

## LETTERS OF RECOMMENDATION

"Thought you might be interested in the results of the installation of SUPER THERM on the exterior walls and ceilings inside the apartments of the building I purchased. There are eight apartment units and a retail store in the 10,000 square foot building. The building is divided as follows, 2400 square feet of retail space with the balance divided into eight apartments ranging from 500 square feet to 900 square feet on two levels. Each apartment is equipped with its own natural gas furnace controlled in each unit. The utilities are paid by the building owner.

During the winter of 94/95 the heating cost for the building averaged \$1100.00 per month. I purchased the building in September, 1995 and had seen SUPER THERM on some roofs in the area and thought perhaps it could be used inside the apartments to reduce the heating costs. After contacting one of your representatives, I decided to do the apartments with SUPER THERM. The SUPER THERM was applied at 100-125 square feet per gallon on the ceilings and inside exterior walls in seven of the eight apartments in October, 1995.

At the end of the heating season in May, 1996, I compared the gas bills for 95/96 to the gas bills of 94/95 and was very pleased when the figures showed an average of \$600.00 per month versus \$1100.00 per month. It should be noted that two double pane windows were installed on the north side of the building in October, 1995. If we allocated 50% of the savings to the new windows, the SUPER THERM still had a pay back of approximately 65 days.

I am now a firm believer in the unique benefits of your SUPER THERM and will be coating the roof with your roofing system as well as coating the exterior of the building.

You may now list me among your many satisfied customers."

*—Cliff Harland, Owner  
H&H Apartments*

*INSIDE DESIGN, Turtle Lake, WI*

"I just want to let you know how pleased we were with J.E.'s recommendation to coat the interior of the concrete walls and the 16-foot ceiling of our 1200 sq. ft. warehouse facility in Halawa Valley, Aiea on Oahu, Hawaii.

It has now been almost 3 years, and the temperature in this warehouse/office/meeting facility for our reps is a steady 65-70 degrees, as is required for storing our nutritional supplements.

I am sure you will recall that the overhead garage entrance was replaced with a glass door and side windows.

A local air conditioning company estimated that a 7-ton air conditioning unit would be required to cool the space. Instead, we purchased a 3 1/2-ton unit, after spraying painting the walls and the metal ceiling with ThermCote/F (\*).

The "system" is working well. Much of the time we are turning the air conditioning down or off, because it is getting so cool.

The air conditioning people are amazed because their method of calculating BTUs needed to cool the area indicated a much bigger unit than the smaller one currently installed. They, too, are convinced the reason is the ThermCote/F application."

*—Nancy Peevyhouse  
Future Mart*

"Thought you would appreciate knowing how the Thermcoat F (\*) is holding up. As you may remember, we were one of the new customers to use this product in our large metal warehouses and manufacturing buildings back in 1990. The coating has held up well against every hail storm with no sign of degradation. That includes deterioration from ultraviolet rays. Other products we have tried have failed in these areas, especially in the department of adhesion. This product really bonds on. The temperature difference with and without the coating remains the same meaning the temperature drop is significant enough to allow the buildings to be worked in without mechanical cooling systems. On a hot summer day, that temperature would be about 120 at the floor level before, now we're down to 90 on the worst day of the year. With ceiling fans, we can cool it a bit more. This is one of the few products that lives up to its claims."

*—Roger Kuntz  
K-Tech (formerly Ag Enterprises)*

\* ThermCoat/F is a private label name for SUPER THERM