



Orton Oil
P.O. Box 820
Walker, MN 56484

August 1, 2011

Minnesota Power
Attn: Tanuj Gulati
Via email: tg@emsenergy.com

RE: Orton Oil lighting rebates

Dear Mr. Gulati:

We are writing this letter in response to your request for feedback on the Minnesota Power rebate program. We own and operate 15 convenient stores across northern Minnesota and have had the opportunity to work with multiple power companies and have attempted to obtain rebates from almost all of the power companies in the communities we operate in.

With that said we have been very pleased with Minnesota Power's rebates and specifically with you and your services. Minnesota Power's rebates are as good or better than most and accordingly we have put more energy efficient lighting in stores that are serviced by Minnesota power. When we evaluate return on investment we take into consideration which store has the best rebates as it makes a project more or less attractive to us. Further, with your assistance we have taken on more projects as you have taken the time to show us the return in real numbers.

At this point we have replaced many of our canopy lights with LED lighting as well as many of our store cooler and freezer lighting with LED lighting. We plan on continuing on upgrading our lighting due to these rebates and the overall cost effectiveness of the lighting which you have worked diligently to convince us of. We would personally like to thank you for all of your hard work. We can assure you that not all power companies and their personnel are as easy to work with.

Sincerely,

Frank and Tim Orton