

Otis Elevator Company
North American Operations
Otis Service Center
212 West Newberry Road
Bloomfield, Connecticut 06002
(860) 242-3632



Mr. Andrew Bloom
ESCO Energy Services Company
309 Pittsfield Road
Lenox, MA 01240

Dear Mr. Bloom:

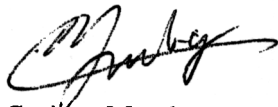
On behalf of our facility management team, I would like to express our complete satisfaction with the outstanding job that you and your team did for our lighting retrofit project.

We are all very impressed with the manner in which your team managed the complete installation with no disruption or delay to our workflow. The flexibility in your schedule and excellent execution of your project plan significantly contributed to the success of this project. Please pass along to your team our appreciation for the sacrifice that they made during the holidays to compress the project schedule.

While we are enjoying a much brighter working environment in our warehouse, we are looking forward to significant energy cost savings. Thank you for educating and guiding us through this energy savings project.

Based on this excellent experience with your company, I would enthusiastically recommend ESCO to anyone who is considering a lighting cost reduction project.

Sincerely yours,



Corinna Mossberg
Contract Manager
Otis Elevator Company