



Mr. Andrew Bloom
ESCO Energy Services Company
3 Elm Street
P.O. Box 565
Stockbridge, MA 01262

Dear Andrew:

I want to thank you and everyone at ESCO for a job well done at Graphic Impact Signs. The lighting upgrade program has been a huge success.

Directly related to the increased, well-balanced light level, we have gained about 20% in usable work area. Your work was completed on time with no adverse effect on our production activity. Actually, morale and production have increased in this new well-lit working environment.

This very successful project combined with financing from the Western Massachusetts Energy Trust no interest loan program has proven to be an excellent investment. The energy savings cover the loan obligation with a simple payback of 2.8 years. What a deal!

Thanks again,

A handwritten signature in black ink that reads 'John E. Renzi'. The signature is written in a cursive, flowing style.

John E. Renzi
President