



KENOSHA UNIFIED SCHOOL DISTRICT No. 1
3600-52ND STREET, KENOSHA, WI 53144-2697

December 2, 2003

Mr. Randall S. Johnson
US Lamp, Inc.
3600 Velp Avenue
Green Bay, WI 54313

Dear Randy:

Each year I am asked to summarize the various accomplishments of my department as part of a goals review process. I use this process as an opportunity to recognize a handful of vendors that have contributed significantly to the success of our department over the past year. US Lamp is one of the four vendors, this year, that I felt compelled to recognize based on their support to the Kenosha Unified School District.

As you know, I struggled to identify a means to resurrect an energy savings project program here at our school district. The overall feeling in the district was that we were in pretty good shape from an energy perspective and that we had spent enough money in the past on energy related projects whether they be lighting, HVAC, controls, etc. Obviously there were and are numerous opportunities left here for energy savings, but the question was how to drive this point across to the School Board and the community. Through the help of you and your firm, we were able to identify projects with very quick return on investments that also allowed for an improvement in the lighting quality. In addition, your involvement in helping us obtain Wisconsin Focus on Energy incentives for these projects served as another reason as to why these projects were approved.

All four projects have went extremely well, so well that we are in the process of identifying additional lighting projects with your firm for next year. The two projects which replaced the lighting in the fieldhouses of Bradford and Tremper High Schools have received numerous compliments from coaches, teachers, parents, and students. The fact that we have dramatically improved the light quality and clarity while saving energy in these two spaces is a huge "feather in our cap" for justifying additional lighting projects for next year and the future.

I also want to recognize the involvement of Joe Daniels of US Lamp in the four projects. Throughout the process, from identifying potential projects through design, bid support, construction support, and the incentive paperwork, Joe has exceeded our expectations. He addresses issues quickly and efficiently and did a great job of keeping these projects

on task. His interest in helping us get this program off the ground and make it successful is very much appreciated.

Randy, all too often we get in the mode where we are so busy that we do not take the time to recognize the achievements and support from others. That is why I started this tradition of recognizing vendors at the end of each year. I want to commend you on the quality and care of the service that US Lamp provides its customers and our district in particular, and I look forward to working with you and your firm in the future.

Sincerely,

A handwritten signature in black ink, appearing to read "P. Finnemore", with a long horizontal flourish extending to the right.

Patrick M. Finnemore, P.E.
Director of Facilities