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SPRING COMPANY, INC.

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Bristol, CT 06011

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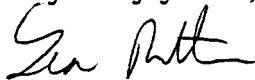
Mr. Colby Lewis
President
Energy Services Company
3 Elm Street, P.O. Box 565
Stockbridge, MA 01262

Dear Colby,

Recently ESCO completed a lighting retrofitting project in our plant. I am happy to report that during the month of January 1998 this project caused an almost 10% reduction in our electric bill.

We were very satisfied with the timely and professional installation and would like to express our thanks to you, your staff and the electrical contractor who performed the job.

Very truly yours,



Lea Rubenstein
Vice President

