



1400 East Columbia Street ■ Evansville, Indiana 47711 ■ 812-422-3340 ■ <http://www.gribbins.com/>

October 1, 2012

Respected Colleagues:

Founded in 1985, Gribbins Insulation is a commercial and industrial mechanical insulation contractor serving the Midwest. Over the years, our safety program has evolved into one of the best in our industry, winning multiple national awards. ISNetworld provides a simple way for us to share the success of our safety program directly with like-minded clients.

Safety is a core value at Gribbins Insulation, and we commit many resources to ensuring our safety program is one of the best. We appreciate when customers request safety information, but those prequalification forms are often time-consuming. ISNetworld allows us to enter data and upload documents just once to share with many owner-clients. With more and more of our clients using ISNetworld, our time-savings continues to increase.

The Gribbins safety program has been honored by *EHS Today* in the 2011 list of America's Safest Companies and as a winner of the Construction Users Roundtable (CURT) 2011 Construction Industry Safety Excellence award. Earlier this year, I was recognized by the National Safety Council as a 2012 CEO Who Gets It. Even with these honors, the nature of our work sometimes makes it difficult to reach owner-clients directly. The depth of ISNetworld's questionnaires ensures that our industry-leading safety rates and extensive safety manual stand out from the crowd.

We cherish the opportunity to share our commitment to safety with customers, and ISNetworld is a key resource in this effort. At first glance, the amount of information requested by ISNetworld may seem overwhelming, but the long-term results are worth the initial time investment. Any company that values its safety program will value ISNetworld.

Sincerely,

A handwritten signature in black ink, appearing to read "Jim Gribbins", is written over a light grey rectangular background.

Jim Gribbins
President

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