

# *Stanley-Boyd Area Schools*

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## Re: Recommendation Letter for U.S. Lamp

I first made contact with Joe Daniels from U.S. Lamp in the early spring of the 2004-2005 school year. As a new district administrator, one of the first realizations I made about our District was that we had a significant opportunity for saving money through energy conservation projects. Our local Focus on Energy consultants suggested we begin looking at different energy savings projects and lighting would be the obvious place to begin. We had brief contact with U.S. Lamp representatives at the WASB Convention earlier that year and we contacted them for help.

Throughout the spring of 2004, Joe Daniels made several trips to Stanley to develop a plan of action for updating lighting throughout our entire District. By March, Joe was presenting a plan to our school board which included changing the lighting in our three gyms, upgrading our shops, upgrading all the lights in our elementary and pool area. The plan was so well thought out and planned that our school board accepted the plan on the night of his first presentation.

Joe did all the leg work on the project in regard to finding a contractor and serving as our overall contractor. Joe inspected all the work done and gave us a project which matched and actually exceeded all our expectations. The contractor he chose did an excellent job and was easy to work with. Toward the end of the project, we developed a punch list of items we were concerned with and those items were all taken care of within a week. Since that time, Joe has been immediately receptive to any concern I may have contacted him with.

In regard to financing the project, U.S. Lamp has been one of the few contractors I have dealt with that have actually completed a project for the amount of the bid. Joe had provided us with an original estimate and later gave a second estimate for a lesser amount. The actual cost came in at the lower, amount, just as he indicated it would be. In regard to energy savings, I had hoped this project would save us \$10,000 per year in electric costs even though Joe estimated savings of \$21,000. At the present time, I expect our savings to be closer to \$22,000. An amount even higher than what Joe predicted.

I would, without question, recommend U.S. Lamp as a contractor for lighting upgrades. They finished our project on time, on budget, and we have achieved significant energy savings. In addition, Mr. Daniels is an excellent representative of their company and is a pleasure to work with. If we were to have another lighting-project, my first call would be to Joe Daniels and U.S. Lamp.

  
Jim Jones  
District Administrator