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29 October 2010

To Whom It May Concern:

As the acting Territory Manager for York, I cover a large territory in Southeastern Virginia and Northeastern North Carolina. Upon receiving this territory, I quickly was hit with a major obstacle in being able to effectively gain confidence in HVAC dealers and consumers alike in not being able to provide a "coastal protected unit" that would guard against salt, sand corrosion, and the overall rigorous conditions of coastal conditions that could damage coils. As major other manufacturers were able to offer coatings, protections, and other warranties.

As I began to search for a solution to my problem, another TM has informed me of a company, EPS, in the Tidewater area that would offer coastal protection with a strong warranty parallel to a great product. I made a phone call and was quickly introduced to Bevan Brinkley. Within less than a day, Bevan was able to make a presentation on their product, offer extremely competitive pricing, and seal a deal with Virginia Air to be the sole source provider in offering coastal production on all residential equipment York and Virginia Air offered.

I was impressed with the initial meeting but further impressed with his expedient reaction to being able to meet our tough time line for having units coated, the customer service to help educate contractors on the ins and outs of the product, and the overall can do attitude he displayed. Bevan instantly added great value to us at Virginia Air through their product, skill set, and overall professionalism.

As a result, Virginia Air now actively stocks and maintains over thirty plus coated units along with all commercial units that are speced for seacoast protections solely through their efforts. Personally, I am now able to approach all dealers in coastal environments with great confidence with strong product not only in York but MicroGuardl, our protective coating.

I would highly recommend the product and the application that Bevan offers to any HVAC distributor. If the distributor works and sells equipment in an environment that may be corrosive, coastal, or difficult for HVAC coils for the chance of damage, it would be in their best interest to partner with them. I cannot say enough about the product, their willingness to help us succeed, and their ability to make things happen in such a timely manner. Part of my growth in the Outer Banks market is a direction correlation of the efforts of Bevan Brinkley.

If I can be of any further assistance, please do not hesitate to contact me directly.

Respectfully

Josh Walton  
Territory Manager  
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