

June 28, 2005

Ed Kersten
Vice President of Operations
Energy Control Equipment
316 Locust Street
Watsonville, CA 95076

Dear Ed,

On behalf of the Couch Distributing Company, I would like to take this opportunity to let you know how pleased we are with the outstanding results following the installation of Energy Control Equipment's Frigitek's.

In just two months, we've doubled the energy savings that was projected. That savings equates to a 25% decrease in our utility bill. Now that's talking.

I have to admit, I approached this whole Frigitek idea with skepticism. 'Spending money to save money' has always made me leery. After having the utility company check out your survey results, however, I thought there was likely something to be gained.

Not only have we realized energy savings, but also, with the reduction in cycles and heat, we expect the life of our compressors to be extended. And with the fans running on low speed, our employees don't have to shout over the fan noise and they have an easier time hearing approaching forklifts.

I was also impressed with how easy our electrician found the installation process. I really expected there would be complications and I was somewhat concerned about installation costs, when all was said and done. I was pleasantly surprised on both points.

Keep up the good work and don't hesitate to use Couch as an ongoing reference account, especially with other beer distributors.

Warm regards,

Marty Corley
Facilities Manager
Couch Distributing Company