

THOMPSON
SERVICES INC.
HVAC · PLUMBING · ELECTRICAL · GAS

615-274-2281

December 17, 2013

Mr. Tom Utley
Great American Building Inc.
Murfreesboro, TN.

Tom, I am writing to express my sincere appreciation for the manner in which you and Great American Building addressed our last purchase from your Company. As you know our operation started in 2002. This was our 5th building to date to be erected here in Rockvale, TN and it was by far the most seamless. I have to credit your involvement from the beginning to the end.

For future reference to potential buyers that you may come into contact with I wanted to stress why I believe things went so well. Your onsite visit to discuss new product options after visiting with me personally on site, your relationship with the engineers that designed our building allowed me to communicate directly with them to get answers to my technical questions, and your attention to detail in making sure the doors and hardware matched our needs. The key for my operation was we had our building Certificate of Occupancy delivered to us within 4 weeks of the delivery of your building. What that means to an owner is cash flow!!! Could not and would not have happened without your experience. We are collecting rents 3 months ahead of schedule.

With your Superior Service rendered you can be assured the next building we order will be sent to you for first. You will get priority consideration for any future buildings ordered and as you know we plan on building many more buildings in the future as growth in our area show no signs of slowing down. Feel free to have any potential buyer call me direct on my cell at 615-691-3105 should they like to hear from a customer of yours. As we wrap up 2013 let me say Thanks and Merry Christmas to You, Your Family, and Your Company. We are much better off as we wrap up the year because of your help.

Sincerely,

Jim Thompson