

# Marine Midland Bank

One Marine Midland Plaza, Rochester, New York 14639



To Whom It May Concern:

ESCO Energy Services Company (ESCO) has to date completed numerous projects for Marine Midland Bank. These applications have included our data center (which is a very sensitive environment), as well as, multiple branch offices which are extremely active. ESCO provided turn-key service including specification, installation, project management and utility rebate coordination.

The quality and communication of the entire ESCO staff was outstanding. What really stands out is ESCO's ability to turn a project around in a very short period of time paying close attention to detail. They have a project management system that has proven itself for us again and again.

ESCO Energy Services Company is by far the best lighting retrofit company we have encountered.

Sincerely,

Donald J. Jones, FMA  
Assistant Vice President  
Facilities Management Dept.