



To Whom It May Concern

Dear Customer:

In January, 2004, National Grid is implementing an energy efficiency service (ProjectExpediter Program) for its large commercial and industrial Customers. Under the ProjectExpediter Program, the Company utilizes ProjectExpediters to provide turnkey services for Energy Initiative and Design 2000*plus* energy efficiency projects.

ESCO Energy Services is the contractor selected through a competitive bid process to deliver services on behalf of National Grid companies. ESCO submitted a qualified proposal including:

- Completed typed copy and electronic copy of Pricing Sheet
- Example of Audit Report
- Five references with contact names, phone numbers a description of completed work
- Company Financial Statements and Qualifications
- Description of comprehensive services (HVAC, motors and VSDs)

ESCO Energy Services is qualified to conduct energy audits under the Energy Initiative and Design 2000*plus* Programs. As a ProjectExpediter for National Grid, ESCO's staff works in conjunction with local National Grid Account Managers to provide up-front energy analysis, complete all required applications and documentation, and perform contracted installations.

The ProjectExpediter option is specifically geared for Customers who seek turnkey implementation services. If you have further questions about the ProjectExpediter program you can call me at 1-508-421-7221.

Very Truly Yours,

A handwritten signature in blue ink that reads "Anita C. Hagspiel".

Anita C. Hagspiel  
ProjectExpediter Program Manager