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TREMCO®

Commercial Sealants & Waterproofing

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To: Kansas City Chamber of Commerce
Top 10 Small Business of the Year Awards Judges Panel

It is with pleasure that I write to you regarding Mr. William Thomas and his Team at C&M Restoration.

I have had the privilege of knowing Bill over the years having done business with him as a material supplier after he started C&M Restoration. Over the years we were able to create a good supplier / contractor relationship by committing to be open and fair with one another above all else. This one constant of a fair and open mutual relationship has served us very well over the years.

In the past two years we have been able to take those principles which match those of Bill's entire company and take our relationship to even greater levels with a new partnership between Tremco and C&M. This partnership in the garage coating business is producing great returns for both of our companies.

A large part of this success is though Bill's insistence that I have been allowed to become a member of the C&M Team. As a teammate rather than simply a supplier, I have been able to work very closely not only with Bill, but his entire team, from the Project Mangers to the field employees who are all committed to providing quality and lasting solutions for their clients.

Over the years this relationship has allowed us to experience both the good times and the challenging times in a supplier / contractor relationship. The core of this relationship, open and fair treatment, has served us both well throughout, and allowed us to be poised for much success as a team moving forward.

These values in my opinion create a culture which is worthy of consideration as a top small business. Top businesses differentiate themselves in the manner in which they conduct their business. With C&M it is not "business as usual" with a supplier and a contractor. The team approach enables us to work more closely together and create even greater value for their clients, as well as increased business opportunities for both of us.

Thank you for the opportunity to share the success I have enjoyed with C&M Restoration. I am confident that C&M would represent you well as your choice for a Top 10 Small Business of the Year.

Regards,

TREMCO GLOBAL SEALANTS DIVISION

