

## Customer Testimonials

I've worked with Blake for eight years. Over that time a lot of people have tried to get my business, but I stay with Blake. I call it dual loyalty. I stay loyal to them and they will be loyal to me. They have great service and competitive prices and any problems that arise are very easily worked out by their staff.  
--Jerry Barber

We have used Blake as our primary supplier for several years. Both their knowledge and service are great assets to our daily operations. We are grateful to do business with a local company that continually exceeds our quality and service expectations. --Bowen Jones

Blake offers same-day service, which is something big companies can't. If you call a big company past a certain time it will be next day delivery. I can call Blake middle of the day and it will still be same day delivery. There are no automated phone systems at Blake — when you call they know you by name or by even by your voice. There is simply no other company like it. --Chad Tyler

I've been dealing with BBS for over thirty years. They've always been easy, and their quality of lumber is better than the other local stores, not to mention the quality of service. I can call them with a need and they can deliver within hours, others just can't compete with that kind of service. I was working on a project in Henry County and one of Blake's competitors tried to gain my business. Price-wise, they were very competitive, but I just didn't trust that the quality of lumber was the same and I won't risk the safety of a house based on pure price. That's why I buy 90 percent of my building supplies from Blake. --Alex Tatum

They're handy for us because they carry everything we need in stock. Local builders' supply stores down here in my area have to order what we need. --Chuck Bledsoe

Blake has professional salesmen and they have a good supply of what we need on a daily basis, if they don't, they get it within a reasonable time. --Kyle Johnson

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*"Their customer service is above and beyond. I've had times when I'm running out of a particular material and my sales rep at Blake would bring it to the site within a couple of hours. That's a tremendous help to a builder." --James Faison*

## Mission Statement

Create satisfying, repetitive purchasing experiences for residential and commercial builders and remodelers.

## Core Values

Our mission statement is carried out through our ten core values.

- To conduct business with integrity.
- To treat employees, customers, and suppliers with dignity and respect.
- To do what we say we will do, when we say we will do it.
- To empower employees to use common sense in all company transactions, and when in doubt, lean toward the customer.
- To practice "second-mile service" routinely.
- To be our customer's most knowledgeable and professional supplier.
- To partner with suppliers who provide the highest quality and value.
- To provide a safe, clean working environment.
- To share the fruits of our success with employees and to help them to pursue personal success.
- To achieve excellence in all our communication, actions and results.

We practice  
"Second-Mile  
Service."



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# Remember when...?

In 1958, Blake Builders Supply Co. was the new kid on the block, mainly serving one county.

# 50

Years  
of Serving the  
Professional  
Builder

After fifty years, Blake's has grown into one of the largest and most respected independent dealers in the central Georgia market. The company has succeeded because it rigorously adheres to its Mission Statement and set of Core Values that put the customer at the top of its organizational chart.

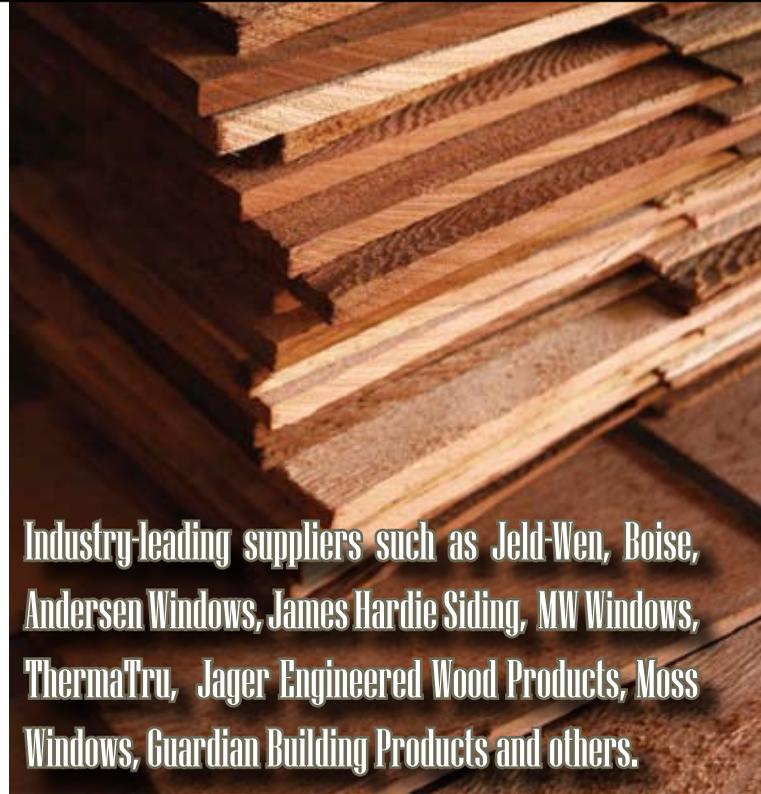
## Measured Performance

We actually measure our performance on the two most important elements of service to builders: **on-time and complete** deliveries. We use GPS technology to improve the quality and efficiency of our service.



**93%**  
OF DELIVERIES ARE  
ON TIME & COMPLETE

## PRODUCTS



- Framing Lumber
- Floor systems (2x10s, I-joists, trimmable end trusses, manufactured trusses)
- Roof trusses
- Panel products
- Windows, doors, mouldings, finish lumber, and other millwork
- Masonry, roofing, sheetrock, and insulation
- Siding and decking
- Ventilation products, hardware, and sundries

★ Blake carries a broader assortment of products and product categories in stock, ready for immediate delivery. Expanded categories include long-length lumber, engineered wood, masonry and fireplace products, and interior and exterior trim. In the trim category specifically we have, in stock, Ponderosa pine, yellow pine, oak, spruce, finger-joint, MDF, PVC, engineered fiber boards, and assorted panel products including MDO and birch plywood.



## Specialty Structural Products

In 2000, Blake added a truss plant as a sister company in order to provide a more complete product offering to its customers. In-house designers provide personal consultations on truss design.



## Employee Tenure

Blake employees are knowledgeable and experienced.



I to r: Alan, 1 yr.; Debra, 7 yrs.; Peggy, 13 yrs.

left: Tracy Stitcher, Millwork Specialist, 8 years.

**8**  
AVERAGE  
EMPLOYEE  
TENURE  
years



I to r: John, 16 yrs.; David, 6 yrs.; Jimmy, 5 yrs.