

December 27, 2012

Mr. Michael Hahn
ALB Consulting Groupe Inc.
15 Richardson St.
Beauharnois, Québec
Canada
J6N 2S9

Michael,

As our year closes, I asked our accounting department what kind of savings resulted from our engagement. I was surprised to hear that we saved about 10% of the Canadian duties we paid. I'm sure in the future, this will grow.

You will recall that when you first contacted me I was more than a little skeptical about "secret information" and I couldn't help wondering how you get access to information that: 1) someone decided should NOT be published...yet was "published" to ALB, and 2) is described as a "confidential" advanced ruling. But, in spite of the skepticism, we engaged your services anyway because we had nothing to lose and it didn't cost us anything.

I'm pleased that we can attest what you said was indeed true and we thank you for the favorable advanced rulings you created for us on our Canadian imports. I like the fact that the duty refunds that were created for us are not a "one-time savings". They are actually an ongoing benefit as they enable us to reduce the amount of customs duty payable on future imports as well.

Sincerely,



Robert H. Runke
President & General Manager
Barco Products Company & Affiliates