



November 30, 2010

**RE LETTER OF RECOMMENDATION – THE RETROFIT COMPANIES**

To Whom It May Concern:

The following is written to favor you with a recommendation in behalf of the Retrofit Companies. Recently, we approached Xcel Energy requesting an energy audit of our office. One of the items discovered in the audit was our antiquated office indoor lighting.

Xcel suggested the Retrofit Companies to upgrade our lighting. When I called the Retrofit Companies I was first greeted by a human being, something that is becoming increasingly rare these days. I was quickly directed to the right people who were out at our office within a couple of days. The representative from the Retrofit Companies was courteous and knowledgeable. He surveyed our lighting needs and recommended a newer bulb with less wattage with the same amount of light.

The materials were ordered and technicians from the Retrofit Companies showed up again to our office. They quickly went about their work with absolutely no interruption to our office staff. In fact, a couple of office staff remarked that they forget the technicians were even there.

The products installed were great. Their service was timely and efficient to the point that we have now called upon the Retrofit Companies to address our parking lighting needs.

If you are considering any projects such as these in the future I highly recommend the Retrofit Companies. I think you will find the experience and service as favorable as did we.

Sincerely,

A handwritten signature in black ink, appearing to read "Charles H. Jakway", written over a horizontal line.

Charles H. Jakway  
Vice President