



August 3, 2012

Subject: Corporate Lighting Retrofit

Dear Verde,

As we approach the conclusion of our 2 year lighting project, I wanted to send you a bit of a thank you and bring a few items to perspective. As you know, the automotive industry is incredibly competitive and it's imperative for us to provide the best possible service and quality to our customers. Retrofitting over three million square feet of lighting at almost half of our sites has not only reduced our carbon foot print by 1800 cars, it has potentially reduced our lighting costs by up to 50% and reduced our kilowatt hours by 12.5 million.

I also wanted to thank you for securing over \$800,000 in utility rebates and verifying that payments were made. Had it not been for The Safety Source, we may not have known about such rebates. If it weren't for you and your team, so many projects may not have gone as smoothly, on budget, and with the most professional attitude. Again, thank you so much for your efforts. I look forward to completing future projects with you and your team!

Director of Energy
Flex-N-Gate