



ENVELOPE COMPANY, INC.

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March 19, 2019

SM Engineering
ATTN: Gay DeMarco
9 Ninth Ave N
Hopkins, MN 55343

Gay-

I wanted to say "Thank You" to SM Engineering and yourself for working with us at KC Envelope Company Inc.

As a business owner with a single 75,000 Sq. Ft location, I was skeptical of the service you offered and the ease of the processes required to execute our audit.

After some hesitation on our end, I was pleasantly surprised of how easy this process was while working with you and SME. Just a few moments of answering some questions and SME took care of the rest! SME evaluated our prior utility bills and worked directly with our utility companies to find errors and over billing that came to over \$12,000.00 in credits.

I would highly recommend working with Gay DeMarco and SM Engineering and will be working with them in the future to help evaluate and confirm we are not being overcharged by our utility partners.

Thanks again for your assistance!

Daniel M Wos
President
KC Envelope Company Inc.