

Windsor Industries

Wrought Iron & Access System Specialists
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20 February 2004

Mr. Ted Dickson
BD Loops
832 San Nicolas Cir.
Huntington Beach, CA 92648

Subject: Letter of appreciation

Dear Mr. Dickson:

It gives me great pleasure to write this letter as an endorsement to your BD Loop product line. Over the last three year we have been using your pre-formed loops without a single failure. Our experience with other loop designs has ended up costing us lost profits in repeat service calls and in some cases we had to saw cut new replacement loops at our expense and with great dissatisfaction from the customer from the saw cut pattern being added to their new driveway

Our installers are also very appreciative of your easy-to-install design and the completeness of your instructions. The advance features of your product has save us a lot of money by reducing the man hours required to install and by the fact of not having to make repeated service calls. Switching to your preformed loops has greatly improved our bottom line profits.

I highly recommend your products to others and want close by saying thanks for helping us in establishing a better image with our customers.

Sincerely,



Richard Sandoval

Access Department Manager, Windsor Industries