



80 Valley St., Wallingford, CT 06492

Andrew T. Bloom  
ESCO  
Energy Services Company  
309 Pittsfield Road  
Lenox, MA 01240

Dear Andrew T. Bloom:

I would like to thank you for the professional manner in which ESCO presented themselves within the plant from system proposals to installation of our lighting upgrade equipment. All the workers and supervisors were cordial even when presented with difficult moments. Your work crews were extremely accommodating in scheduling their time in and around critical production facilities within the plant. Your team worked so well with our maintenance staff that I spent very little time assisting with coordination. This allowed me time to pursue other projects over the 6 to 8 weeks of installation. Your crews adhered to our safety rules and guidelines and that is much appreciated because safety in the work place is the most important policy at ATI.

The workmanship was excellent. Every day the crew would start by cleaning up what old materials were removed from the previous night. No more than a day's worth of scrap ever accumulated. They removed at least 3 large dumpsters of old fixtures. I was amazed to see that inside of 5 weeks your crews had replaced almost 95% of the lights in the project. Considering the fact that most of our ceilings are 30 feet and higher, your crews worked very efficiently to accomplish that much work in such a short time frame.

As with any large project there are issues that need to be resolved. We had at most 8 or 9 that required additional attention to resolve. Your Supervisor and I crew spent the time to talk with personnel in each area and made the adjustments without hesitation. Some issues involved swapping a 6-lamp for an 8-lamp fixture, while others required a 90-degree rotation of the new fixture.

I am completely satisfied with the services ESCO provided and would highly recommend ESCO in future projects.

Sincerely,

A handwritten signature in cursive script that reads "Robert O. Brelsford Jr.".

Robert O. Brelsford Jr.  
Electrical Engineer  
rob