

FILE



Waibel
ENERGY SYSTEMS

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PUCO

Chairman Asim Z. Haque
Public Utilities Commission of Ohio
180 East Broad Street
Columbus, Ohio 43215

Case no. 16-395-EL-SSO

Dear Chairman Haque:

On behalf of Waibel Energy Systems, I am pleased to write this letter in support of Dayton Power and Light.

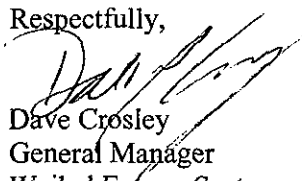
Waibel Energy Systems is proud to have provided over 40 years of superior building solutions to the businesses of the Miami Valley. We are a technology company, and a Trane Commercial sales office, based in Vandalia, Ohio, that believes in combining the best technology with dedicated people who use their knowledge and experience to make buildings and their systems outperform industry standards. Waibel Energy Services continues to grow and thrive and currently employs over 90 trained engineers, software developers, technical support, service technicians, construction/project managers and a professional sales and administrative support staff of over 30 associates.

We have been involved with DP&L's Energy Efficiency programs as a Channel Partner since 2010, assisting DP&L customers secure over \$1.2 million in energy efficiency rebates. We work closely with DP&L program managers to ensure commercial and industrial customers can realize the maximum benefit for the energy efficiency investments they make.

In 2014 Waibel Energy Systems partnered with the Southwestern Ohio Educational Purchasing Cooperative and DP&L to offer school districts in SW Ohio a unique savings opportunity. Leveraging Waibel's energy management expertise, EPC membership and communication capabilities, and DP&L's energy efficiency funding, thirty-two districts saved over 9.3 million MWh of electric energy and received over \$1.3 million in incentives.

All of us at Waibel Energy Systems appreciate DP&L's support of our community and their ongoing dedication to helping customers manage their energy use and save money.

Respectfully,


Dave Crosley
General Manager
Waibel Energy Systems

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