



To Whom It May Concern:

Chesapeake Spice was initially contacted by John Watson from Tenurgy to explain their program of seeking out savings, credits, and refunds on our utility bills. It was explained to me that this was a no risk program for Chesapeake Spice; if Tenurgy did not find any savings, they did not receive any compensation. After many months went by (through no fault of Mr. Watson because he was persistent in bringing Chesapeake on as a client), I decided to partner with Tenurgy to give them the opportunity to find utility savings, if in fact, the savings was out there. The best part is that their service didn't come with any upfront cost or obligate us to pursue the savings.

In the fourth quarter of 2013, I was introduced to Mary Buchanan and she became my main contact during the utility review process. Their audit process took approximately 6 – 8 weeks and produced several opportunities for Chesapeake Spice; they identified two billing errors that resulted in \$54,000 in savings over a 12 month period *to Chesapeake Spice alone* by way of refunds and/or reduced billing. Not only have they generated real savings to our company but they continue to monitor our billings to ensure that we are being charged correctly going forward. I can say that throughout this entire process, Mary has been outstanding to work with. She has been extremely professional and she has never taken her eye off the ball once. My work schedule dictates that I can sometimes be difficult to reach but Mary was also very tenacious in her efforts to bring me up to date on her progress and always kept me informed as to what she was working on.

In closing, Tenurgy's services and results have been remarkable. They have earned a very high endorsement from me; I would recommend them to any company that does not have a good understanding of their utility bills and the rates they are being charged. To those companies that Tenurgy has contacted, I would encourage them to, at least, learn about Tenurgy's utilities savings programs. You won't regret that you did.

Sincerely,

A handwritten signature in blue ink, appearing to read "Bruce Melamed", is written over a light blue horizontal line.

Bruce Melamed  
Chief Financial Officer  
Chesapeake Spice Co.