



Corner of Bay and Lewis Streets, Petoskey, MI 49770
Telephone: 231-347-4000 Fax: 231-347-0636
www.staffords.com
For reservations: 800-737-1899

October 26, 2007
Our Third Century

To Whom It May Concern:

In the beginning of Tenurgy's analysis, a water/sewer billing error was identified. This oversight led to a refund in excess of \$80,000. We were flabbergasted! A share of that money was invested in a new energy-efficient boiler. We are now saving \$12,000 per year on the cost of water and sewer service and consuming substantially less natural gas.

At the end of the analysis, Mike Harrington had identified a couple of other savings areas. I am happy to report that the Perry Hotel is now taking advantage of significant annual savings as a result of our relationship with Tenurgy.

We would confidently recommend Michael Harrington and Tenurgy to any business looking to realize utility and telecommunication savings and refunds.

Sincerely,

David Marvin
General Manager

