



Blackhawk Tile & Stone Inc.

Burnsville, Minnesota 55337

(952) 224-1915

(651) 717-8161

To: Renee Capistrant

11-17-2015

From: Steve Harrison

steve@blackhawktile.com

To whom it may concern,

When contacted to advertise in The Blue Book, I was skeptical.

I'm approached regularly to advertise in trade publications, and I lack the time to properly vet each publication. However, in a conversation with my competitors who advertise in the Blue Book, they were very pleased with the results and all said they would renew.

I decided to give the Blue Book a chance, and in the first month I generated enough revenue to pay for the entire years' service. Going forward, renewal is automatic for Blackhawk Tile & Stone.

The cost is affordable and the benefits are solid.

Sincerely,

Steve Harrison
steve@blackhawktile.com