

January 16, 2018

To Whom It May Concern:

I met a representative from NASC in early 2017 through the New Haven Manufacturers Association (NHMA). As the CEO of a small manufacturing company, Bead Industries, I was happy to hear that NASC would work directly with our utility company to perform a thorough forensic audit of our electricity & gas accounts. It's not often we come across a cost-saving exercise that doesn't bog down our internal resources, carries no risk and has a high probability of returns. We engaged NASC to perform the service and it turned out Bead was, in fact, being billed correctly and had left no money on the table. This gave me peace of mind. Since the process was so easy, I then engaged NASC again to do the same audit for our wholly owned subsidiary, McGuire Manufacturing Co. in Cheshire, CT.

At McGuire, the outcome did result in a substantial refund for previous overcharges/ errors. More importantly, we will benefit from slight reductions in our utility expenses on a going forward basis as a result of some billing corrections made by NASC.

I was very pleased with the whole process as well as the final outcome, and I recommend that other manufacturers engage with NASC to potentially reduce costs.

Sincerely,



Jillian B. Mayer, CEO
Bead Industries, Inc.