



February 27, 2009

Douglas A. Tweddale, CEO
Foulkeways at Gwynedd
1120 Meetinghouse Road
Gwynedd, PA 19436

Re: One year analysis of surge suppression investment

Dear Doug:

As you know, prior to January 2007, our facility experienced damage and related downtime due to our fire alarm, telephone and computer systems almost every time a lightning storm rolled through the vicinity. Our location is in a lightning prone geographic zone. Our systems are ultra sensitive to voltage surges that occur when electrical storms are in the area. Problems became so regular that whenever I was home and heard that a storm was coming into the area, I would usually get ready and drive to work knowing full well that the alarm system would soon be going down. We were told by local electricians and repairmen from the alarm company that there was nothing that we could do to stop lightning damage and that we would have to live with it. Since reliability of communication and alarm systems are critical in our CCRC community, we needed to look for a solution.

The unwelcome expenses associated with the identifying of damaged components and the replacing and re-energizing of these sophisticated components in the alarm system were an expensive and time consuming process. During 2006 we had 16 lightning surge related problems. That cost us 38 man hours in overtime and approximately 100 hours in regular time along with thousands of dollars to our outside contractors for parts and repairs. That as you know has been a common problem at Foulkeways every year during the summer months. We have since learned that damage to our equipment was preventable and this is a report on the one year analysis of our investment in surge suppression and filtering to protect our fire, telephone, and computer systems.



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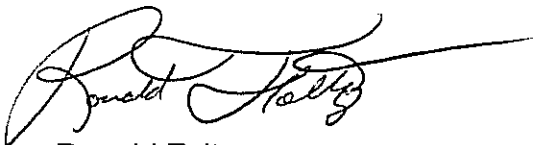
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Following a meeting and survey of our alarm systems by Total Protection Solutions representative, and in co-ordination with data provided by the system manufacturer, in December 2006 we installed a comprehensive surge suppression system comprised of Total Protection Solutions suppression devices to protect the alarm system power and annunciation circuits along with other system components such as circuit boards. Our maintenance staff was thrilled with the results when the first lightning storm came through the area after installation of the TPS units. The units have been installed now for well over one year, and there is no doubt that the TPS units are providing protection to the systems. We have only had 2 occasions where we had minor surge damage. The entire TPS system paid for itself in less than twelve months.

We are no longer experiencing the kind of extensive equipment damage or disruption associated with the storm season. We have noticed an improvement in efficiency as pertains to system maintenance. We are no longer experiencing those all too frequent situations where technical staff are tied up for hours or days diagnosing and repairing surge damaged equipment. Those situations were very frustrating as well as costly. In addition, other equipment and controls fed from the protected power panels have been operating with less repair and downtime since installation of the TPS power filter units.

Considering the savings associated with protecting the fire alarm system, we should look at protecting all of our equipment and controls, including HVAC, security, and elevators. We should also give high priority to installing additional Total Protection Solutions filtering suppression devices on lighting panels that power our new energy efficient electronic ballasts. One of our goals will be to add to the savings we recognize using electronic ballasts by reducing the replacement of these ballasts. We have learned how the Total Protection Solutions filtering suppression devices are proving to be very effective in reducing electronic ballast replacements (and sometimes unnecessary lamp replacements and the associated hidden labor costs). This will create even more savings for Foulkeways.

Sincerely,

A handwritten signature in black ink, appearing to read "Ronald Foltz", with a long horizontal line extending to the right.

Ronald Foltz
Director, Facilities Management

RF:lj