

25 January 2007

RE: Ulrich Thaufelder

To Whom It May Concern:

Fedders is a leading global manufacturer of heating, ventilation and air conditioning (HVAC) products headquartered in Liberty Corner, N.J., U.S.A.

In 2001, Fedders acquired Polenz GmbH, the premier German distributor of HVAC products. During the ownership of Polenz by Fedders from 2001 until the end of 2006, Ulrich was highly successful in leading the Polenz organization. At Polenz, he was responsible for all aspects of the operations. His responsibilities were expanded to include management of Fedders operations throughout Europe including the indoor air quality (IAQ) division.

His accomplishments were many and included:

- Returning the company to a high level of profitability
- Exiting low margin segments of the business
- Focusing on higher value added commercial segments
- Re-positioning the company and shielding it from low cost commodity Asian products
- Streamlining the organization and reducing costs by closing under-performing branches, consolidating positions and operating functions
- Securing strategic supplier agreements
- Expanding sales outside Germany for HVAC and IAQ products
- Management of the IAQ business and integration with Polenz

Fedders made a strategic decision to focus on its core products and markets in North America and Asia and is divesting all of its European operations.

Ulrich is a highly accomplished and experienced professional with excellent leadership skills and is highly recommended for a senior level management position.

I have only positive comments about Ulrich, who is a pleasant and committed person to work with. I recommend him without reservation.

Sincerely,



Michael Giordano
President & CEO