



***Town of Salisbury***  
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***Salisbury, Massachusetts 01952***

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Chief Aide/Human Resources

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**TO:** Whom it May Concern  
**RE:** LightSmart Consulting, LLC Letter of Recommendation

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On behalf of the Town of Salisbury, please consider LightSmart Consulting, LLC for any future work in relation to street light auditing and LED retrofit project management. Please also consider them for any dealings with National Grid.

Working with George and Brian Woodbury of LightSmart has been enjoyable. They are both professional, knowledgeable, efficient, and attentive. I personally appreciate the attentiveness I have received. I can either get George on the phone right away or I am called or emailed back within hours. With respect to the work they do, they get everything organized, know all the steps, and have good relationships with players in the industry which is an asset as projects seldom go exactly how they are planned.

The Town of Salisbury used LightSmart first for our street light audit. They came in under budget and finished the project early. We are currently using them to manage our street light retrofit and I am very pleased with their work to date and suspect I will be pleased all the way to the end.

Once again, I recommend them for any and all future work in their field of expertise.

Sincerely,

James J. Ryan  
Chief Aide to the Town Manager