



July 24<sup>th</sup>, 2006

**RE:** TVSS and KVAR System from Total Energy Concepts, Inc.

**To Whom It May Concern:**

I am writing this letter to explain our experience with the Power Protection / Energy Optimization System offered by Total Energy Concepts. We initially installed the TVSS portion of the system into our facility on April 23<sup>rd</sup>, 2004. We were having some issues with our electronic equipment at our check out locations, so the power protection aspect of the TVSS system was very intriguing to me initially, although the energy savings capability was of more interest.

To date, we are saving approximately 18% with the TVSS system and are very happy with its performance.

Recently, we installed the KVAR Power Factor Optimization System on all of our refrigeration compressors and air conditioning compressors. The demonstration done by Damian Smith clearly showed an instant "additional" energy savings potential on all of our compressors. The average Power Factor, or efficiency, of our compressors was 64%. Damian showed me how we can correct that to 99.9% with the addition of the KVAR units on the compressors. This would also yield a significant energy savings and improve my bottom line even more.

We have been serving the Northwest Wisconsin area since 1937 and I believe that staying on top of things and improving your bottom line is the key to success, which is why we have done business with Total Energy Concepts.

We are very happy with the service and support from Damian Smith and Total Energy Concepts and would recommend them to any customer who wants to stay on top of things and improve their bottom line.

Sincerely,

A handwritten signature in blue ink that reads 'Dave Schmitz'.

Dave Schmitz  
**Schnitz Economart**