



1275 South Broadway, East Providence, Rhode Island 02914

(401) 438-7020

New England Sun Control  
Mr. James Westell, Sales Representative  
20 Thurber Blvd.  
Smithfield, Rhode Island 02917

April 24, 1996

Dear James,

It is with great pleasure I write this letter to express my extreme satisfaction with your 3M product. My first thought after engaging your services was "Wow! We are going to have a great deal of disruption." To my amazement it was the opposite. Your men cleaned up after each window installation leaving the area clean and orderly. Needless to say we were all elated.

The crew you assigned us was always kind and courteous to all our staff and residents. The savings in the first year were unbelievable. We paid approximately \$6300.00 for the total job and in the first year saved approximately \$1200.00 in electrical costs.

The product serves more than one function. It saves energy costs which I can attest to. It has blocking agents that block out UV rays from the sun built into it's membranes. This feature inhibits the discolorations of furnishings. Due to the use of the 3M product, our draperies, carpeting and furniture have not lost any of their original color. A favorite feature of mine is that it gives our building a beautiful exterior look with the mirrored sheathing. The mirrored effect serves our residents well by enabling the residents to look out the windows knowing no one from the outside can look in.

Jim, again I thank you for all your expertise in helping us save dollars and add beauty to our building. I cannot say enough good things about this product. I can only say it was one of the best decisions I have ever made.

Sincerely,

*Michael Monteleone*  
Michael Monteleone

P.S. Enclosed is a postcard of our building displaying the 3M product.