



GARAGE DOOR & DOCK SERVICES CO.

It is my privilege to introduce Matt Fernandes, the President of Matt's Garage Door and Home Services, and the new owner of DDM Garage Door & Dock Services. Matt is purchasing the business as of January 30, 2015.

It's time to pass the torch.

Matt joined DDM Garage Doors five years ago. He came here with a wealth of home building and electrical experience, starting at the age of 10 helping his father build homes. His winsome personality has become the face of our company. In the last five years more customers have called our office to compliment Matt's work than they had all other employees before him. During the same time period our service and installation business grew at an average annual rate of 25.6 percent.

Matt is honest; I never questioned the time on his time sheets or the charges on his invoices. He's quality-conscious, and he's probably the hardest working employee I ever hired. I can't think of anything he can't fix. And he cares for our customers; he has served them well.

Matt is a born entrepreneur. I've mentored him in the business, both in the technical and in the business side, but more importantly in helping guide his understanding of his stewardship before God. His standards are not based on what his competitors do, but on what Christ would have him do.

DDM Garage Doors has been in business since 1981. In the early years the primary business was the traditional sale, installation and repair of garage doors and openers. Coupled with that has been the sale of garage door parts. On September of 2012 we incorporated the business, and on January 1, 2014, we separated the traditional business from the parts business. The service and installation business was incorporated as DDM Garage Door & Dock Services Co.

During 2014 I helped Matt set up his own business, Matt's Garage Door and Home Services. For the remainder of the year he helped us as a subcontractor. When I sent him out to install a door or opener, I knew I wouldn't have to return to check or correct his work. His five-star Yelp reviews speak volumes.

I've taught Matt a lot, but he has taught us as well. Matt is multi-talented. His help producing videos has substantially increased profits in the parts distribution end of the business. And, while my knowledge has been primarily with garage doors and openers, I have benefitted from Matt's construction knowledge and with his electrical skills. While working for us, Matt also learned to repair dock levelers, a market I had avoided for 35 years. He taught the rest of us the business, and we learned enough to add dock leveler parts to our site. Now, that has become a growing division of our parts distribution business.

I have every confidence Matt and his people will serve the customers as well I did, if not better. You will not be disappointed. I expect great things of Matt and his people.

A handwritten signature in black ink that reads "Daniel D. Musick". The signature is written in a cursive, slightly slanted style.

Daniel D. Musick, January 30, 2015

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