



FABRICATORS • CONTRACTORS • ENGINEERS

7080 Schnipke Road ~ Ottawa Lake, MI 49267 ~ Ph: 419-841-8775 ~ Fax: 419 – 841 - 8789
<http://www.bullardeng.com> ~ jrakestraw@bullardeng.com

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The Value of ISNetworld to Bullard Company

To Whom It May Concern:

Prior to joining ISNetworld in December 2009, Bullard Company was qualified with 5 other safety monitoring companies. However, it did not take us long to recognize the value of ISNetworld. Immediately, we re-organized our safety program; specifically, our training sequence and our methods of documentation in ISNetworld's database.

Our safety managers appreciate: 1) The recognition and incentive to maintain "A" grades, 2) The notification system of ISNetworld to keep our training and our history up-to-date and 3) The RAVS process which helps facilitate continuous improvement by exposing our program to expert review.

Bullard Company joined ISNetworld for Kinder Morgan and NuStar. We are relatively new to both companies and to this market. In addition, we also offer fabricated products and engineering to complement our contracting. I was pleased to discover the market exposure ISNetworld provides along with the marketing tools to describe products and services other than contracting.

I learned at the Kinder Morgan Supplier Showcase that the ISNetworld database is often used by procurement to select qualified contractors for bidding. In our case, they see our "A" grade. Second, they see we work in 48 states, we offer multiple construction capabilities and we are involved in fall protection. ISNetworld also provides a "Company Profile and Information" section where we describe our fall protection products, ASME modular piping skills and our engineering prowess based upon 29 years of construction experience.

ISNetworld has assembled an impressive list of Owner Clients. Being able to associate with ISNetworld is like having a gold medal hung around your neck. Since joining ISNetworld, we have been approved by another Owner Client and are currently in the process of being approved by two additional Owner Clients. We recently placed ISNetworld's web link prominently on our home page in acknowledgement of their influence.

To top it off, ISNetworld's customer service staff is second-to-none. They are friendly, well-trained and smart enough not to laugh too loudly at my "how to" questions.

Best regards
Jim Rakestraw

Marketing
Bullard Company