



To Whom It May Concern:

Having personally worked in the plant/facilities engineering business since 1986 and I have worked with hundreds of vendors across many technical disciplines and three different types of manufacturers. If I had to quantify the number of vendors that have been note worthy of recollection, I would be hard pressed to imagine that I would run out of fingers recalling the names of the organizations that I can truly place to fill my top-ten favorite vendor positions.

In the summer of 2005 I began a working relationship with Esco Energy Services Company, who I hired for lighting retrofit of three of our Central New York Facilities comprising more than 700,000 sf. They are, without a doubt, in my minds top position. Their cost savings projections were dead accurate. All said and done they calculated that our annual savings rate would meet or exceed \$250,000.00 ... and they were right! We are saving well in excess of 15,000 kWh per day and our overall ambient light levels actually increased, just as they stated it would. Their handling of logistical matters and administration in the planning and execution of the project was remarkable up to and including the complete control and removal of any and all waste from the facilities. Their detailed handling of the sea of paperwork was handled in what appeared to be a rehearsed, choreographed, melodious process. As a manufacturer of medical products they were responsible to adhere to all our in-house disciplines governed by GMPs, ISO, and the FDA, of which they had 100% compliance and a fidelity to duty. The level of professionalism, coupled with a genuine interest in our company, has made this entire project evolution extremely easy to manage. Because of their vast array of experience, they have mastered the techniques that have made my involvement during this installation almost superfluous.

Having exceeded all their stated goals with the ConMed Corporation/Central New York, I would highly recommend that they be given the utmost consideration for any energy savings projects within their capabilities. It is rare that one can hire an outside contractor and be truly turn-key. The project went on for a total of almost four months and my physical involvement was at most, extremely limited.

Esco Energy Services knows their business and product and it is delivered with exceptional service ... hire them!

A handwritten signature in black ink, appearing to read 'Paul C. Ragusa', is written over a circular stamp or seal that is partially obscured.

Paul C. Ragusa, MS, BS, CPE-IT  
Manager of Manufacturing Services/Facilities Engineer