



Mr. Colby Lewis
ESCO Energy Services Company
P.O. Box 565
Stockbridge, MA 01262

Dear Colby:

I am very pleased with the results of the recently completed lighting retrofit project at our One American Row facility.

ESCO was able to complete this large project in a surprisingly short amount of time. Retrofitting more than ten thousand light fixtures in approximately fourteen weeks is impressive by any standard, and it was done with very little disruption to our people. Your project management team did a stellar job moving the project forward in a systematic manner while keeping my staff fully informed. I greatly appreciate the extra care and attention that your people displayed in working in our more sensitive departments. This was a serious concern that *ESCO* addressed in a very professional manner.

We look forward to the dramatic energy savings, as well as the reduced maintenance costs, associated with our upgraded lighting system. I am sure that the improved light quality will be appreciated as well.

Colby, our experience with your company has been very positive. I would enthusiastically recommend *ESCO* for its outstanding delivery of lighting retrofit services.

Sincerely,

A handwritten signature in black ink that reads "Rodney Higgins".

Rodney Higgins
Building Superintendent