



A.H. HARRIS & SONS, INC.  
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Mr. Andrew Bloom  
ESCO Energy Services Company  
309 Pittsfield Road  
Lenox, Mass. 01240

Dear Andy, now that the two projects we contracted ESCO to do for A.H.Harris have been completed, I wanted to thank you and your staff for a job well done. From your administrative staff to your field guys, everyone acted in a professional manner and the job was done as specified. I have received nothing but praise from the managers and staff of the two facilities that are completed. The increase in lighting is amazing and although I have yet to see the latest energy bills, I am sure I will see a considerable amount of energy savings. We experienced very little disruption of our business while your team did their jobs and that was very important to us and considering we retrofitted the entire buildings, offices and warehouse, and our business was strong during this period. As importantly, you took full responsibility for the complex rebate paperwork and made sense from it when I asked for an explanation. Feel free to use this letter in any way you like that might help other prospective clients feel comfortable using ESCO. You have my full confidence.

Sincerely

A handwritten signature in black ink, appearing to read 'Ray Parent'. The signature is written in a cursive style and is positioned above the typed name and title.

Ray Parent  
Director of Corporate Operations  
A.H. Harris and Sons Inc.  
Newington, Conn. 06111