



La Canasta Mexican Food Products, Inc.
3101 W. Jackson Street
Phoenix, AZ, 85009

Phone: 602-269-7721

October 17, 2018

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

Re: Utilities Savings

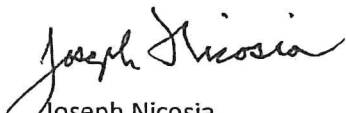
Dear Mr. Shanahan:

La Canasta thanks SM Engineering for the recovery and the reduction of its utility costs. Your team's approach and process for the recovery of past year's overpayments and future reduction of La Canasta's utility costs was handled efficiently and with little involvement of La Canasta's staff. In addition, your team followed up on our recovery claims with APS and Southwest Gas on a regular basis keeping us informed as to the amount and timing of their payments to us.

The entire process took only six (6) months from the time that we engaged SM Engineering until the time La Canasta received APS's and Southwest Gas' recovery checks for past year overpayment of utilities. The APS and Southwest Gas recovery checks totaled \$93,000.00.

At the onset, what SM Engineering was proposing seemed to be farfetched, but after receiving the \$93,000.00 in recovery for past year's overpayments of utilities, as well as saving on average \$1,500.00 per month or \$18,000.00 per year in utility costs on going, we are extremely happy that we did.

Sincerely,


Joseph Nicosia
Controller