

October 15, 2004

Mr. Tom Burgoon
c/o Five Star Speakers & Trainers, LLC
8685 West 96th Street
Overland Park, KS 66212

Dear Tom:

I would like to personally thank you for coming out to the Acuity Brands Board of Directors weekend meeting held at The Ritz-Carlton Lodge at Reynolds Plantation in Greensboro, Georgia. Due to last minute changes to our itinerary, we found ourselves without any entertainment/speaker options for our Friday, October 1, dinner. What could have been a potential problem turned out to be a blessing in disguise. It was our good fortune in finding you just two weeks before the big event.

I did not realize how fortunate until I received such an overwhelmingly positive response from our guests. You stole the show with a great combination of humor and slight of hand both during cocktails and as our after dinner entertainer. I especially enjoyed how you incorporated the assistance of our own people into the show. The days following Friday evening both Crawford and Bob were treated as local celebrities. You created a very upbeat atmosphere where everyone was able to relax and let go with some heartfelt belly laughs.

It was also a pleasure working with you beforehand. You made my job very easy in providing your exact needs for the evening concisely and upfront. Even the driver who took you to and from the airport spoke highly of you.

Again, thank you for a wonderful evening of good clean fun and great memories. I certainly hope we can work together again in the near future.

Sincerely,



Mary A. Banks

cc: Judy DeJesus