



March 19, 2014

Dam Fans, LLC  
Duke DeBernardi

Re: AmeriTitle Building  
Roseburg Oregon

Duke:

In 2012 we installed a Dam Fans' system in our building to solve an air movement issue. When our 15,000 sq. ft., landmark building was constructed there was a large upstairs open area reserved for a tenant. When the tenant, a financial services business, built out the space it closed in all of the open area. The existing HVAC system was designed for most of that area to remain open. Unfortunately with the space enclosed, the temperature in parts of the tenant space became unbearable in the winter and summer months, either extreme cold or heat.

We consulted with a traditional HVAC company who serviced the building for a solution. Their solution was to install Mitsubishi units in individual offices or drastically increase the tonnage capacity of our existing HVAC equipment. Not only were these expensive options, it also did not solve the entire problem for not all areas could be served by the new equipment.

Your company proposed installing Dam Fans' air movers in the false ceiling in the front and back of the tenant space. The Dam Fans' air movers included variable frequency drivers which significantly reduced any air mover associated noise. Noise was a big concern for us because of the nature of the tenant's business.

I am pleased to report that the air movers have performed flawlessly. By moving the air more efficiently, the tenant space is always at a comfortable temperature. Your system not only saved us thousands of dollars in original equipment cost, it also saved us hundreds of dollars annually in operating cost because of their minimal energy consumption—even though they run 24/7.

Our tenants were originally skeptical that Dam Fans could solve the problem. Now they are very pleased with the results.

Best regards,

  
B. Robinson  
General Manager

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