

**From:** Joe Nascimento [<mailto:jnascimento@rafn.com>]

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Congratulations! If you are receiving this e-mail, it means that you have been selected as one of the winners of the inaugural "Raffi" Award for outstanding subcontractor performance for your work on the AMLI Wallingford project.

As I'm sure you all know, this is a tough market in which to excel; even some of our most reliable subcontractors have been struggling. We decided that we spend so much time focusing on the problem subs and we never really take the time to appreciate the subcontractors that perform flawlessly. We wanted to find a way to reward our top performers. We thought about lunch or gift certificates but we wanted something that your entire firm could appreciate, so we thought we'd try this out.

This is not an award that we give away lightly. We had 93 subcontractors and suppliers on this project and we are giving out 14 "Raffi" Awards. The subs listed below were all voted unanimously by the Rafn Wallingford management team. The slightest slip-up can drop someone off the list. I think of it as an award for drama-free excellence. When we put a project out to bid, the hope is that we get a quote, sign a contract, you perform the work, send us an invoice, we pay you and that's that. I probably don't have to tell you that this is a rare occurrence, especially these days; so when it does happen we want to take the time to appreciate the people who made it happen.

We would like to see if there is interest in having representatives from the Wallingford project office and/or site management team from each of your firms attend a lunch presentation in our office. I know everyone is busy and some of you have offices that are pretty far from Bellevue but I'd like to see if there's enough interest to schedule that event. Otherwise, we will either drop them off at your office or UPS them to you, depending on your location. Let me know.

Recipients of the inaugural "Raffi" Award:

- **Final Cleaning: Contemporary Home Services**
- **Rockery: Rockworks, LLC**
- **Asphalt Paving: Lakeridge Paving**
- **Concrete Work: Gonsalves and Santucci (Conco)**
- **Gypcrete: Janes Gypsum Floors**
- **Steel Erection: North Coast Iron**
- **Siding: Exterior Wall Systems**
- **Roofing: Rainbow Federal**
- **Windows: VPI Windows**
- **Window Installation: Northwest Window Installation**
- **Canopy Glazing: Evergreen House**
- **Solid Surface Countertops: Fairweather Stoneworks, LLC**
- **Sprinklers: Smith Fire Systems**
- **Plumbing: JD Plumbing**
- **HVAC: Emerald Aire**



On behalf of the entire Rafn team, we thank you again for your great work.

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