



Hospital Medical Center
Madison, WI

May 5, 2003

To Whom It May Concern:

I am pleased to write this letter regarding our lighting retrofit project with US Lamp, Inc. Our hospital entered into a performance contract with Johnson Controls, Inc. in the summer of 2001. This contract involved a comprehensive energy management project for our hospital and power plant. US Lamp provided the lighting retrofit portion of this contract as a subcontractor for Johnson Controls.

Our lighting retrofit project has been broken up into several phases with Phase I and Phase II being completed. Much of this work included bulb and ballast retrofitting for existing fixtures, occupancy sensor controls in a variety of office and common area spaces, and work on exterior lighting fixtures as well. Some areas of our hospital included complete redesign of existing lighting systems, which US Lamp provided with computerized design on our CAD drawings. For areas that had extremely old equipment or different uses, new lighting systems were designed with high efficiency components. Some of these designs included our cafeteria, some lower level storage areas, and our power plant. The use of bi-level ballasts in our hallways enables us to interface with our energy management equipment and load shed to a lower light level during high peak demand time. This technology provided additional energy savings beyond the higher efficiency lighting equipment.

Personnel from US Lamp were very technically knowledgeable and worked closely with our staff and Johnson Controls to implement this project.

The energy conservation measures are meeting our expectation for savings and we have received many compliments on the lighting upgrades that we have implemented so far. We are currently working on some other building technologies. I highly recommend US Lamp for implementing lighting retrofit projects, based on their technical expertise, interacting with the appropriate personnel, and the ability to provide a quality lighting end result.

Sincerely,

A handwritten signature in cursive script that reads "Gary Rothenbuehler".

Gary Rothenbuehler
Director of Plant Services