



DuPont Performance Coatings

DuPont Marshall Laboratory
3501 Grays Ferry Avenue
Philadelphia, PA
19146

Mr. Joseph P. McGillian
President
Commercial Utility Consultants, Inc.
1556 McDaniel Drive
Westtown Business Center
West Chester, PA 19380

Dear Joe:

I wanted to take this opportunity to thank you for the fine work that you and your organization have performed for Dupont's Marshall Labs over the years. The initial work performed by Commercial Utility Consultants (CUC) included identifying and implementing three separate areas of savings on our electric bills. The total savings resulting from these three recommendations totaled in excess of \$180,000.00 per year. In addition, your initial analysis yielded annual telephone savings of approximately \$17,000.00.

Several years later when it became apparent that Marshall Labs needed to be more competitive with other Dupont facilities, you helped us negotiate discounted rates on our three major utilities (electric, gas and steam). The negotiated rate savings for these three utilities totaled almost \$500,000.00 per year and we continue to receive the majority of these savings well after your period of shared savings has ended. You were also successful in helping us secure a rebate from the gas company of almost \$100,000.00 to offset a portion of the capital costs incurred with the purchase of a gas fired chiller. I firmly believe that the services provided by CUC should be utilized at all Dupont facilities.

Thanks again for your assistance in reducing our utility costs. Best wishes for future success for you and CUC.

Sincerely,

A handwritten signature in cursive script that reads "Robert Rullo".

Robert Rullo
Operations Manager