

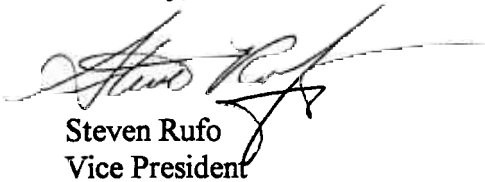
Mr. Andrew Bloom  
ESCO Energy Services Co., Inc.  
788 South Street  
Pittsfield, MA 01201

Andrew,

Thank you for ESCO's professional efforts during the recently completed energy conservation and lighting retrofit project covering four of our facilities. ESCO's staff performed the work with a minimum of disruption to our 24/7 operations. Your verified analysis of energy savings was comprehensive. You provided assistance with financing options to evaluate several scenarios accommodating our midstream change from a privately held company to part of a public one. You also did a fine job of coordinating the rebate incentive program with our electricity provider. The results have been far superior and consistent lighting quality at a substantially lower operating cost.

I would highly recommend your firm's services to any company interested in the energy conservation programs.

Sincerely,



Steven Rufo  
Vice President  
Administration and Strategic Planning