



**Charles Broadfoot
& Associates**

USTCOM System

1623 Brookside Ave.
Fayetteville, NC 28305

(910) 484-5815
www.ustcomonline.com

October 24, 2007

To: Industrial Magnetics, Inc.
Attn: Pete Friedrich

I've just received my second magnetic manhole cover lifter from you guys, and I have to tell you, this is a wonderful product!

My business involves EPA compliance for underground storage tanks, mostly at convenience stores. We visit our client's sites monthly and perform a compliance audit. This involves lifting the manhole covers and seeing what's inside. Some of these covers are quite large (36" to 42" in diameter), and rather heavy. We were using screw drivers, crow bars, pry bars, various hooks, anything we could find that we thought would make the job easier. I broke my back about 20 years ago, and at 58, I'm not as young as I used to be. I'd come home after a day of lifting 20 to 30 of these covers bent over and aching from my neck to my toes. I thought I was either going to have to come up with a better way, or hire someone just to ride with me and do the lifting.

I went on the internet and found lots of manhole cover lifters. Most all of them came with several "keys" to fit various manhole cover configurations. The covers I deal with don't use keys, and besides, who wants to keep up with a bunch of keys anyway?

I ran across the Industrial Magnets site in my search and found your magnetic manhole cover lifter. It looked like the perfect solution to my problem. A bit pricey, I thought, but after some reflection, I bit the bullet and ordered my first one. I am so glad I did. The magnet made it truly "universal" since it does not rely on various keys or other mechanical mechanisms to attach to the cover. You simply place the magnet on the cover. Hook the loop at the top with the dolly, push down on the handle, and roll the cover off! It's so easy I actually enjoy using it!

This is no toy. The magnetic manhole cover lifter is very well made, and I expect to get years of service out of it. I expect you'll be getting several orders for the magnetic manhole cover lifter. Several NC State UST inspectors have seen mine in use and are currently lobbying to get their own. On one occasion I was working in a small town, and the town manager came over with his public works manager to see what I had. I gave them all the information, and have no doubt they will be ordering from you in the very near future.

Thanks for a great product.
Best regards,

Kip Broadfoot
Charles Broadfoot & Associates, Inc.
Underground storage tank management services