



OSC Radiators  
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bshaver@onesps.com

To: Frank Erickson, C/O International Lubricants Inc.  
From: Bill Shaver  
Date: 02/15/2008  
Re: Kool - It Product

Frank,

I am writing you this letter today to let you know how your Kool It product has benefited our business.

I am the National Sales Manager for OSC Radiators. We supply radiators to the North American market. My family and I have been in the radiator industry for over 3 generations.

I have seen all of the snake oil type products that have hit the market. Your Kool - It product is the real deal. It has significantly reduced our "alleged" warranties. We have seen a 78% drop since implementing your product into our program last year!! Your product has helped us bring under control the #1 cause of radiator failures today, which is "Chemical and Current Electrolysis". With the rising cost of doing business today, the WD's and installers cannot afford comebacks. We have convinced many of our WD and installer customers to offer a bottle of Kool - It with every radiator sale. They too have seen the benefits of your product.

This has made a huge impact in all of our bottom lines. Not only have we significantly reduced the high cost of comebacks but also our installers make more profit on the installation thanks to your product.

OSC Radiators and I thank you for your help. After touring your facility, it is nice to know that the people behind the Kool - It product are as dedicated as I am.



Bill Shaver  
National Sales Manager  
OSC Radiators