

Mr. Andrew Bloom
Energy Service Company
3 Elm Street
Stockbridge, MA 01262

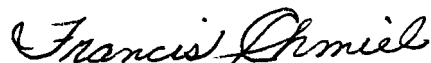
Dear Andrew:

I wanted to thank you and your staff for the excellent job you did completing the lighting retrofit project in our Springfield, MA facility. The project was undertaken in December 1997, at a time when we were very busy on the production floor. However, because of the efficiency and flexibility of your crew the project was completed on time and with little disruption to our production schedules.

Since completion of the project, not only have our employees commented on the improved lighting but we have also received positive comments from visiting clients and vendors.

I would recommend Energy Service Company to any company looking to reduce energy costs and improve their lighting.

Sincerely,



Francis Chmiel
Operations Manager

FC:dj