

Family Services

of Summit County

212 East Exchange Street, Akron, Ohio 44304

TTY for the deaf (216) 376-9351
(216) 376-9494

Mr. Richard G. Lubinski
General Manager
COMSE Energy Managers
1521 Highland Road
Twinsburg, Ohio 44087

Dear Rick:

Our agency decided to investigate the possibility of automatic thermostat controls to offset or reduce the increasing utility costs. On recommendation of a Board member who is familiar with your company's work we contacted COMSE. In addition we contacted another company.

The other company proposed a sophisticated, computerized control system. Based on your preliminary evaluation, which included questions about our real needs instead of discussion on what "your" system could do for us you suggested a less complex system at half the cost and payback period. The projected savings you quoted in your proposal you indicated were conservative.

After reviewing both proposals our Facilities Committee settled on your system instead of the more sophisticated one. This turned out to be a wise choice for us since several months after you installed our system I read an article which reported the other system's manufacturer now thought they had all the "bugs" worked out of the system. Our agency was pleased that we did not have to become a test site for an unproved product.

The system you installed, not only had our intended results of reducing gas and electricity consumption but also reduced our peak demand for electricity, thus reducing our overall electric bill. Also, because of the timing mechanism in our system the overall comfort level of the building has improved. In addition, we had two problem offices which several attempts by previous companies had failed to improve. Your mechanical systems engineering staff after reviewing our building plans and inspecting our air distribution system greatly reduced the problems in those offices.



We have been very pleased with both the equipment and the service that COMSE has provided. Our experience has shown that COMSE has fulfilled its promises and any questions or possible problems have been attended to promptly.

Sincerely,

Vince

Vincent A. Cybulski
Director of Business Management

VAC:plw