



OF FRANKENMUTH

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Letter of Recommendation – Tenurgy

Zehnder's of Frankenmuth was introduced to Tenurgy and its services through a mutual business friend from Petoskey, Michigan. He recommended we take a look at them to possibly save us some money on our gas, electric, phone, water and sewer costs. We were cautiously open minded but very interested as these are very large costs for our corporation and any amount saved would assist us in making it through these challenging economic times.

Michael Harrington met with us to share their expertise and asked if they could analyze all of our electric, gas, water and telecommunication services. Through this analysis of current and past billings, Mike said he was confident they could find some savings back to us.

To our pleasant surprise, they found over \$27,000 in telecommunications savings on past improper billings, and another \$30,000 savings in renegotiating our telecommunications contracts moving forward. These are savings we would have never been able to realize on our own.

Additionally, we have locked in on very favorable electricity rates for the next year and are closely watching gas rates and we hope to save an additional \$100,000 combined annually moving forward.

We view Tenurgy as a great ally in saving money, but we couldn't have done it on our own without their expertise. They are also always available to consult us on various costs, market conditions and are a good partner on cost saving strategies and supplier communications in an industry they are very familiar with.

We have been very pleased with their services and cost savings to-date and we highly recommend, that you like us, give them a chance to save you money. Our significant savings to-date and prospects of future savings makes our relationship a win/win situation.

Should you have any questions about our favorable experience with Tenurgy, feel free to contact us.

Sincerely,

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