

# LETTER FROM LARRY STANDLEE

## PARKING GARAGE

July 11, 2017

I appreciate your ability to solve complex issues with lighting and produce a variety of photo-metrics so we can compare LED fixtures before a test install. The illumination of LED looks great on objects, but the glare from most LED fixtures is very distracting to customers. I call it the black dot problem. Once you look at the light you see a black dot from the intense point of light. This is a very uncomfortable feeling and a distraction from what you want a customer see. We have been testing LED fixtures on our roof top parking for two years and the VUE is a clear winner in putting the light where you want it while not having the intense glare of the typical LED fixture. One of our manager mistakenly installed LED fixtures on one of our garage roof tops that needed to be at an angle to get the light to cover the area. Shortly after the install we had several people call and complain about the light shinning into their homes. Two weeks later we had the City call us and the final outcome was removal of the fixtures. This is just one of four solutions you have been able to provide us at our parking locations that the other LED vendors have not been able to solve.

Thank you for your help.

**Larry Standlee**

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LIGHTING