

# LETTER FROM MEL GRATA

## DEALER TO DEALER

July 08, 2017

My name is Mel Grata. My company is Mel Grata Chevrolet Toyota in Hermitage, PA. The purpose of this email is to share my experience with NLS Lighting. I became familiar with NLS a couple of years ago and decided when it was time to upgrade my lot lighting I would look at them. I didn't know anything about their lighting but met a representative of the company while on vacation and agreed to give them an opportunity.

I had already replaced the lighting (before I was familiar with NLS) at another one of our facilities and used Cree Lighting. At the time Cree was considered a "premier" LED manufacturer. I thought that their LED's were great until I used NLS on our larger facility. I can only say that when I contacted NLS we did everything by phone. Their ability to lay-out the project, recommend the type of fixture and do a photometric comparison between my existing lights and their's amazed me. They did everything they said they would do and more. If our employees responded to customers requests as well as they did I would be tickled pink. A lot of what they recommended saved us money on not only less fixture's but smaller ones. And, their photometrics were right on. Our outside lighting costs are less that half of what they were and the amount of light is overwhelming. I should say that we compared their lighting proposal to Cree as well as one other import manufacturer ( I can't recall the company but most of the LED's we looked at were made in China) and they were much less that Cree and a fraction more than the imported lights. However, the service we received from NLS was as good as it gets.

I'm not a stock holder in NLS, have never met the sales person you are talking to and I am not receiving a referral fee of any kind. But, I am a "hands on" dealer and pay a lot of attention to our facility, what it looks like and what it cost to operate. If there is a better lighting solution than NLS, I wouldn't know who that would be and I spent a great deal of time looking. Feel free to call and discuss if you think it's necessary. You can reach me by cell @ 724-813-5888. I would be happy to share my experience with you.

Best regards,

Mel Grata  
President