



December 10, 2013

To whom it may concern:

Midwest Fence joined The Blue Book in 2010. The membership has increased our commercial bidding opportunities and overall exposure with general contractors.

Our staff utilizes BB-Bid on a daily basis, although initially we struggled to maximize its capabilities. AJ conducted training in our office which definitely helped us navigate the site.

AJ does a good job communicating with us on a regular basis. He also makes us aware of any changes and is quick to answer any questions we have.

Lastly, the spring mixer is a great networking and relationship building function. We hope you continue to host the event.

Sincerely,

A handwritten signature in cursive script that reads "Steve Wilson".

Steve Wilson