

# Testimonial

BEST Equipment is an authorized dealer for Stored Energy Solutions. I am the Owner and President of BEST Equipment. We are headquartered in Indianapolis, with a full service facility in Cleveland Ohio.

BEST Equipment is one of the oldest Public Works/Municipal/Contractor equipment companies in the nation, having been established in 1917. We represent many different brands of top tier equipment, including several major brands in the refuse industry, such as Labrie and New Way.

I have been in the equipment distribution business all of my life. I am 57 years old. My father was in the business before me and I was literally born to be in this industry and run this dealership. Prior to joining BEST in 1984, I worked for Waste Management for 5 years.

BEST Equipment is known and respected on a nationwide scale for its sales performance and fair business practices.

I just finished a 3 year term as President of the Labrie Dealer Council. What all this means is that BEST is established and connected with every Labrie, New Way, and Heil dealer in the country. The partnership of BEST's distribution/industry knowledge combined with Bob's technical knowledge creates a very strong business proposition.

We strive to represent innovative cutting edge products to give us a market place advantage. That is what attracted me to SES and Mr. Bob Sikorski. I have labeled SES as a "game changer" for what I see it will do for my dealership and how it will impact the entire industry nationwide.

The ability to reach back to existing fleets is a huge benefit. My dealership's ability to write a spec for new equipment which includes SES will give BEST a huge competitive advantage.

I have been nothing but impressed with Bob Sikorski as the leader of SES.

His knowledge is unquestioned, but its his passion for this technology which I really appreciate. He has a strong vision of what can be.

I feel SES has tremendous upside and a very bright future. One only has to look at the numbers of *existing* refuse vehicles as well as the many thousands of *new* ones which are bought every year to calculate SES's potential. Just capturing 10% of that volume would be immensely profitable, for all of us.

Thank you for considering my viewpoint.

BEST Regards,

**Mike Dahlmann**  
President

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