



MEMORANDUM

To: Joe Siegmund, Zonex Systems
From: Greg Cobb, Sonoran Air, Inc.
Re: Zonex Product Feedback

A handwritten signature in black ink, appearing to read "Greg Cobb", is written over the "From:" line of the memorandum.

Since March 2011, Sonoran Air, Inc. has been installing Zonex Systems residential zoning products. Sonoran Air installs thousands of zone systems each year. Since our transition to using Zonex products, we have seen a reduction in warranty service calls related to zoning components.

Sonoran Air has been in the Residential Air Conditioning business for nearly 20 years. We have used a variety of zoning and controls products. What sets Zonex Systems apart from the others is the product design/quality and the level of support and service available to my company. Zonex dampers use direct drive motors and do not use plastic gears or straps that can fail after years of use. When we have a product question, assistance is a phone call away; we do not wait days or weeks to get an answer.

Additionally the Zonex Intelligent Fresh Air ventilator provides a fresh air controller that allows contractors to meet the fresh air requirements of ASHRAE 62.2 and Energy Star, improve energy efficiency and reduce costs. By providing ventilation during off-peak heating & cooling hours, our engineering team is able to design systems with reduced equipment sizing. The reduced peak heating/cooling load allows Sonoran to provide a more efficient home for our customers.

We would enthusiastically recommend Zonex to HVAC contractors or their builders looking for zone control and fresh air ventilation strategies to meet the new Energy Star requirements.

By working closely with Zonex Systems, Sonoran Air has been able to improve quality, reduce warranty costs and provide unique energy efficiency features to home builders. Zonex products help set my company apart from other residential air conditioning contractors, allowing us to win more business.