



DeLaRue

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CURRENCY AND SECURITY PRINT

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21 January, 2002

Appliance Innovation Pte Ltd
362 Upper Paya Lebar Road
#02-16 Da Jin Factory Building
Singapore 534963

Attention: Mr. Danny Goh

Dear Sir,

Re: RCS Energy Saver

After attending the Energy Efficiency Workshop organized by the Singapore Public Utilities Board (PUB) in September 15, 1998. We decided to install the above-mentioned Energy Saver to help our company save energy consumption. As such, the first batch was implemented as early as February 10, 1999.

We tested the installation and have proven to be saving around 25% without any problem. After our successful implementation of the first installation, subsequent installation have been carried out as we purchased from your company year after year since 1999. Our recent batch of 200 pcs. purchased from your company on January 2, 2002 have been delivered but seemed that your company have re-adjusted the price of the saver when a new revision was released.

In view of our continuous effort to install your energy saver in our plant since 1999, we write to request for future discount from the present price of S\$29 as we are looking forward to install the next batch of your energy saver once we have finished installing the January batch.

We are looking forward for your recommendation to your management to consider our request.

Yours Faithfully,


Frank Hooi



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