



March 19, 2019

Gay DeMarco  
SM Engineering Company  
9 Ninth Ave N.  
Hopkins, MN 55343

Dear Gay,

I am writing to express our appreciation for the work SM Engineering performed for us at our Kansas City facility. I will be honest that I was skeptical at first that any savings could be found, however, you have proven me wrong. The savings on our trash service was almost a 50% savings. This has freed up some resources allowing us to make some building maintenance upgrades and tackle other projects on our to-do list.

There were also savings you found in our utilities that freed up several thousand dollars per year. I am certain we would not have been able to negotiate these terms with our utility companies directly.

We are hoping that the other facilities we operate out of will also be reviewed and the same types of savings will be found with each of them. What you are providing customers helps them save money that can in turn be re-invested back into the company. Keep up the good work and we will gladly recommend you to other manufacturers in the future.

Thank you for your services!

Sincerely,

A handwritten signature in black ink, appearing to read "Dustin Hecht".

Dustin Hecht  
Vice President

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