

Industry-specific reference for construction business

Subject: Trade Reference - [Construction Company Name]

Dear Procurement Manager,

I am providing this trade reference for [Construction Company Name], a general contractor with whom we have supplied materials since [Date].

This company has managed projects ranging from residential renovations to commercial developments valued up to \$[Amount]. Their material ordering is professional and well-planned, typically providing 48-72 hours notice for delivery requirements.

Payment performance has been reliable despite the typical cash flow challenges in construction. They understand material supply chains and work cooperatively during shortage periods. Safety protocols and site management meet industry standards.

Project completion rates are strong, and they maintain appropriate licensing, bonding, and insurance coverage. Subcontractor relationships appear professional and stable.

We extend NET 30 terms with a credit limit of \$[Amount]. Collection issues have been minimal, with most payments received within terms despite project payment delays common in construction.

I recommend them as a competent construction partner for projects within their demonstrated capability range.

Best regards,

[Your Name]

[Building Supply Manager]

[Company Name]

[Industry Contact Information]

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