

April 19, 2007

Bill Dubinsky
Dick Wells
Automated Laundry Systems
Anchorage Alaska

Dear Bill:

On the occasion of the third anniversary of the installation of the Ozone Laundry System, in the Days Inn, I decided to write a long overdue recommendation letter.

Automated Laundry Systems has been our preferred provider of Laundry Equipment and Chemicals since I built the hotel in 1984. We have experimented with other Chemical companies over the years, and none of them could match your products or service. As you may remember Dick and I started doing research on Ozone laundry systems over 10 years ago, after a nephew of mine was stationed on a nuclear powered aircraft carrier that was using an Ozone system for doing their laundry. Our research, however, indicated that a system for our hotel was too costly to purchase and maintain. The payoff was somewhere around 15 years, way too long for an operation of our size.

Bill, When you called three years ago and said that new technology had advanced the operation of the Ozone systems, whereby a hotel of our size could now afford to install a system, I was somewhat skeptical. After placing water meters on the water lines to determine actually how much hot water was being used in the laundry as compared to the rest of the hotel, we had a base line from which to calculate true costs. As you may recall our research also indicated incoming cold water temperatures around the 50 degree mark. I was astounded to say the least after our three month test period was up. At that time I expected a payoff of just over five years, but with the uncalculated savings to the environment, I had to install your system.

This last January, We had a rude awaking when Enstar announced a 27 percent increase in natural gas prices, and our water utility had an 11 percent increase. The savings from the use of the Ozone System has allowed us to purchase one of your new high speed washing machines and in just less than three year has paid for the Ozone system. Quite remarkable!!

Feel free to use this information in your sales pitch, and you have my permission to give my name to any perspective clients. Our laundry is open for inspection, if anyone wants or needs to look at an operating system.

Sincerely,

Dennis Lavey,CHA
Days Inn - Anchorage