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Friends at US Lamp,

I'm sending you a note to let you know how happy International Paper – DePere is with the results from our lighting project accomplished in 2003. To appreciate all the effort that has gone into such a project, consider the following:

- The project was first considered in 1999. Initial investigations by another vender proved fruitless as they estimated the cost versus value too low to attempt such a project.
- In 2000, we attempted to take advantage of offers from Wisconsin Focus On Energy, but again stumbled. The program was new and few venders knew how to develop projects that could obtain incentives.
- In late 2001, we contacted US Lamp and you assisted International Paper in successfully applying for a grant to cover ½ the expenses for a comprehensive lighting feasibility study. Performing the study early in 2002 provided the documentation needed to know the project was worth its investment.
- In late 2002, again US Lamp successfully applied for funding through WFOE and obtained maximum incentives to encourage International Paper to proceed with the project. The project was created and implemented in early 2003.
- Upon completion, again US Lamp assisted us in obtaining the second half of the expenses paid for the feasibility study through WFOE.

Along the way, a tremendous amount of effort was given by the whole US Lamp Team to educate and show this facility that energy efficient lighting and systems were usable and advantageous to the mill. Without your direction and assistance through WFOE, I'm confident that we would not have had the success we have today.

Thank your entire team for their friendly help, guidance and technical ability.

Bruce Schoblaska  
Senior Project Engineer

