



West Hartford Operations

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

Dear Andrew:

Thank you and your professional crew for making our recently completed lighting project a great success. We are pleased with the improved light quality as well as the large energy savings from changing our metal halide and old fluorescent lights. Lou Alfano, your Project Manager, surprised us with how smoothly the project was installed. We had concerns about how this project would go, but Lou did an outstanding job.

I am looking forward to working with you again when we do the second half of our warehouse. Thanks again

Sincerely,

A handwritten signature in cursive script that reads 'Kevin C. Bald'.

Kevin C. Bald
Financial Controller