

HARVARD UNIVERSITY
GRADUATE SCHOOL OF BUSINESS ADMINISTRATION
GEORGE F. BAKER FOUNDATION

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June 12, 1990

Mr. Wayne Luther
New England Sun Control, Inc.
25 Thurber Boulevard
Smithfield, RI 02917

Dear Mr. Luther,

Our house on Cambridge has large picture windows on all floors. They either face East or West, and so they get the full blast of the sun's heat in the morning or the afternoon.

When we moved in in July, 1972, we found that the house was uncomfortably hot on a sunny day, even with the air conditioners running. An installation of 3M Scotchtint was made about a month later. At once we noted a dramatic change for the better. The rooms became comfortable (with air conditioning) even in the hottest summer weather. This improvement has continued until this date in 1990.

However, only a few months ago we began to notice distortion of vision and some discoloration of the material. This, we are told, is the sign that the service life of the material has ended after eighteen years. We are arranging for replacement of the Scotchtint and look forward to many years of satisfaction.

I will add that, when we obtained a second home in Florida, almost our first step was to install Scotchtint there.

Sincerely yours,

Pearson Hunt