



## Ivanhoe Energy

5060 California Ave., Suite 400, Bakersfield, CA 93309 · Tel:661-869-2887 · Fax:661-869-2820 · Website: [www.IvanhoeEnergy.com](http://www.IvanhoeEnergy.com)

June, 28, 2010

Daniel J. Zieler  
Right-Products.com  
Action Mfg. & Mktg. Co.  
17729 S. Gougar Rd.  
Lockport, IL 60441-8280

Re: Ivanhoe Energy Experience with Righ-Products.com / Action Mfg. & Mktg. Co.

To Whom it may concern:

Ivanhoe Energy recently engaged Righ-Products.com / Action Mfg. & Mktg. Co. to market surplus equipment from an oil processing facility and act as its Sales Broker. The company did an excellent job. The representative, Daniel Zieler was very professional and knowledgeable in internet and international sales. He prepared the website with the ads in record time for Global exposure. The site was nicely done. The sales campaign had 4,471 hits from 131 countries that resulted in the sale of several "hard to market" items during a slow time for used equipment sales. Local sales attempts had been unsuccessful for these items.

Mr. Zieler was a great third party through challenging multi-national sales negotiations. He worked very hard in making sales a reality. Our largest most expensive equipment transaction was complex and took months to close. Each obstacle in the sales process at all levels through finance, logistics to contracts was overcome professionally for both us and the customer. With constant communication between all parties involved and great report established, he was able to help the buyer to consummate the deal. Even when the deal had fallen through, he pursued the deal guiding the buyer back to the table to continue with the deal and close it. His experience showed thru in his email between Ivanhoe and the buyers.

Ivanhoe would recommend Action Mfg. & Mktg. Co. for website sales of equipment.

Sincerely,

Mike Rutter

Ivanhoe Energy

Facility Engineering Manager