



INDUSTRIES

Over the past few months, W Industries has been working with Mike Harrington from Tenurgy. He began by analyzing our utility usage and providing a very thorough report on our current usage, how we are being billed, and then presented several cost savings options to explore.

After educating us on various billing methods and explaining our options, he continued to work very closely with us every step of the way -- making sure that all of our questions were answered.

Furthermore, he did this all at our pace, truly acting as a representative of W Industries and not someone out for their own benefit.

We have now moved forward with various programs that he has coached us through and are well on our way to enjoying significant savings.

We look forward to continuing more cost savings initiatives with Mike and further reducing our expenses.

Should anyone care to further discuss his qualifications, feel free to contact me.

Sincerely,

Art Conniff

Purchasing Agent



INDUSTRIES

EO 9001:2000
SBA HUB Zone

20101 Hoover, Detroit, MI 48205

(313) 372- 4131

(313) 372-9408 fax

aconniff@W-Industries.net

www.w-industries.net