

M A R C H É LAPLANTE



Saint-Jean-sur-Richelieu, September 17, 2019

Subject: Letter of reference – SMARTREF TECHNOLOGIES

Dear Madam, Sir,

This letter is to provide a reference for the SmartRef products sold by Mr. Dubé.

After recent renovations, we began having temperature problems in my supermarket. It was cold and very uncomfortable and we received several complaints from our customers.

I had heard of Mr. Dubé through Mario Lafèche from Frigomar and William, Frigomar's service manager. They said that Mr. Dubé of SmartRef Technologies had new products that would make the supermarket much more comfortable and lower our supplementary heating costs. So I decided to meet with him.

The two most uncomfortable departments were the fresh meat department, which has a ten-foot ceiling and is located under the service room, and the beer department, which is also located under our offices. Mr. Dubé explained that his product would recover warm air from the ceiling space and direct it where it is needed without affecting the performance of the refrigerated display cases. He also recommended new, very quiet fans that would distribute more warm air in the aisles.

I had all the blade ceiling fans above the aisles removed and had the fans proposed by SmartRef Technologies installed. We also added several SmartRef fans throughout the supermarket.

As our electricians were installing the fans in the meat and produce departments, we immediately noticed a change in temperature. Discomfort gave way to comfort. Every solution Mr. Dubé proposed to me worked instantly. I subsequently lowered the heat in my supermarket to save on my electric bill. After seeing the good results, I asked Mr. Dubé to add two new fans in the beer department. I highly recommend him.

Do not hesitate to contact me for more information.

Daniel St-Jean
Owner



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