



June 27, 2013

Mr. John Salizonni
J.A.S. Industries, Inc.
140 Bouchard Street
Manchester, NH 03103

RE: Letter of Reference

Dear John:

I would like to take this opportunity to thank you and your team for the excellent workmanship and expertise provided to complete the Design Build HVAC project of the 64,000 SF professional office building located at 1100 Elm Street, Manchester, New Hampshire.

From our earliest meetings to discuss the breadth of the project, including complete boiler and chiller replacements, ductwork/pipe/VAV, temperature controls, and air handling units, along with the various energy savings options, to the manner in which to proceed given occupancy levels of the building, your advice and recommendations have proven our decisions were well founded.

Though the building was in large part occupied during the entire duration of the extensive project, the attention to detail, the precautions necessary to provide for the safety of our employees, tenants and visitors, and the accommodations necessary to assure continued operations, was very much appreciated.

Since completion, we've received many favorable comments from employees and tenants regarding the comfort and consistency of the heating, cooling and air quality of the building.

My best wishes to you and your team and with pleasure offer this recommendation.

Sincerely,

CROSS INSURANCE

A handwritten signature in blue ink, appearing to read "W. Cross", written over a light blue horizontal line.

Woodrow W. Cross
Chairman

74 Gilman Road
P.O. Box 1388
Bangor, Maine 04402
telephone: (207) 947-7345 / 800-999-7345
commercial lines fax: (207) 941-0849
personal lines fax: (207) 947-5920
email: insurance@crossagency.com
internet address: www.crossagency.com

"Woodrow W. Cross Agency dba Cross Insurance - Bangor is legally organized as a Maine business corporation and is separately and locally managed and operated as a wholly owned subsidiary of Cross Financial Corp., Bangor, ME"