

Railroad Place  
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To whom it may concern:

Re: ESCO, Energy Services Company

During the summer of 1996, ESCO outfitted The Abbott Ball Company with energy saving lighting. It is estimated that our company will have an annual energy saving of \$23, 289 and a kilowatt reduction of 53%. Not only do these savings impress us, but, our employees noticed the improved quantity and quality of light in their work areas.

I would recommend the superior product quality and service of ESCO to any company looking to conserve energy while improving the quality of lighting in the workplace.

Sincerely,



Marco Savona  
Treasurer