



PHYSICAL SCIENCES INC.

ESCO Energy Services Co.
309 Pittsfield Road
Lenox, MA
01240

Attn: Mr. Andrew Bloom

Andrew,

After a very busy holiday season I finally find myself with a few minutes to send a much deserved 'thank you' to you and your staff for the professional job that you all did on our recent lighting re-fit.

I was so very please at how smoothly everything went from start to finish. That is, of course, to say how well managed the project was from the beginning.

Please convey our sincere thanks to Gerry Ayotte, Lou Alfano and to Mikhial Gerasimchuk and his crew. Professionals all!

The project went off without a hitch, was done in a timely manner with minimal interruption of work in offices and laboratories and *everyone* is pleased with the quality of the new lighting.

Pleasing everyone, my friend, is a rare thing. You have accomplished just that.

Please feel free to use me as a reference. I feel confident about recommending ESCO to anyone contemplating an energy saving lighting re-fit.

Most Sincerely,

A handwritten signature in blue ink, appearing to read 'Greg W. Lord', written in a cursive style.

Gregory W. Lord
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