



MARCH 1, 2002

TOM KORELL
THERMO-CYCLER INDUSTRIES, INC
111 HAMILTON ST
UNION MILLS, IN 46382-0022

DEAR TOM,

I'M WRITING YOU THIS NOTE TO EXPRESS MY GREAT PLEASURE WITH THE PERFORMANCE OF YOUR THERMO-CYCLER HEATERS.

AS YOU ARE AWARE, WE RECENTLY MOVED INTO OUR NEWLY CONSTRUCTED BUILDING WHERE THE THERMO-CYCLERS WERE INSTALLED. THE SIZE OF OUR MANUFACTURING FACILITY IS 43,000 SQ.FT. OUR HEATING COST FOR DECEMBER 2001 WAS \$808.39 AND JANUARY 2002 WAS \$533.75. IN COMPARISON, OUR OLD FACILITY WAS 62,000 SQ.FT.. LAST YEAR FOR DECEMBER 2000, OUR BILL WAS \$15,193.00 AND JANUARY 2001 WAS \$8310.00. OUR OLD FACILITY WAS HEATED BY BOTH FORCED AIR HEATING AND RADIANT HEATERS.

OUR OLD FACILITY WAS 19,000 SQ. FT. LARGER, NOT AIR TIGHT, AND YES THIS WINTER HAS BEEN WARMER THAN 2001, BUT THOSE FACTORS DO NOT OVERSHADOW THE HUGE DIFFERENCE IN OUR COST SAVINGS. I'M VERY HAPPY WAGNER CONSTRUCTION TALKED ME INTO USING YOUR SYSTEM. GREAT JOB, GREAT PRODUCT AND BEST WISHES TO ALL AT THERMO-CYCLER INDUSTRIES.

SINCERELY,

PALM AIRE, INC.

FRED L. LANDS
PRESIDENT