



AERO DESIGN & MANUFACTURING, INC.

July 31, 2019

Mr. Jim Shanahan
Senior Business Consultant
SM Engineering Company
9 Ninth Avenue North
Hopkins, MN 55343

To Whom It May Concern:

When the Jim and the SM Engineering team approached us with their Energy saving proposal, I was skeptical of their claims. However we decided it wouldn't hurt to proceed, since they only make money if they save us money. When I looked at our Electric Bill I couldn't believe the costs savings. I am very pleased with efforts and results of Jim and the SM Engineering Team, and would recommend anyone looking to save money on their utilities.

Best Regards,

A handwritten signature in black ink, appearing to read 'Will Schuhardt', with a long horizontal flourish extending to the right.

Will Schuhardt
Controller