

AE AIR EQUIPMENT CO.

P.O. BOX 3064, SHIREMANSTOWN, PA 17011

(717) 737-7672

SALES - SERVICE - RENTALS

December 29th, 1991

Universal Plastics
192 Hempt Road
Mechanicsburg, Penna. 17055

Attention: Sam

Dear Sam:

With the help of an electrical engineer, I calculated the energy savings that you experienced using the Militec-1 metal conditioner.

As you know, we installed 48 ounces in your 40 horsepower rotary vane compressor on August 5th, 1991. At that time, you had a nominal voltage of 245 volts and current draw was between 105 and 106 amps. According to your records, you would have operated the compressor 99 days for 24 hours per day, or 2,376 hours with the Militec 1 metal conditioner.

Throughout the 2,376 hours of operation, you checked the current draw several times with the same amp meter that we used for taking the initial readings before the introduction of Militec 1. Based on your readings, we can conservatively conclude that your nominal current draw reduction was five amps throughout the period.

After taking into account the average voltage and current draw across the phases, actual motor efficiency, and a cost per kilo watt hour of seven cents for a period of 2,376 hours, you have saved \$261.36 in energy cost.

In addition to saving \$180.51, which was the difference between your energy savings and the price of the Militec-1, you also received the benefit of superior anti-wear protection.

You stated that during very hot days, such as those we experienced in August and September of this year, you would normally experience one or two shut-downs due to high oil temperature. Since the addition of the Militec 1, you indicated that you did not experience one shut-down which further proves that Militec I reduces friction and heat.

Thank you for allowing me the opportunity to test Militec 1 in your operation, and to prove the many benefits of using this product.

Very truly yours,

AIR EQUIPMENT COMPANY

Charles J. Sheeron