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**KALAMAZOO, MI**  
Honda

**KALAMAZOO, MI**  
Lincoln  
BMW

**KALAMAZOO, MI**  
Chrysler  
Dodge  
Ram

**LOWELL, MI**  
Ford ● Roush Racing

**GRANDVILLE, MI**  
Chrysler ● Dodge  
Jeep ● Ram

**GRANDVILLE, MI**  
Fiat ● Maserati  
Alfa Romeo

**PLAINWELL, MI**  
Chrysler ● Dodge  
Jeep ● Ram

**PLAINWELL, MI**  
Ford

**ELKHART, IN**  
Ford ● Lincoln

**MERRILLVILLE, IN**  
Subaru

**KENOSHA, WI**  
Subaru

**RACINE, WI**  
Honda

**RACINE, WI**  
Toyota

**RACINE, WI**  
Hyundai

**ORLAND PARK, IL**  
BMW ● Mini

**ORLAND PARK, IL**  
Nissan

**ORLAND PARK, IL**  
Infiniti

**GURNEE, IL**  
Nissan

**DOWNERS GROVE, IL**  
Chrysler ● Dodge  
Jeep ● Ram

**SCHAUMBURG, IL**  
Chrysler ● Dodge  
Jeep ● Ram

**SCHAUMBURG, IL**  
Fiat ● Maserati  
Alfa Romeo

**SCHAUMBURG, IL**  
Chevrolet

**SCHAUMBURG, IL**  
Jaguar ● Land Rover

**NORTH RIVERSIDE, IL**  
Ford

**LINCOLNWOOD, IL**  
Buick ● GMC

**LINCOLNWOOD, IL**  
Cadillac

**HOFFMAN ESTATES, IL**  
Mercedes-Benz

**HOFFMAN ESTATES, IL**  
Infiniti

**BYRIDER ● CNAC**  
Kalamazoo, MI ● Lansing, MI  
Fort Wayne, IN

**BERWYN, IL**  
Preowned

**KALAMAZOO, MI**  
**MOTORSPORTS**  
Honda ● Yamaha  
KTM ● Kawasaki  
Arctic Cat ● Suzuki  
BRP ● Can-Am  
Sea-Doo ● Ski-Doo  
Polaris ● EZ-GO  
Slingshot  
Indian Motorcycles  
CF Moto ● Kayo



To Whom it May Concern:

November 7, 2022

Zeigler Auto Group is one of the largest privately-owned dealer groups in the U.S. with 35 locations across the Midwest. With the large number of locations, we were looking for an opportunity to not only confirm we were being charged correctly by the various utilities, but also to see if there were potential savings available to any of our dealerships.

Zeigler Auto Group first started work with Tenurgy to review our Michigan dealerships and delivered nearly \$20,000 in annual savings. As we continued to grow and add dealerships to our group over the years, we felt it was time for another utility audit. Based on the success and ease of the first audit, we decided to bring Tenurgy back to perform another review in 2019. Our second audit resulted in \$15,000 in annual savings. With everything done offsite with just one month of invoices and a letter of authorization, we were able to include several of our newer out-of-state locations to be included as well.

Tenurgy was able to provide a detailed report showing where potential savings were available and walked us through the next steps to help realize those savings. Throughout the term of our agreement, Tenurgy continued to monitor our accounts and reached out when a new savings opportunity became available. Zeigler Auto Group has had a great experience in working with Tenurgy and recommends their services to any business looking for potential savings or even just the peace of mind knowing you are being charged correctly on your utilities.

Sincerely,

Daniel J. Scheid  
Chief Financial Officer