



Fresenius Medical Care

Fresenius Medical Care North America

To: John Noles

Subj.: Cost Savings of Surge Suppressors

cc:

From:

Date: March 28, 2002

From November 1999 to October 2001 this facility spent a total of \$20,345.42 on circuit boards, and other electrical components to repair dialysis machines. Since the installation of your company's surge suppression equipment in October 2001, we have spent a total of \$1,628.46. Our average monthly cost of circuit boards, etc. has reduced from \$884.58 per month, to \$325.69 per month and is expected to decrease even more as time goes on. Installing your surge suppressors has not only reduced our parts cost, but has reduced the amount of time spent troubleshooting and repairing machines which in turn has reduced our overtime cost. I would definitely recommend installing your surge suppressors to anyone experiencing transient voltage spikes in their facility.