

Fax

Lynch Insulation & Roofing, Inc.
 18 Enterprise Dr. • Vassar, MI 48768 • FAX 989-823-3141
 PHONE 989-823-2878 or 800-942-7663

DATE: MARCH 3, 2004
 TO: Applegate Insulation
 ATTN: Mr. Matthew Adams
 FROM: Ken Lynch
 RE: Customer Testimony

PHONE: _____
 FAX: 517-521-3597
 PAGES: TWO

Urgent For Review Please Comment Please Reply ASAP

• **Comments:**

NO...Matthew I did not solicit or pay these people to write me
 this letter. In fact, when I saw the envelope I thought it could
 be a "this is to notify you that there is a major problem we
 think you caused". Then, I should have known better because these
 people were very good customers of our hardware store. And, I had
 previously had us do other insulation and roofing projects.
 Obviously I was relieved.

We already plan on sending a copy of this letter with every new
 home insulation proposal.

You may use it and or send it along to our fellow dealers if you
 think it could be of use.

Keep up the good work!!

Ken



March 1, 2004

Lynch Insulation
18 Enterprise Drive
Vassar, MI 48768

Dear Ken,

We are writing this letter to tell you how happy we are with the insulation job you did in our house in 1998.

With the rising cost of heating bills ours have been very reasonable. Compared to our family and friends ours in January 2004 were $\frac{1}{2}$ and even $\frac{2}{3}$ less.

We have our home for sale at the moment and are planning on building a new one and when we do we will be calling you again.

If you ever need to use our home as an example of your quality of insulation feel free to do so.

Sincerely,

Don & Linda Pardee

Don and Linda Pardee
1562 North Saginaw Road
Lapeer, MI 48446
Ph# 810-245-2754