

December 7, 2020

Christian Millington
SM Engineering Company
9 Ninth Ave. N
Hopkins, MN 55343

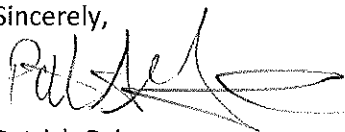
Dear Christian,

I am writing this letter to provide feedback for future potential customers. When you made initial contact with our company, I was very skeptical; your introduction letter had been handed from one manager to the next, finally landing on my desk as the Facilities Engineer. My initial thought was, "I don't have time for another sales pitch", however, being a part-time sales representative for our company, I realized how difficult it is to "break the ice". I am so glad I took the time to set up a meeting with you.

The time that I spent getting this project off the ground was minimal and the results, now over two years later, speak for themselves. When one considers the retroactive refund (reviewing / auditing past utility bills) that we have gained we are now sitting at \$38,000 of savings. I spend a lot of time looking for ways to save the company money, but nothing has compared to the amount of saving SM Engineering as been able to achieve for us.

We look forward to many more years of business relationships and I am proud to recommend you and your company.

Sincerely,

A handwritten signature in black ink, appearing to read "Patrick Gainer", with a stylized flourish extending to the right.

Patrick Gainer
Facility Engineer / Outside Sales
Crawford Company DBA Seaberg Industries