



Date: 2-12-07

TO: New Thermo Inc.  
FR: Joe Gauthier, Operations Director  
WESCO Inc.  
RE: Thermonomics oil additive

Thank you for introducing WESCO to your efficiency restorative technology. Over the past 2 years we have successfully treated, without incident, all the A/C and Refrigeration compressors/units in all 55 stores, our headquarters, distribution center and our bakery. With close to 1,000 compressors treated (even down to the Icee and ice machines) we have had the following experience:

1. Each store analyzed showed decreases in the overall kWh. This was done comparing the same year ago kWh, for specific billing cycles(pre-treatment) with the current kWh (post-treatment) for the same billing periods. The decreases in kWh happened even though new equipment was added inside the stores...which increased BTUs/load...which in turn also added on the A/C load by at least ½ ton for each store.
2. Reliability of our A/C and Refrigeration systems has never been better and we have had no abnormal issues with the equipment.
3. The older stores showed the highest kWh savings which confirms your claims in your literature about the older the systems, the more they have degraded and the more potential energy savings are locked up due to that degradation.

Our payback on your technology in the older stores appears to be less than 12 months and the newer stores would be closer to 18 months...which is acceptable to us for energy savings technology. We look forward to the benefits of your technology for many years to come. Thank you,

Sincerely,

A handwritten signature in black ink that reads "Joe Gauthier". The signature is written in a cursive, flowing style.

Joe Gauthier  
Operations Director