



Lilly del Caribe, Inc.  
P.O. Box 1198  
Carolina, P.R. 00986-1198

February 9, 2007

**Transcon Lighting System, Inc.**

Att: Mr. Jorge Sosa & Mr. Fernando Sosa  
P.O. Box 29739  
San Juan, Puerto Rico 00929-0739

**RE: LILLY DEL CARIBE PR01 SITE LIGHTING RETROFIT  
ENERGY AND COST REDUCTION PROJECT**

Lilly del Caribe PR01 Carolina Site had the implementation of a Six Sigma program through energy and cost reduction project goals. In an effort to reduce the energy consumption we create a list of projects that ensure an annual saving for the company. The first priority in this project list was a lighting retrofit to upgrade our illumination and increase the quality of light.

Transcon Lighting System was the company selected to perform this work starting with an energy assessment and study of our plant. The study provides key data on the existing system and specific recommendation to optimize and improve our system.

Project scope consists of Install High Efficiency Lighting, Aluminum Reflectors and Occupancy Sensor Controls across the entire PR01 site. We replaced our eight foot lamps with four foot T-8 lamps, our existing ballast were replaced for electronic ones and in our warehouse we installed the T-5 lamp fixtures. Sensor Controls were installed in almost every area of our site to obtain the right lighting consumption and eliminate the lost energy in conference and mechanical rooms and most of all in the night working hours.

Our energy and cost reduction exceed the established goals with a project capital of \$579,459.29 and an annual saving of \$540,894.23 with a 1.1 year payback and a 93% annual return of investment. We also had a 50% lamps and ballast reduction which cause a positive maintenance and environmental impact. One of the most important aspects of this project was to establish an energy savings culture consciousness in the plant.

Transcon Lighting System completed our project in a high technical and professional way with an excellence in safety and coordination. The installation group was extremely flexible on time schedules and always performs the project without affecting our operation in the plant. Our project scope was huge with a lot of areas and very difficult manufacturing windows to work and the company exceeds our expectations and delivered the work within the due date.

Transcon Lighting System is a responsible and reliable company with an excellence personnel and management.

Thanks.

Sincerely,

Eng. Angel Peralta Rivera  
Project Engineer  
Engineering Services Department