



March 28, 2018

Mr. Joe Hoffman & Mr. Tim Wilde
Aleo Prime Energy Solutions
PO Box 966
Blue Springs, MO 64013

Joe and Tim:

It has been a pleasure to get to know you this past year. Thank you for everything you've done for the Blue Springs Chamber of Commerce. I am so thankful that you approached me last May to discuss the possibility of LED lighting for our office. As a not for profit, we watch every penny we spend. I'm happy to tell you that we've already seen a savings upwards of \$1000 on our energy use.

As you know, this office is a busy place. We have a constant turn of volunteers and general public through our doors each and every day. The phone rings off the hook and staff members are busy all the time. To tell you the truth, I was a little concerned that the installation of lighting would cause a disruption in our daily activities.

You surprised me! Within a week of our discussion, our LED lights were installed. You were quick, and explained exactly how everything would happen. Systematically over a two day period, all our lights were changed. There was **no** disruption in our ability to work. Your installers were polite and made sure not to interrupt office proceedings. I appreciate how clean you kept everything. I expected a big mess, but you cleaned as you went and even vacuumed our office before you left.

It's amazing how much of a difference lighting can make. From the very first bulb installation, our office was noticeably brighter. Not only do our employees love it, but it also makes all the meetings we have in our office a little brighter. I know that several of our Board members and committee chairmen have reached out to you to install LED in their offices after seeing what a difference it made for the Chamber.



The LED lighting for Fall Fun Festival this year was a wonderful addition. It was much better for our volunteers in the Beer Garden dealing with money, credit cards and customers. I appreciate the time both of you spent not only with the new lights, but also in volunteering for our event.

Aleo Prime Energy Solutions has had an impact on the Blue Springs Chamber of Commerce in more ways than one. You're building your business the right way.

Immediately after becoming a member, you jumped right in. You've been a part of our activities and made recommendations where appropriate. You've followed your recommendations with action and met every promise you've made to us!

I appreciate your membership and am happy to share our success with LED lighting and Aleo Prime Energy Solutions. Thanks again.

Sincerely,



Lara Vermillion, IOM
President

