

October 15, 2007

Mr. Gary Campbell
Aloha Light & Design, Inc.
Kailua-Kona, Hawaii

Dear Gary,

Its been almost 10 years since we first started doing business together and I thought this might be a good time to reflect on that time and the many wonderful things that have come our way. When we first met, you were a sales associate at one of the fine lighting supply houses in Kona. Your energy and determination probably increased our business with that supplier two or three fold...you were always at our project sites lending your expertise, asking what special needs we had and, generally, doing a fantastic job of representing your employer and the lines that he carried.

Then, a few years later, you struck out on your own by opening a branch location of a lighting supply house from Maui. Immediately, you had more control over your inventory and pricing and we could see that nothing short of a freight train was going to stop you! We began asking you to design custom light fixtures, to push your suppliers and manufacturers to customize their stock items, to create new finishes and accessories; and you always came through for us. The fact that you customized your business to suit our needs really made an impact on our overall operations and the frequency with which we could produce our one-of-a-kind homes on the finest resort properties in the world.

Finally, just a few short years after that you took the leap and opened up your very own business! Our hearty congratulations to you on that brave move, Gary!! Now, even more than before, we have a very proactive supplier of lighting fixtures, one who's willing to do whatever it takes to satisfy the needs of our professional lighting designers, interior designers, architects and, most importantly, our wonderful clients. It seems that no matter what challenge we throw at you, it comes back better than we had expected and you're asking "OK, what's next? How can we create something special for the next project?" It is amazing and very gratifying to see you in action.

If any of your prospective clients or design professionals would like to contact me for a reference or to simply talk about you or your business, please have them give me a call and I will be happy to let them know what they can expect from you and Aloha Light & Design...that'll be simply the best!

Sincerely,
John F. Metzler