

Mr. Colby Lewis
ESCO
3 Elm Street
Stockbridge, Massachusetts 01262

Dear Colby,

Happy New Year to you and your staff. I regret not getting this in the mail last month, so this is a priority for the week!

As you know, it has been approximately two months since John and your crew completed the lighting retrofit throughout our facility. All feedback has been positive and no failures to date. I would like to add that I expect we will pick up some additional benefits in the form of increased productivity not figured into the original cost savings. The maintenance staff has gained at least 8 hrs./week of productive time usually spent on lighting service calls. Our average monthly energy usage for the three major manufacturing facilities has dropped 53,000 KWH. In summary, your estimates and benefits outlined in the ESCO original audit of MARKEM are now a reality and we can call the project a success.

I would like to take this opportunity to say thanks for your assistance while working with the financial group and the follow up during the project. I enjoyed working with your professional staff and feel MARKEM has taken a giant step towards our goal of reducing waste and creating a cleaner environment.

Many thanks for your timely answers to all inquiries. I wish you continued success and hope you will pay us a visit when in the area.

Regards,



Dick Gatley
Facility Manager

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