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January 17, 2020

Energy Reduction Coalition
1407 Allen Drive, Suite J.
Troy, MI 48083
Attn.: Jim Lamerato

Dear Jim:

I wanted to personally thank you and your team for the lighting improvements that you completed at our Petoskey manufacturing facility as well as our Headquarters building. The way ERC approached upgrading lighting and maintenance for our company was fantastic. You sure needed some perseverance with getting the new lighting exactly at the level we needed and even had to add some additional lights in several places to make it just right.

Our goals were improved lighting, reduce maintenance costs and energy savings. We are happy to report that you helped us achieve these goals! This was another step to help us improve our Sustainability as a company.

I believe that your ongoing partnership approach is one of the key differences between your company and other vendors selling lighting. We believe it is the right approach. Lighting needs vary and everyone has an opinion, so we had to satisfy many requirements for everyone's workspace and with your help we were able to accomplish it. The savings calculations were finalized after everything was installed.

I believe you told me that ERC was motivated to keep everything functional because unless the lights are on, there are no savings for anyone. Sadly, many companies don't understand that.

Jim and team, well done. We look forward to working with you to improve our lighting at our other manufacturing facilities.

Sincerely,

Susanne K. Maskaluk
Corporate Treasurer