



November 22, 2016

NLS Lighting

I wanted to let you know a couple of things. First, we have completed, our outdoor lighting project and we couldn't be happier with our decision to use the lighting provided by NLS Lighting.

As you know, we did a considerable amount of research on many companies and lighting manufacturer's before starting our project. It was paramount to us to choose a company whose products and services met our needs. From our first contact to the completion of our expectations would be an understatement. You "EXCEEDED OUR EXPECTATIONS!" Your photometric layout along with "value engineered" suggestions made it clear to us you weren't just trying to sell us lights but to give us the best possible outcome at a very affordable cost.

We talked seriously with a number of your competitors and never felt like they had our best interest at heart. Your suggestions to make some changes seemed not only reasonable but kept our project costs within budget. The help with the application process to receive energy rebates was not only welcome but very easy and cost effective.

In the automobile business outdoor lighting plays a significant part in our marketing strategy. Being able to "showcase" our products is something we always try to improve upon. And, without question, we have never enjoyed a more inviting display since installing our new lighting.

We would be more than happy to recommend you and NLS Lighting to anyone who wants to take it to the next level. It was truly an "exceptional experience."

Best regards,

A handwritten signature in blue ink that reads 'Mel Grata'. The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Mel Grata  
President