



April 25, 2016

Dan Kallman
President
BlueSky Resource Management llc
5594 Koster Drive SW Suite 101
Wyoming, MI 49418

Dan,

As you know, Kuperus Trucking is recognized nationally for our innovative approaches used to enhance the fuel economy of our fleet by "SmartWay" and most recently "Heavy Duty Trucking" publications, which awarded us as one of the *Top 50 Green Fleets* in America.

I must admit that I and my team including Jim Haveman, our Manager of Special Projects/Lead Mechanic, were skeptical when you first brought the magnetic fluid conditioning system to my attention back in April, 2013. Skeptical or not, I did not want to miss out on a solution that could help my fleet achieve even better results.

I like the saying attributed to W. Edwards Deming, "In God we trust, everyone else must bring data." I appreciate the work you and your BlueSky team did to help us gather data during our evaluation using Society of Automotive Engineers Type II (SAE Type II) testing protocols.

We've tested and invested in numerous effective fuel savings solutions - (trailer skirts, trailer tails, super single wheels) to name a few. For every successful fuel saving product, many more proved to be either completely ineffective or the product's expressed fuel saving performance was grossly over exaggerated.

The following is a timeline of our SAE Type II testing of the magnets and results that affirm their effectiveness:

June, 2014	Test	Results showed a 5.09% improvement in fuel economy
August, 2014	Installed	Installed magnetic fluid conditioning on the entire fleet
January, 2015	Results	5% improvement in Q4 fuel economy over Q4, 2014
July, 2015	Results	5% improvement in fuel economy the first 6 months vs. 2014

While we invested in other solutions that helped contribute to this success, our data shows that a minimum of 3% - 4% of the 5% improvement came from the magnets. Even with lower prices for diesel fuel, our payback was less than twelve (12) months and we started to bank the savings in the fall of 2015.

To further our research, we decided to test the effects of magnetic fluid conditioning on a new engine. Again, following SAE Type II testing protocols, we established a baseline between two new trucks in August 2015 and our testing in April 2016 showed the truck with magnets achieved 3-to-4% better fuel economy than the truck without any magnets installed; Leading us to conclude the test truck (with magnets) did not experience the same degradation in fuel economy as the control truck.



It is my opinion and the opinion of my team that your magnetic fluid conditioning solution improves fuel economy based on our SAE Type II testing results achieved on both higher mileage and lower mileage engines.

I heartily endorse you, BlueSky Resource Management and the magnetic fluid conditioning solution to anyone seeking to save money with improved fuel economy of their fleet.

Sincerely,

Myles Kuperus
Owner

A handwritten signature in blue ink that reads "Myles N. Kuperus".

Brent Oberle
Chief Operating Officer

A handwritten signature in blue ink that reads "Brent Oberle".

Jim Haveman
Manager | Special Projects

A handwritten signature in blue ink that reads "Jim Haveman".