



October 22, 2021
Gay DeMarco
SM Engineering
9 Ninth Ave N
Hopkins, MN 55343

Dear Gay,

I am writing to express our thanks and to highly recommend the services of SM Engineering. Fuller Industries has had the good fortune to secure your services to help evaluate our utility contracts and rates this year. The process was efficient and after reviewing our billing history and obtaining the necessary information for the review, your team was straight forward in outlining the opportunity for refunds and savings.

This year we have recovered over \$35,000 from past utility spending. Fuller Industries will now realize additional savings going forward.

I highly recommend SM Engineering to anyone who is looking for a company who has excellent skills at auditing your utility contracts, tariffs and rates to find errors, or perhaps better opportunities for the utility spend of your company.

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

Thanks again, SM Engineering – another job well done.

A handwritten signature in black ink that reads "Mark Chalfant". The signature is written in a cursive, flowing style.

Mark Chalfant
CEO