

Zion

INDUSTRIES
INC.

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Richard Lubinski
General Manager
COMSE Energy Managers
1521 Highland Road
Twineburg, Ohio 44087

Dear Richard:

Zion Industries has employed the EMS load scheduling and alarm features of the COMSE system to take advantage of off-peak electric rates and to manage our on-peak demand. We have trained our foremen to be sensitive to the "peak load" alarms and react accordingly. Managing our peak loads has resulted in real savings.

Last week I attended an Ohio Edison seminar that focused on developing teamwork between industry and the power company. This teamwork would help minimize load growth across Ohio Edison's distribution system and educate industry in how to more effectively use electricity. One way that we have contributed to this partnership is by using the COMSE Energy Management System.

If you have a potential client, I would be glad to answer any questions about the benefits of our system to date.

Sincerely,



Keith Starcher
V.P. - Operations