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Prospective Util Clients:

SAF-HOLLAND is a leading global manufacturer and supplier of high-quality systems and components for commercial vehicles (trucks and trailers) as well as buses and recreational vehicles.

Our US manufacturing operation consists of 6 facilities located in 4 states. As the Director-Financing it is my responsibility to explore all opportunities to reduce our operating expenses. In the past I had been approached several times about services similar to what Util was offering, and we did in fact pursue them.

The previous company had produced results, and I happened to have the stack of energy invoices still on my desk so I decided to let Util take a second look. When their report came back within a week identifying significant refunds through a couple providers I was skeptical of what they had found.

In particular at our Warrenton, MO facility I can confidently say that I don't believe we would ever find what they did. We were actually informed later that the cost reduction they identified for our company was hardly ever pursued.

For any multi-location operation, and specifically those with manufacturing operations in Missouri, I would highly encourage you to not only give Util Auditors a look at your invoices, but to give them a second look even if you have already had this service done. They really do have proprietary industry knowledge.

In the coming year we will be investigating cost reduction and refund potential in waste removal, telecommunications and wireless through their firm. We are excited about the potential for similar results.

Best Regards,

A handwritten signature in blue ink that reads 'Chris D. Cook'. The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Chris D. Cook
Director-Financing
SAF-Holland, Inc.