



September 16, 2013

To whom it may concern,

University of the Incarnate Word has been doing business with Yates Company, LLC, since spring of 2012 when Mr. Yates approached us about becoming a partner with our facilities and building automation systems. Since that time, we have mutually invested in 9 buildings with either retrofit of obsolete or non-working controls to new buildings from the ground up. With the vast systems types from chillers, boilers, AHU's, RTU's VAV's water source heat pumps and BACnet integration to VFD's, RTU's, Boilers and ERU's we have come to trust the expertise of Yates employees. Yates has also provided IP based CCTV for safety of our students and staff.

Here at UIW, we have had a vast selection of experience with building automation providers and can firmly state that Yates has the experience and products that raise the bar for competing vendors. Though the service and support are the absolute best; the pricing remains very competitive. We look forward to a long lasting partnership with Yates and would certainly recommend them for your automation systems.

Please do not hesitate to call if you would like to see the systems or if you have any questions.

Sincerely,
Peter Reininger
Director of HVAC
University of the Incarnate Word
210.829.3947