

Dear Pamela,

Thank you for your note and the pamphlet you forwarded last week. We are extremely pleased with the system we installed in 1993. Our home, a converted barn, has approximately 5500 square feet but contains huge volumes of cubic space that are heated and cooled. The prior owners had installed a water based geothermal system that was complicated and ineffective. The electric costs for the home exceeded \$10,000 per year which made it virtually unsaleable.

After much research we installed three Great Aire Units due to the fact that there was no available technology that can produce heating and cooling BTU's at lower cost. Our home, all electric, has total energy costs of less than \$4,500/year. This is incredible in light of the size of the structure and the fact that it is not feasible to full insulate an old structure of this type. The cost analysis that I used to make the purchase decision used a cross over point of approximately 6 years. My experience to date indicates that the break-even point between the two technologies for my home will bne in the area of 4 years. Over the course of 10 years I will save over \$30,000 in energy costs due to the fact that my system is so much more efficient than other available technologies.

I am pleased to act as a reference for the fact that all your claims and projections have more than come true. The system works exactly as you represented an is actually performing at less cost than the projections you prepared.

Sincerely,

Robert K. Mayfield