

June 5, 2006

Att: Doug Grise

To Whom It May Concern:

I purchased Lewalt Laundry in November of 2005. From the onset of the purchase I knew that I was going to need to update the store and the equipment in order to increase sales and profits. I was confident that this was possible as I had successfully updated a store in September of 2005 with Dexter washers. So in January of 2006 I began renovations. We painted the interior and replaced the carpeted areas. I then purchased 4 T-400, 6 T-600, & 10 T-300 Dexter Express machines. I vended them at 50% off for 1 month to allow everyone to at least try them. I did not run any advertisements. At the same time I raised my top loaders pricing from \$1.50 to \$1.75. The sale was a huge success and the customers loved the machines. Several customers commented that they actually spend less money cleaning their clothes due the nearly 50% decrease in drying time afforded by the new equipment. Very few customers complained about the price increase of the top loaders due to the sale and we have received very positive feedback about the updated look and overall cleanliness of the store.

Over the past six months my sales have increased by over 12% and my utilities have gone down. Top load usage has decreased from 62 turns per day to 40 turns per day which further decreases my expenses. Needless to say, the new machines have kept me profitable in this very tough market.

I also purchased and installed a Hamilton water heater (EVO-DUO) at the same time that the Dexter washers were installed. This heater has dramatically decreased my gas bills as it is considerably more efficient than the boiler had been. The best comments have come from not only the express machines but the newly painted and overall cleanliness of the store.

Teeters Products has provided outstanding sales and service over the past six years to our company. I would highly recommend contacting Teeters Products to anyone considering the purchase of laundry equipment for their business.

Thank you,

Matt