



core-spun
by THERAFIRM

THERAFIRM

SmartKnit.

August 9, 2018

SM Engineering
Attn: Gay DeMarco
9 Ninth Avenue North
Hopkins, MN 55343

Dear Gay,

I am writing to recommend SM Engineering for their professionalism and services in regards to a review of our utility bills at both our Kansas and North Carolina facilities. The process was efficient and after reviewing our bills and history and obtaining the necessary information needed for review, your team was straight forward in outlining where there were opportunities for savings and where there was not. We were pleased with approximately \$70K in refunds for our North Carolina facility, after the persistent work done by Angela of SM Engineering with Duke Energy. We now get to realize additional savings going forward.

Thank you and the entire SM Engineering team and I hope this letter of recommendation helps others to understand that the process is simple and if there are no savings, then there is no cost in performing the review. It is definitely worth the small amount of time to evaluate.

Thanks and take care,

A handwritten signature in blue ink, appearing to read "Chris Vering". The signature is fluid and cursive, with a large loop at the end.

Chris Vering
President, CFO, COO