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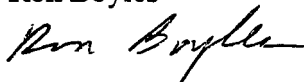
Esco Energy Services
Attn: Mr. Andrew Bloom
309 Pittsfield Road
Lenox, Ma. 01240

Dear Andrew,

The lighting retrofit project recently completed at the Becton Dickinson facility in Canaan, Connecticut was a complete success and a very positive experience. There are several aspects of the project that stand out in my mind as contributors to the overall success. The first is the detail of the initial survey and evaluating the lighting needs of each area. Next is the testing in several areas to prove the savings are real and the lighting level is adequate prior to construction. Another is ESCO's role as liaison to the utility to establish the availability of incentives for energy conservation. ESCO's knowledge of the latest lighting technology is another. And finally, the willingness by ESCO to address any problems that arise during the construction phase and resolve them.

The BD Canaan plant now has improved lighting for less energy usage. I would recommend ESCO to anyone who wants improved lighting for less cost.

Ron Boyles



Project Engineer/Facilities
BD Canaan