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December 7, 2011

Mike Wood
AP Sheetmetal
84 Baekeland Ave
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Re: Solar Racking

Dear Mike,

I am writing to thank you for your persistence. After our initial meeting I was skeptical of your claims that your solar racking could cut 40% from my racking and ballast installation time. Well, you persisted and we purchased your racks for 2 small projects totaling about 250kW. Even with the learning curve of a new product, our team (consisting of 5 men) finished installing the racking and ballast in a day and a half. The second delivery at site number 2 took just one day.

You have a great product and an even better team working with you. So again, I am writing to thank you and to tell you that you have a customer for life in Green Planet. If you ever have another potential client with doubts, just give them my number and I'll set them straight.

Sincerely yours,

A handwritten signature in blue ink, appearing to read "Travis Lake", written over a horizontal line.

Travis Lake

Executive Vice President