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3 MARCH 2006

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RE: Smart Weight Program

Dear Jim:

I wanted to write you to let you know how well the Smart Weight program has been performing for us. I know you always find out about the bad issues but the good ones are always far and few between.

We had Randy install this program on our Hunter GSP9700 spin balancer. I was a bit skeptical but we went ahead with it anyway. I have checked the daily log on a regular basis, and let me tell you I was surprised. To date we are showing a total weight savings of 165.0 ounces or 31.3%! This breaks down to 25% on tape weights, 30.8% on standard clip weights and 47.8% on plastic clip on weights. I have checked with my parts department and they assure me that the weights they are billing out have been reduced by at least half.

I would have to say if anyone is looking into this program and is hinging, give them my number and I will be more than happy to talk to them.

Sincerely,

Paul J Montefiore
Director Service and Parts