

WEST POINT MARKET

Purveyors of Fine Food and Wines

Comse Energy Managers
1521 Highland Road
Twinsburg, Ohio 44087
Attn: Mr. Richard Lubinski
General Manager

Dear Mr. Lubinski:

I thank you and your staff for the close support we have received during the past 9 months of COMSE operations at the West Point Market. The quality of your work has exceeded our expectations and resulted in savings.

In the food industry one of the top 5 concerns is energy management. From a cost standpoint energy to run coolers, freezers and airconditioning, to name a few, makes this grocer energy sensitive... a bottom line expense some might call "fixed". Power is a concern because of the close profit margins in the food business and the continuing increase in rates we must pay.

Twice a year we conduct an indepth review of all operating expenses looking always for ways to save. With this in mind I contacted COMSE Energy Managers requesting an energy audit. I was impressed and put at ease by the professional way I was treated.

While the expense to install an energy system was a major investment, I felt, based on prjections, that we could have a 21 month payback. After the first 5 months of entry to the system we are ahead of estimates by 900.00.

Continued:

This April we celebrated 49 years of continued business growth and profits. Paying attention to every facet of business expense has been, in part, responsible for our sound financial condition. Plans are under way for our big half century anniversary... good business won't automatically be granted those years without a true respect for day to day expenses. COMSE has delivered a savings performance that has my attention and respect.

Next project... revamp, rethink and rebid our insurance programs.

Sincerely,

A large, stylized handwritten signature in black ink, appearing to read 'R. Vernon', with a long horizontal flourish extending to the right.

Russell B. Vernon
President/Owner

RBV/ph