

EXHIBIT 16

Unknown

From: Jeff Bogusz
Sent: Tuesday, February 04, 2003 2:27 PM
To: John Verbos
Subject: RE: tank counts???

-- Customer Counts w/inventory
 -- the rightmost number are the final results

__*****

-- Current Customer Segment Tank Serial Number Count

__*****

-- Case #1 --
 -- New Customers Segment --- 47433 43107 37000
 -- W.LDD>='5/1/02'

```
select count(*)
from (-- 37853
      select W.fldCustomerID from dbWorkingTemp.dbo.tmp_WorkingCustomers W
      inner join (select C.fldCustomerID from dbCustomer..tblCustomer C
                  where C.fldCustType<>7 and C.fldTerminated =0
                  and exists (select * from dbInventory..tblEquipment E
                              where C.fldCustomerID=E.fldCustomerID)
                  ) as C on W.fldCustomerID=C.fldCustomerID
      where W.LDD>='5/1/02' and W.COLeasePivot='Leased'
      ) as W
where not exists
(
  select *
  from dbAR..tblTransactions T
  where T.fldPostCode in (62,76,77) and T.fldCustomerID=W.fldCustomerID
  group by T.fldCustomerID
  having sum(T.fldDollars) > 100
)
```

-- Case #2 --
 -- Newly Lost "Pool" Customer Segment -- 4830 4114 3497

--W.LDD between '11/1/1' and '4/30/02'

```
select count(*)
from (-- 3629
      select W.fldCustomerID from dbWorkingTemp.dbo.tmp_WorkingCustomers W
      inner join (select C.fldCustomerID from dbCustomer..tblCustomer C
```

```

        where C.fldCustType<>7 and C.fldTerminated =0
        and exists (select * from dbInventory..tblEquipment E
                    where C.fldCustomerID=E.fldCustomerID)
    ) as C on W.fldCustomerID=C.fldCustomerID
    where W.LDD between '11/1/1' and '4/30/02' and W.COLeasePivot='Leased'
) as W
where not exists
(
    select *
    from dbAR..tblTransactions T
    where T.fldPostCode in (62,76,77) and T.fldCustomerID=W.fldCustomerID
    group by T.fldCustomerID
    having sum(T.fldDollars) > 100
)

```

```

--*****
-- Old Customer Segment Tank Serial Number Count      --9450 7903
--*****

```

```

select count(*)
from -- current non-internal customers with inventory --59940 accounts 51335
    (select C.fldCustomerID from dbCustomer..tblCustomer C
     where C.fldCustType<>7 and C.fldTerminated =0
     and exists (select * from dbInventory..tblEquipment E
                 where C.fldCustomerID=E.fldCustomerID)
    ) as C

```

```

left join ( -- working group with deli after 10/31/01 -- 60470 accounts
    select fldCustomerID from dbWorkingTemp.dbo.tmp_WorkingCustomers
    where LDD>='11/1/01'
) as W
on C.fldCustomerID=W.fldCustomerID
where W.fldCustomerID is null -- 10897 accounts w/inventory and not in the working group
and not exists
(
    select *
    from dbAR..tblTransactions T
    where T.fldPostCode in (62,76,77) and T.fldCustomerID=C.fldCustomerID
    group by T.fldCustomerID
    having sum(T.fldDollars) > 100
)

```

```

--- all --- -- 57103 w/ter=Y 56979 48676 (sum of above 3= 48400)

```

-- all customers w/inventory

```
select count(*)
from (select C.fldCustomerID from dbCustomer..tblCustomer C
      where C.fldCustType<>7 and C.fldTerminated =0
      and exists (select * from dbInventory..tblEquipment E
                  where C.fldCustomerID=E.fldCustomerID)
      ) as C
where not exists
(
  select *
  from dbAR..tblTransactions T
  where T.fldPostCode in (62,76,77) and T.fldCustomerID=C.fldCustomerID
  group by T.fldCustomerID
  having sum(T.fldDollars) > 100
)
)
```

--

Internal Virus Database is out-of-date.

Checked by AVG Free Edition.

Version: 7.1.394 / Virus Database: 268.8.0/352 - Release Date: 5/30/2006