

**FRED DAVIS  
CORPORATION**  
*Wholesale Distributors of Energy  
Efficient Lighting Products*

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To whom it may concern:

For five years, in multiple capacities, I have worked with George Woodbury and Brian Woodbury of LightSmart Consulting. I have always been impressed.

As a member of my hometown Medfield Energy Committee, I saw first-hand how George guides a town through the LED Streetlight process. He is a wealth of knowledge, yet patient to answer any and all questions. Throughout, he is always seeking the best interests of the Town.

The Town of Medfield had some out-of-the-ordinary challenges to overcome, but Lightsmart was able to give guidance on those issues and made sure they didn't derail the process. I don't think another auditor would have been able to steer the Town of Medfield through the hurdles.

During the selection process, it was necessary that I recuse myself from Medfield's deliberations, so my comments above came from being an observer.

My recusal was necessary because I am also professionally involved in LED Streetlights; I am president of Fred Davis Corporation, wholesale distributor of efficient lighting products, and FDC has supplied LED Streetlights to numerous municipalities, some of whom were LightSmart clients.

So I have also professionally worked with Lightsmart as a colleague. From that vantage point as well, I can say that Lightsmart expertly manages the process of auditing and consulting with cities and towns. I would not hesitate to recommend any municipality to use Lightsmart for their auditing and consulting purposes.

Sincerely,



Fred Davis