



Fred Willson
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Cascade Energy
Standard Industrial Initiative
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March 5th, 2018

Dear Fred

We hope that 2017 was a great year for you, and we thank you for all your work in 2017 on behalf of Energy Trust of Oregon.

As you know, we depend on allies like you to spread the word about our incentive program, and to encourage your customers to purchase energy-efficient equipment. We believe that by working with us, you are providing great value to your customers.

Energy Trust's Industry and Agriculture Standard Industrial program provided approximately \$2.7 million in cash incentives and nearly 650 projects in 2017, and your company was a vital part of that accomplishment.

Projects sold by Entek Corporation resulted in nearly \$176,900.00 in incentive funds to your customers and are saving them almost \$69,303.64 annually on their utility bills.

Thank you so much for helping Energy Trust reach our clean energy goals for Oregon, and we look forward to many more years working with you and your customers on improving Energy Efficiency.

All the best,

A handwritten signature in black ink, appearing to read "Beth Glynn".

Beth Glynn, Program Manager
503.928.7385

A handwritten signature in black ink, appearing to read "Ulrike Mengelberg".

Ulrike Mengelberg, Outreach Manager
971.244.8193

A handwritten signature in black ink, appearing to read "Henry Griffith".

Henry Griffith, Program Analyst
360.980.0002