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**Robbins**<sup>®</sup>

6/12/18

Michael,

SM Engineering came through again with yet another company that I had work for. Having had utilized your company's expertise at a previous employer, I knew what I was "getting into" when I got the call at Robbins asking for the chance for SM Engineering to come in and review our utility bills for savings.

Thanks to your firm's hard work and expertise, you found that we were being charged at 100% for sales tax when it should have been drastically lower. Over the 4 year period that we are able to review in retrospect, that amount came to \$114,000!! Our sales team would have to sell A LOT of flooring in order to see that amount fall to the bottom line.

And as promised, there was little to no effort needed on our behalf. A very large pay back and cash on the books that we would have never realized had it not been for SM Engineering.

Thank you so much!

Brigette Derks-Pennings  
Accountant