



Los Angeles Convention Center

October 16, 2001

To Whom It May Concern:

I would like to take a moment to share my experience and satisfaction with Stingray Lighting products. Approximately two and half years ago we at the Los Angeles Convention Center had the pleasure of meeting with Mr. Bill Lear of Stingray Lighting Inc. Bill informed us of their new reflector/diffuser technology and stated that we could cut our energy usage in half while still maintaining our current level of light (measured in foot-candles) on our exhibit hall floor. Although we were skeptical, we made the decision to install four test fixtures in our West Exhibit Hall to measure the performance for ourselves, and to get client reaction. In efforts of further assurance, we ran the test for a period of six months. Much to our pleasure, the lights performed just as Mr. Lear had claimed.

With the test concluded and the results satisfactory, we then purchased 288 of the 400-watt Metal Halide Stingray fixtures to replace the 288 pre-existing 1000-watt metal halide fixtures that provided the majority of lighting for our 210,000 square foot West Exhibit Hall. Our West Hall project resulted in a 60% saving in electrical usage, with an annual saving of \$67,000. As an added benefit, when the final measurements were taken, we had actually increased our lighting level on the floor by three foot-candles.

Since our West Hall project was so successful, we conducted another test in our 346,000 square foot South Exhibit Hall, and then purchased 752, 400-watt Stingray fixtures to replace the pre-existing 1504, 400-watt metal halide fixtures that were originally installed in 1993. Although we are still in process of installing the Stingray fixtures in our South Hall (As of this writing we are 60% complete), the results of this phase will yield a 50% reduction in electrical usage and result in an annual saving \$112,000.

We at the Los Angeles Convention Center are very pleased with our purchase of Stingray lights. Mr. Lear and his team have been great to work with. We had unique requirements in each of our installations requiring custom modifications to the fixture assemblies, and the folks at Stingray gladly took on our request and provided a quality product.

In closing, I would highly recommend the use of Stingray lighting fixtures to anyone in pursuit of a quality, highly efficient light source.

Sincerely,

Thomas Fields
Building Superintendent-I
Show Operations
Los Angeles Convention Center