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www.retailtechinc.com

December 17, 2007

Wendy Fry
The Retrofit Companies
2960 Yorkton Blvd.
Little Canada, MN 55117

Dear Wendy:

The lighting retrofit completed at our facility has yielded incredible results.

First, the improvement to the quality and level of light was phenomenal. When you removed our 400 watt Metal Halides from the warehouse and replaced them with the energy-efficient fluorescent high bays, I received many comments from my employees. They stated that the light level was noticeably brighter. The shadowing and buzzing noise from the old system was gone. It was truly like night and day. Warehouse employees stated they didn't know how they worked in there before. The only negative comment I received was from an area that was already retrofitted with standard T8 lights. They looked out into the warehouse and felt as though their area was no longer bright enough!

Second, the savings you and Xcel energy predicted for our company was accurate and honest. It's great to see a reduced invoice every month and be operating under much better lights.

Finally, I would like to commend your electricians for a job well done. The crews were in and out with hardly a disruption. They cleaned up after themselves and were courteous to work with. They went above and beyond to try and troubleshoot some areas not included on the scope of work.

As promised, you've helped with recycling and follow-up on our warranty. When we have failures, we receive a quick response to keep our system operating as it should.

We are looking forward to more work with TRC in the future.

Sincerely,

Bob Spinner
Owner
Retail Tech
1501 Park Road
Chanhassen, MN 55317
952/380.0493