

200 Birch Creek Rd.
Swedesboro, NJ 08085-1710
tel: 856.467.4545
fax: 856.467.9630
www.bd.com



Helping all people
live healthy lives

Mr. Andrew Bloom
ESCO Energy Services Company
309 Pittsfield Road
Lenox, MA 01240

Dear Andrew:

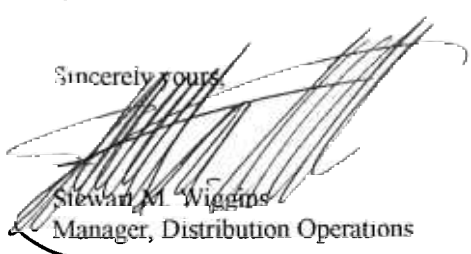
On behalf of the Becton Dickinson Distribution Center in Swedesboro I'd like to thank you for a terrific upgrade to our lighting systems. The facility-wide project went smoother than we expected. John Shulda did a great job managing the project, communicating with our supervisory people, and making sure that the installation did not interfere with our operations. Many contractors work in our facility. ESCO's performance definitely stands out as exceptional.

We are very pleased with the large energy savings and improved light quality achieved by replacing our metal halide fixtures with the new T5 fluorescent fixtures. The occupancy sensors are providing a sizeable amount of additional energy savings in a large portion of the warehouse where occupancy levels are relatively low. We appreciate the care and attention to detail that you put into your project design.

Finally, thank you for securing the large rebate incentive from the New Jersey SmartStart Building program. Combined with cutting our lighting energy load by more than sixty percent, the rebate makes this project very cost-effective for Becton Dickinson.

I would be happy to give a strong endorsement for ESCO to any company looking to upgrade their lighting systems.

Sincerely yours,



Stewart M. Wiggins
Manager, Distribution Operations