



550 WEST ADAMS STREET, SUITE 200, CHICAGO, IL 60661 • PH: 312-930-9400 • FAX: 312-669-1459

November 20, 2018

Re: SIB Lighting

To whom it may concern:

Founded in 1880 in Chicago, family-owned QST began with just a horse and cart selling textiles to local tailors. We've since expanded to 60 countries for sourcing, selling and manufacturing quality textile components and we've been the world's largest supplier for more than 135 years. In fact, we're "behind the seams" of every major retailer.

Our 240,000 square foot state-of-the-art warehouse facility in Mocksville, NC ships over a million units of goods every month. We maintain three months of rolling inventory on core programs with major customers to insure consistent availability of core items.

We engaged SIB Lighting to revamp our warehouse lighting system and to reduce our overall energy spend, and we're extremely pleased with the results. Not only does the improved lighting drive increased productivity, it also reduced our energy consumption by 75%.

To top it off, we were able to pay for 38% of the project using the rebates we received for installing green LED lighting. We'll break even on this project in just over a year and a half and we expect to save \$309,000 in lighting-related energy costs over the next 10 years.

I recommend SIB Lighting to anyone interested not only saving money, but also improving productivity in their facilities. The whole project went smoothly and the results are fantastic.

Thank you,

A handwritten signature in blue ink, appearing to read "Jeff Carlevato".

Jeff Carlevato
Chief Financial Officer
QST Industries, Inc.