



LACAL EQUIPMENT INC.
901 WEST PIKE STREET
P. O. BOX 757
JACKSON CENTER, OH 45334

PHONE 937-596-6106
FAX 937-596-5433

JANUARY 25, 2007

Doug Borchers
Dickman Supply Co.
Sidney, Ohio

Dear Doug,

In 2004, Lacal Equipment had a 12,000 sq. ft. warehouse building with a 16 ft. eave height which was lighted by older conventional fluorescent fixtures. Lighting levels were poor and the old fixtures required frequent maintenance. We decided to replace them with new High Bay – High Efficiency Fluorescent fixtures purchased from Dickman Supply. We were able to achieve much higher lighting levels with fewer fixtures and approximately a 30% reduction in electric consumption.

When we decided to construct a new 75,000 sq. ft. manufacturing and warehousing facility in 2006, we wanted a well-lit facility – lighting levels higher than typically specified for warehousing and manufacturing areas – and the equipment selection was easy: High Bay – High Efficiency Fluorescents, again supplied by Dickman. The initial cost was only slightly higher than metal halide fixtures and that's quickly paid back by electric consumption by the fluorescents 50% lower than the metal halides would have required. We also know that the light output of these fixtures will not degrade over their life like the output of metal halides does – so we'll maintain our high lighting levels.

These would have been reasons enough for our choice, but the EPAct tax deduction is the icing on the cake: we've qualified for the maximum deduction of \$.60 per sq. ft., which will offset a significant amount of the cost of the installation. Tim Bickel and Dickman Supply were a big help with the documentation for this.

Thanks again to Dickman for their great assistance with our projects.

Sincerely,

John Hejduk
Lacal Equipment, Inc.