that are good for me.

I appreciate all the effort Mike and look forward to another great year! You have grown my business and I can't thank you enough.

Thanks,

Alex Westrum

V.P. of Operations

