

Mr. Rick Benedict
Beachside Lighting
Kailua, Hawaii

Dear Rick,

Its been about 10 years that we've been doing business with Beachside Lighting and I thought it would be a good time to write to you and let you know our thoughts about your company and its local representatives. Ten years is a long time, but it can seem much longer, or shorter, depending on the circumstances. I hope this time has gone as quickly for you as it has for us, because that tells me that you are having fun at what you do and are dealing with people who appreciate your products and services.

Rick, you can count us among those who have not only enjoyed our relationship, but have benefited from it as well. From the first few projects that we did together, through the enthusiastic and super-helpful efforts of your local distributor, Gary Campbell of Aloha Light & Design, we have never, and I do mean *never*, been disappointed with your products, the time it took to get them to our doorstep, your willingness to customize them, the service after the all-important sale or any other element of your organization.

Since the time of those first projects, you have expanded your line of products, you have invented new fixtures to meet our sometimes demanding specifications and design criteria, you have conceived of new and different trim pieces, you have offered a wider range of finishes and you have actually custom built many, many fixtures for us and our clients. You've never let us down or made us wait for product or service. Gary always stocks what we need and is willing to get it here on short notice if its not in his warehouse!

One area that we can't endorse is your warranty...we've just never had to use it!!! The quality of your products speaks for itself; from the parts one sees when walking thru a room or garden, to the parts that nobody ever sees, we have simply never had a problem with any of them. We have no reason to believe that this will change anytime into the future since your company has always kept its eye on the quality of the products you make and sell.

So, I guess if one was to sum up the whole Beachside Lighting experience of the past 10 years or so, it would be easiest to say that it has simply been a real pleasure to work with you and your team. We, all of us at MCC, wish you the very best and look forward to many more years of doing business with Beachside Lighting.

John F. Metzler
Owner, Manager