



# Nickerson Perry Seafoods Ltd.



May 22, 2002

To Whom It May Concern:

For the past three years we have been using Lubri-Lab Inc.'s Xtra Diesel additive in our fishing vessels to treat our diesel fuel. The results have provided us with great savings in several areas.

All the claims made for this product have proved themselves to us through our extended use of the product. The ocean is a harsh environment and the temperatures can change rapidly. Xtra Diesel has never failed in preventing the fuel from freezing. Its cleaning properties, maintain clean injectors, improves our filter life and reduces the amount of exhaust smoke.

The real savings for us, however, is in the amount of fuel we are saving. One of our boats is 40' long and operates on a 265HP Volvo engine. Our normal fishing run is between 80 and 100 nautical miles and takes between 2-3 days from start to finish, or dock-to-dock. Prior to using Xtra Diesel, we would use 850 liters of Diesel for each trip. Since using Xtra Diesel, we now use 780 liters for the same trip. This represents almost a 10% savings just in fuel costs, and for us that's fantastic. When I add the savings in downtime, fuel filters, and injectors, I am realizing an overall savings of well over 10%.

We would definitely recommend your products to anyone, especially Xtra Diesel. Thank you Advanced Industrial Lubricants for introducing us to the Lubri-Lab product line and the ongoing technical support you provide.

Sincerely

A handwritten signature in black ink, appearing to be "Tim Nickerson", written over a horizontal line.

Tim Nickerson  
Owner