

# GTS HVAC, Inc.

*"Building Systems That Perform"*

4018 Joyce Lane • Minneapolis, MN 55429

July 13, 2016

Dear Mike,

Just wanted to say thank you for your patience and help you have given to GTS HVAC, Inc. these past 2 years! You have given GTS HVAC, Inc. many ideas and suggestions to improve our business. It has been extremely fun to update the Blue Book website with your active participation. I am not sure that it would have been updated if you had not actually held my hand through the process! Talk about going the extra mile!!

You and the Blue Book are always keeping up to date with the latest technology and resources to keep our company promoted and moving forward. I know sometimes this requires some extra encouragement and effort, it is good to know that the Blue Book is willing to invest in their clients with both time and new products.

In addition GTS HVAC, Inc., in attending the Showcase and other networking opportunities, has been introduced to new General Contractors that actually work in our areas of expertise. It is vital that we have such networking opportunities to stay in front of our current contractors and build new relationships. This is a tremendous benefit that is offered as part of the Blue Book network.

It is always impressive Mike, when you, our sales representative, actually forwards a job referral our way... personally! The simple fact that you keep clients constantly at the front of your list ...is impressive!

The positive attitude you approach every situation with is exactly what is needed in construction (and sales). Please keep up the good work and the positive input you bring to the table for GTS HVAC, Inc.! We hope to be able to partner with you for many years to come!

Please take this as an endorsement of both the Blue Book and you personally as our Representative.  
Thanks Mike!

Sincerely,



Tamara R. Sundby, CEO

GTS HVAC, Inc.