



January 30, 2020

To the Team at NASC:

Linemaster Switch is small manufacturer with a 60-year history, and has been a member of a dynamic manufacturing trade association known as EAMA (Eastern Advanced Manufacturing Alliance). EAMA's membership is comprised of manufacturing companies based mainly in rural eastern CT. Over the years, EAMA has entered into partnerships with vendors with services that may potentially benefit the members. I recently learned of the positive experiences that several of my EAMA colleagues had with NASC's *Utility Cost Recovery Service* and decided to move forward. Based on the positive first hand referral of a trusted EAMA member, this was a low risk decision. Furthermore, there was a minimal amount of time and effort required on my part. In the end, the decision proved to be a good one.

I was very pleased when within weeks of moving forward, we were informed that NASC obtained refunds on several of our gas and electric accounts totaling almost \$17,000 when posted as credits on our utility invoices. Furthermore, NASC used their expertise to work directly with the utility company to correct the bill coding errors from which the refunds were derived. We did not need to get involved in the billing and coding corrections. In the long run, these corrections will save our company far more than the initial refund. Some of the corrections carry forward and will continue to provide a monetary benefit into the future. This savings is unencumbered and will continue to directly reduce our operating energy cost.

I strongly encourage any manufacturer contacted by NASC to invest the very small amount of time and effort required to have this important service implemented. It can have an immediate and quantifiable impact on the bottom line and/or provide the peace of mind that there are no bill code errors for these expenses.

Sincerely,

Joseph J. Carlone Jr.
CEO & President

