

Original Message

From:

To: <Distribution List

Cc: <hagsteresi@netnitco.net

Sent: Sunday, September 26, 2004 Subject: Fitch Fuel Catalyst 12:29 PM

Gentlemen,

I want to introduce you to Mike Hageman, President of ESI (Equipment Services, Inc.). Mike represents the Fitch product and other products that will enhance your maintenance efforts. I primarily want to endorse the Fitch Fuel Catalyst with this correspondence. We, the UPRR, have been testing the Fitch for over a year now. We got incredible initial results on two 1000R Mi-Jack cranes equipped with Detroit 6-71's and later model 900R Mi-Jack cranes equipped with the Detroit Series 50 DDEC systems. Our testing showed concrete fuel savings of no less than 13%. We also had Detroit Diesel perform independent evaluations with their own software confirming the results.

Without getting into too much detail, I simply want to encourage you to perform your own test(s). I am confident you will achieve the same results. With rising fuel costs, this can be a great opportunity for your organization as well as put a feather in your caps as well. The benefits go deeper. With new emissions regulations around the corner that will affect off-road applications, this product will assist you in getting within standards. Once installed and past the two week break in or conditioning period, you will see little or no colored exhaust from your machines, even at start up or when you switch to high idle. The third benefit of the entire package is increased horsepower because more complete combustion of your fuel increases the life of your power plants since you are operating more efficiently. Your lubricating oil sample results will confirm this. I recently failed a motor after 15,000 hours. I installed the Fitch last May when the machine had several thousand hours clocked on it already. I believe I would've achieved at least another 1,000 hours, probably more, had the Fitch been installed when the engine was new.

We have made the Fitch a specification for any new equipment we purchase and are developing a plan to retro-fit our entire fleet. The Fitch performs on all applications. Testing is currently being done on a locomotive in Cleveland, OH and preliminary results are positive. It is effective in automotive and diesel highway truck applications as well.

Independent testing has been performed with similar results to what we have achieved. If you are not the appropriate person in your organization who can utilize this product, I trust you will forward this information to them.

Northern Region Operations Manager
Union Pacific Railroad

cc. Mike Hageman
Equipment Service, Inc. (708)514-1662