

George Straznitskas
Sales and Marketing Manager
Alliance Energy Solutions
April 27, 2006

Dear George,

On behalf of Thule, I would like to thank you and Alliance Energy Solutions for a job well done. Our lighting retrofit project went very smoothly. Your installation team was on-time, efficient, clean, and very easy to work with. I was pleased by how well they were able to work around our ever-changing production schedule without disrupting our assembly lines. They were very helpful in relocating some fixtures that were poorly located, as well as removing some fixtures that were no longer necessary.

It is rare occurrence these days when a company will deliver everything it promises. I must admit, I was a bit skeptical when I was told that our energy costs would go down without sacrificing our current lighting levels. But I can attest that our lighting actually improved in all areas of our plant. You were right, the T5 lights are much more pleasant than the old metal halides. In just 3 months our total electricity usage has dropped 15%, saving us about \$7,000. With today's increasing energy costs, I would recommend this project to any company, it's a no-brainer.

Thank you again for making this project a complete success.

Sincerely,



Mark Andrejczyk
Manufacturing Engineer
Thule, Inc.
Seymour, CT

THULE