



**EASTERN  
PORTLAND  
CEMENT  
CORPORATION**

3/21/03

Mr. Brenman,

After seeing your very impressive demonstration, I told you that I had 2 appointments with other companies to try and resolve the lubrication problems we were experiencing at our facility. You asked to be present at those meetings and to be able to do a side by side comparison of Lubri-Lab products against the other company's lubricants. After I confirmed the appointments and informed the other company's that Tribos Technologies was going to be present to do a side by side product comparison the other companies never showed for their appointment. In addition, you and I waited patiently for them on two separate occasions.

I had never heard of Lubri-Lab and was extremely concerned that the manufacturer of the bearings we were using did not recommend your company. What an education I received! We sat down and compared technical data on the Shell Alvania grease the manufacturer recommended and your products. I learned how to interpret the technical data on lubricants. The rest is history!

As you know we unload ships carrying 44,000 tons of cement. The pumps we use are Fuller H pumps, common in the cement industry. It takes an average of 14 days working 24 hours a day to unload these ships. The pumps require 2 Italian bearings that we import and cost \$2,500.00 a piece. The average life of these bearings had been approximately 600 hours. I kept 4 in stock. I began using S-350 grease in Sept. 2001. It is not uncommon for these bearings to last upwards of 2,000 hours.

Of course we now use your S-350 grease, Ultra-G, Pen Lub, and recently started lubing our elevator cables on the silos with your Ski Lub. The elevator has never run so smoothly.

I would highly recommend your products to anyone who wishes to speak with me.

Thanks,

Gary Lee Fore  
Maintenance Supervisor