

Date: 02:06 PM PST, 02/25/2010

From: "Janie Harper" <janieh@sbcglobal.net>

To: "Curtis Howare" <choward@mail.thebluebook.com>

Subject: Request

February 25, 2010

Dear Howard:

Thank you for coming by our office and introducing yourself. The Blue Book has been a part of our business plan for many years.

We always ask if the out of state call for bids were sourced in The Blue Book and a high percentage of those calls were identified as Blue Book Referrals. Some of the jobs we won (that were sourced with the Blue Book) were the best jobs we have ever undertaken.

It is pretty interesting that for the last two years, the General Contractors from other states who used our business were very prepared to manage the jobs and also paid in a more timely manner than the local guys.

We have been satisfied with the Customer Service The Blue Book provides. The book page presentation draws potential customers to us on as frequent a basis as if we had placed an expensive add in a local magazine.

Continued good luck to your company and I look forward to working with you in the coming year.

Respectfully,

Jane E. Harper,
Controller

Perfection Electric Co
5710 Auburn Blvd # 11
Sacramento, CA 95841