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Shane Hanna
Lubri-Lab BC – Distributor
654 Durango Drive
Kamloops, British Columbia
Canada, V2C 6Y5

RE: One Full Year Presents Significant Savings

Dear Shane,

In 2009, when you and Craig first approached me regarding the Xtra Diesel additive for my marine fleet, I admit to being skeptical of your product. I'm was not a believer in using additives within our marine operations, nor believing that such a product would produce financial savings that would justify the continued purchase of the product.

Being an organization that keeps diligent accounting records, and knowing our fuel consumption is the second largest expense behind our labour, I thought your product was worth a shot as I would be able to determine savings fairly quickly. I had nothing to lose, and lots to gain, as preliminary findings presented a potential 5-10% in fuel savings.

With our company operating a fleet of marine tugs on the BC domestic coast, ranging from 500 to 1,000+ horsepower, we decided to isolate your product on one specific vessel. This tug was a twin-screw 1,000 horsepower tug, used in a diverse slate of marine services, which continually seen 70% utilization per annum.

Between 2009 and 2011, when we started to use your product, this specific tug had 7,260 engine hours of operations. It operates twin Cummins KTA19M engines with Twin Disc Gears of 6.48:1 reduction turning 72" wheels with kort nozzles. A single jug was used with every 20,000 liters, which engine hours were also documented.

We have now been using Xtra Diesel in this specific vessel for over one full year. I am pleased to say I am a believer, and a supporter of this product. Our records report significant improvements with our fuel consumption which has dropped 9.1% - in 2010 its reported 96.29 liters per hour burned compared to 87.21 liters per hour burned in 2011.

To ensure we were comparing apples-to-apples, I reviewed these results with our operations in great detail. We were all in agreeance – the one and only difference we can identify as the contributing factor to our savings is the use of your product Xtra Diesel. To quantify these savings – it was \$35,482.27 for one single vessel.

As tribute to this product, I am pleased to offer this reference letter, and look forward to continuing our relationship moving forward.

Regards,

Lukas Olsen, B.Comm
General Manger – Owner
West Coast Tug & Barge Ltd

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