



January 13, 2021

To Whom It May Concern:

RE: Wayne's Acoustical & Drywall, Inc.  
107 Yeager Court  
Huntsville, AL 35806

Please accept this letter as my personal and professional recommendation regarding Wayne's Acoustical & Drywall, Inc. Listed below are the primary criteria that I use in evaluating a business and its owners.

Item #1: Character

I have both insured and bonded Wayne Scruggs dba Wayne's Acoustical & Drywall, Inc. since 1992. During this time, I have come to know and respect Wayne, not only as a Professional within the construction industry, but also as a man that believes in "doing the right thing for the right reason". Both Wayne and his company have one of the highest reputations for integrity and honesty in our community and unfortunately for me, is not required to bond most of their jobs---specifically due to his reputation.

Item #2: Capacity

Currently, Wayne's Acoustical & Drywall, Inc. is bonded with C.N.A. Surety (one of the country's largest surety companies). We have not established single job or aggregate working program limits as we feel that they are capable of most any job size they choose. With a strong banking relationship with First Commercial Bank, a tenured and trained workforce, either recently renovated or new equipment, an impressive job cost/accounting system and a commitment to preventing accidents instead of just dealing with them, give Wayne's Acoustical & Drywall, Inc. many advantages over any of their competitors. (And speaking of competitors---there are not any of this size or magnitude...there are some 4-5 men shops but non that compare in strength or capacity).

Item #3: Credit

Wayne's Acoustical & Drywall, Inc. is one of the most financially stable companies that we bond. Out of over 250 bond accounts, they rank either #1 or #2 in the capital availability, quick ratio which compares current assets to current liabilities not to mention per job profitability and backlog. As mentioned previously, we have not established a per job or aggregate work program maximum limit because we feel that the job or series of jobs that this contractor would undertake should be given the highest consideration for approval. It should also be noted that they have earned the very best bonding rates that are available among the companies that we represent.



Item #4: Commitment

“Doing it right the first time” is not just a saying, it is a way of work and life at Wayne’s Acoustical & Drywall, Inc. Even when it means a reduction in profitability, this company will do what it takes to make their customer satisfied. I have watched this company grow to a significant work force within our region. I attribute their success to quality workmanship, a philosophy of doing it right the first time and a belief that the customer is the ultimate boss, all of which “flow down” from the company’s President – Wayne Scruggs.

I am sure it is obvious that I have a very high regard for this company, its owners, and its employees. I welcome the opportunity to discuss any questions that you might have in this matter, so please do not hesitate to contact me if I can be of any assistance in any way.

Respectfully,

*John T. Freisen*

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