



## The Jan Companies

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Joseph Fusco  
Vice President of Sales  
Secure Energy Solutions  
146 Chestnut St. Suite 400  
Springfield, Ma 01103

Dear Joseph,

9/17/07

On behalf of The Jan Companies, I would like to take this opportunity to thank you and your staff for your help with our first foray into deregulated electricity. The knowledge and research your company provided to us enabled us to make an informed decision when awarding our contracts. This resulted in our company getting more "bang for it's buck" when it comes to our monthly utility bills.

As you are aware, going out to bid this past year on all of our locations in Connecticut and Massachusetts that utilize electricity was an adventure. We were very pleased to award our electricity contracts to Transcanada, a supplier that your company not only found for us but managed to get us a lower price per KWH than we could have gotten if we had gone direct to the supplier ourselves.

As you are aware, electricity is readily available everywhere, what is unique to your company is the service you provide along with the sale. Personally, I would like to express my gratitude for the expedient and professional manner in which you handled the contract negotiations and the conversion of all our other locations to Transcanada Inc. You made it easy for us and for that I am truly grateful.

We look forward to continuing to work together as energy partners with Secure Energy Solutions. We know we are in good hands and your company will continue to provide us with up to date information as well as the best pricing available.

Sincerely,

Dana M. Laflash  
Senior Accounting & Real Estate Manager  
The Jan Companies