

MISSION HILLS VISTA DEL SOL
HOMEOWNERS ASSOCIATION

Professionally managed by



Personalized
Property
Management

68-950 Adelina Road
Cathedral City, CA 92235

November 19, 2014

Mr. Jeff Chalfin
CEO-Flow Dynamics, LLC.
PO Box 231021
Encinitas, Ca. 92023

RE: Smart Valve

Gentleman:

At the request of the Trustees of Vista Del Sol HOA (Mission Hills, Rancho Mirage Ca.) in our capacity as management of their business affairs, we recently undertook and supervised the installation and monitoring of your product - THE SMART VALVE.

The installation was performed on 2 different water meters servicing the irrigation/sprinkling system for their facility, with a 2 inch valve placed in service after the meters.

The first location was in place in May-June, 2014, on a meter with relatively low usage. The resulting savings - as measured by meter readings over a 4 week period - was so dramatic that we made the decision that the valve should be moved to a meter with considerably larger volume. This was done on July 10.

Test period (June 9-July 10) without the valve showed average consumption of 23,900 gallons /diem. Measurement from July 10-September 9 showed consumption of 14,700 gallons/diem. The savings of 39% was then adjusted for some slight changes in the watering cycle, and we concluded that savings of 32% resulted from the installation of the valve, which we considered a conservative assessment.

We have recommended to the Board of the HOA that they seriously consider additional installations on the meters (6) that use significant water amounts.

Our company has been engaged in business for over 30 years, managing more than 125 HOA's affairs in our region. Your valve is one of the most impressive pieces of equipment that I have experienced. I have informed your local representative that I will be pleased to introduce him to our Client base, confident that the savings will be particularly important in light of our serious water crisis.

Yours Truly,

John Warfield, CEO
Personalized Property Management, Inc.