



September 24, 2020

To Whom It May Concern,

C&S Machine Products is a leading contract manufacturer specializing in ultra-precision components. C&S is a proud Southwest Michigan family-owned business that serves a global customer base in the aerospace, medical, industrial, and defense industries. Continuous improvement is ingrained in the DNA at C&S, and as a result we are always evaluating opportunities to reduce costs.

After connecting with the Michigan Chamber of Commerce, we were introduced to Tenurgy and their extensive utility auditing services. Tenurgy's process required minimal effort from the C&S team and identified significant opportunities for savings. Over the last eight months, C&S has saved over \$40,000 in utility costs and will continue to see annual savings.

Both the Michigan Chamber of Commerce and Tenurgy were fantastic to work with, and we are grateful for their partnership.

Sincerely,

A handwritten signature in black ink that reads 'Jill Hardesty' in a cursive script.

Jill Hardesty  
Controller  
C&S Machine Products, Inc.