



The Family Advantage

Plumbing • Well • Septic Supply

*A Service Team, People  
Sharing Business With People*

To whom it may concern:

*Product & Technical  
Information*

VAMAC engaged Brown Smith Wallace Consulting to assist us in preparing an RFP, organizing the process of vendor evaluation, selection, and negotiations for our Enterprise Resource Planning project. They carefully maintained and tracked the project while scoring each vendor's responses and presentations. They have extensive market knowledge which helped establish initial prospective vendors as well as provided excellent incite during last steps to our final selection.

*Quality Kitchen &  
Bath Fixtures*

*Elegant Whirlpool  
Baths*

*Repair Parts*

*Pipe, Valves &  
Fittings (many types)*

We were pleased with the professionalism and competence of the personnel and structure provided. They clearly provided a scheduled and complete process for the total evaluation. We are confident their suggested steps and this process alone yielded significant savings.

*Onsite Waste Water  
Recycling Equipment*

*Water Well and Pumping  
Equipment*

If we were to do another project like this, Brown Smith Wallace Consulting would be our first choice.

*Water Filtration  
Equipment*

*Hydronic and Radiant  
Heating Equipment*

We would be pleased to answer any detailed reference inquiry or question from you concerning our experience with BSW.

*Self-Selection Counters*

*Designer Showrooms*

*Residential & Commercial  
Water Heater*

Sincerely,  
Chris Perry

*Web Site Order Entry  
[www.vamac.com](http://www.vamac.com)*

*Daily Delivery*

*Convenient Locations*

*A Family Business*