

# BIG W INDUSTRIES, INC.

200 S. 5TH STREET • KANSAS CITY, KANSAS 66102  
PHONE: (913) 321-2112 FAX: (913) 321-2113

March 20, 2019

Gay DeMarco  
SM Engineering Co.  
9 Ninth Ave. N.  
Hopkins, MN 55343

Dear Gay,

I am writing on behalf of Big-W Industries to say thank you for completing the analysis of our utility usage and bills. The findings resulted in a substantial monetary refund for our company.

The process was simple and easy from our perspective, though in retrospect it would have been very difficult to navigate without the assistance of SM Engineering.

Thank you again for your assistance.

Sincerely,



Phil Derksen  
Operations Manager

Big-W Industries,  
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Kansas City, KS 66101

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