



*Pelican Grand*  
LETTER OF RECOMMENDATION

September 11, 2013

Reference: GRASP LIGHTING GROUP, LLC

Our Pelican Grand Beach Resort is Fort Lauderdale's premier waterfront resort complete with breathtaking views, a friendly staff prepared to offer their guests an experience like no other. That is why we chose Grasp Lighting Group, out of Dania Beach, FL, to propose the best available LED lighting for our facility. Their CEO and Founder, Peter V. Baker showed us what was available in the top quality LED tubes and LED bulbs.

We settled on the Toshiba Par20 to retrofit from our 200 plus halogen and fluorescent hall lamps that are lit 24/7. The new Toshiba product gave us the color and beam angle that we desired and a return on investment of 7 months with an annual savings of \$9,800.

For our above door tubes we worked with Peter to find the correct coloration and light output. He developed the ATG Electronics 4' LED tube with a custom driver to reduce the light output and provide us with the soft amber coloration that we specified. We are extremely pleased with the ATG LED Tube, with an external power supply, as Peter educated our management team about LED diode temperatures and the benefits of an external driver. The external driver eliminates heat build up around the heat sensitive LED diodes thereby extending the life of the LED tube. Additionally several years from now we can upgrade just the driver or just the tube without having to discard both items if they were combined. The 220 plus tubes are lit 24/7 and the return on investment is less than 6 months, generating an annual savings of \$17,784. We went from 35W down to less than 9W. This ATG tube is beautiful in energy savings and coloration and light output. It is perfect for our needs!

The combined lifetime savings for these 2 products is close to \$150,000 and both products have a full 5 year factory and GRASP warranty and GRASP supports us from just 7 miles away.

We are extremely pleased with the products and the knowledge of GRASP and their ability to satisfy our LED lighting needs, engineering issues, aesthetic issues and to assist us in eliminating all maintenance issue for years to come. We are so pleased with our new LED lighting that we have future LED projects now designed to save us another \$29,000 annually and an additional lifetime savings of \$155,000. We are looking at a combined lifetime savings of \$305,000. (HUGE SAVINGS)

We highly recommend Grasp Lighting Group and their CEO, Peter, who oversees each and every project personally and who worked closely with our management team to specify, test, select and install only the top quality LED products. If you have any questions please call me at 305-778-8582

Sincerely,

Leroy M. Chisholm, CEOE

Director of Engineering