

# AEROPOSTALE, INC.

September 22, 2004

Mr. Herb Unger  
The First Energy Group, L.L.C.  
8998 Route 18 North  
Old Bridge, NJ 08857

Dear Herb,

I would like to thank you and your team at The First Energy Group for the lighting project recently completed at the Aeropostale, South River, New Jersey Distribution Center. The project went extremely well from the engineering phase, through the proposal phase, all the way to completion. The installation was completed on time and within budget with all of the desired results. The return on investment is on track to meet the projected savings.

I would also like to thank the installation team. They arrived at the Distribution Center on time, worked independently and maintained a neat work area throughout the project. The installation team also made several suggestions and changes, at no additional charge, to the lighting plan in an effort to improve the light level. The associates working in the Distribution Center have made several comments on the improved light quality.

Thanks again for a job well done!

Sincerely,

Mark Dorwart  
Vice President of Logistics