

AKRON CENTRE
Ohio Edison Building
Akron Centre Plaza

May 28, 1996

Mr. George J. Locher, Jr.
Project Engineer
COMSE ENERGY MANAGERS
8413 Tower Park Drive
Twinsburg, Ohio 44087

RE: Energy Consultants and Energy Management Systems

Dear George:

As you are aware, I have had considerable exposure to the concept of Energy Management in large facilities. As a result of that experience, I have learned that putting blind faith in a "major" manufacturer of building automation controls to provide an Energy Management System (EMS) that meets the real needs of a building owner can be a journey full of pitfalls. Unfortunately, most "major" manufacturers of building automation controls are primarily interested in:

- Installing as much of their equipment in your building(s) as possible
- Writing a general EMS program that is aimed more towards avoiding "call backs" for changes than the achievement of energy saving
- "Locking-in" a client to an extended relationship including an expensive preventative maintenance contract.

Recognizing the above pitfalls, it was imperative to me that we involve a consultant with the expertise to not only identify the best energy savings opportunities available in our facility, but to also design/project, manage and write an EMS program that not only maintains a maximum level of building comfort, but also realizes a maximum amount of energy savings. It was with the above qualifications in mind that I chose **COMSE ENERGY MANAGERS** as our Energy Consultant.

Comse began our project with a detailed engineering study that addressed not only the possible need for additional building automation controls, but other areas of possible energy savings opportunities such as lighting modifications and utility rate analysis. This study resulted in a proposal for a turn-key upgrade/expansion of our existing EMS. The savings projected from the implementation of this project were estimated to be the conservative amount of \$73,335.00 annually.

Comse next entered its role as project manager; subcontracting the installation to a local electrical contractor and the material provision to Johnson Controls, Inc. (the manufacturer of our existing EMS). Comse professionally fulfilled this portion of the project, supervising all labor and the material ordering/deliveries to complete the installation ahead of schedule.

Mr. George J. Locher, Jr.
Page 2 of 2
May 28, 1996

Comse then worked with McKinley Commercial personnel to develop a program for the new EMS that would ensure the aforementioned building comfort/energy savings requirements. Comse supervised the actual program entry by Johnson Controls programmers to maintain the developed program's integrity.

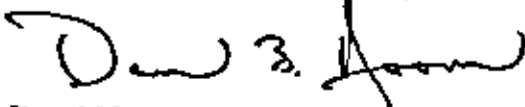
Lastly, Comse provided detailed monthly energy savings reports showing both the Gross billing differences of the base month versus the current month and the Net billing differences which were corrected for heating/cooling degree day differences as well as other building factors. These monthly reports were easy to follow, without any "hidden" calculations or adjustments.

After twelve (12) months of the EMS being "on-line," the results were in. The original projected savings estimate of \$73,335.00 was indeed conservative; our actual first annual Net savings totalled \$122,279.00 (167% of the projected savings, or \$48,944.00 over the projected savings).

As you can imagine, McKinley Commercial, Inc. is extremely pleased with these results. I would not hesitate to recommend COMSE ENERGY MANAGERS to anyone interested in savings energy.

Sincerely,

McKINLEY COMMERCIAL, INC.



Donald B. Hoover
General Manager

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