



Forest City

To Our Fellow Energy Users:

When Forest City Dillon Core Systems, Inc., decided to investigate energy management systems, we found we were babes in the woods. It was hard to determine which energy consultant was interested in providing a total system and which representative wanted to sell a box to hang on the wall.

The more we searched the more we discovered we had to be wary. We decided we wanted and needed a total package including a consultant committed to supporting the system they would install.

We found a consultant who was confident of what they could do for us and well they should be for they have more than 25 years experience in the business community.

COMSE Energy Managers did a hands on evaluation of our facility doing a complete energy management audit of our operation, it's energy usage, machinery operations and heating and cooling requirements. Their approach to us was let's engineer your system so that we control those areas that must be controlled first (those that relate to immediate significant reduction of energy usage and offer the highest potential for cost savings). An important side effect being the reduction in equipment maintenance cost. Our controlled equipment and machinery no longer runs at full tilt during all hours of operations. It does not suffer premature fatigue and failure.

Through the use of simple bar graphs reflecting on/off cycling and demand control, our consultant made the theory of energy management visible and understandable.

COMSE acquired all the necessary data to build a base on energy consumption. Through engineering the system properly they projected impressive cost savings factors to us.

What did they deliver?

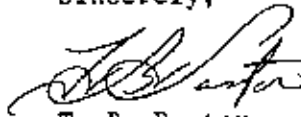
COMSE Energy Managers delivered more than they promised. In fact, we would have been pleased if they had delivered only what they promised in their conservative estimate of savings and payback. What we got was much more. Our system paid for itself in two-thirds the expected time. We are now enjoying unbridled savings.

COMSE delivered a quality installed, efficiently operating energy management system. The system was completely tested and documented before turning it over to us. Their performance didn't stop there. At the proper time they conducted the needed customer orientation and training so that our key people understood the operations of the system.

For a full year after the installation COMSE kept us advised of our progress by monitoring our usage and providing us with written reports to document the savings.

In short, we are very pleased with our system, its installation, its performance, and COMSE's continuing backup support and excellent service. If we had it to do over again, we would do exactly the same thing.

Sincerely,



T. B. Pastor
Office Manager

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