



April 13, 2017

To Whom It May Concern:

I am writing to offer my recommendation for SIB Lighting. The team from SIB Lighting has recently upgraded our facility to LED lighting, which has resulted in improved function and appearance for our facilities, while also reducing our energy consumption.

SIB Lighting replaced 249 interior lighting fixtures in our office and lab/ warehouse space, as well as 10 exterior fixtures, with energy efficient LED fixtures. As a result, the energy savings we will obtain over the coming years dwarfed the cost of the project. In fact, we are expected to break even on the investment in less than three years, after which all of the energy savings will go straight to our bottom line. We calculated that we were losing \$1,655 in monthly opportunity costs from excessive energy usage before the upgrade, so it made sense to install these new lights as soon as possible, and we're glad we chose SIB Lighting to do so.

SIB Lighting offers great products and services that can really improve the look of a facility while also creating a greener, more energy-efficient lighting system. In addition to the environmental benefits, the monetary benefits from decreased energy usage are considerable, and allowed the project to pay for itself. This is a great opportunity to upgrade facilities while reducing costs, and I would urge any office/ warehouse facility to take advantage of SIB Lighting's LED technologies.

Sincerely,

A handwritten signature in black ink, appearing to read "Neil Langton", written in a cursive style.

Neil Langton, Facilities Manager
(704) 972-4710
nlangton@cbcc.us