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

Dear Andrew:

I would like to take this opportunity on behalf of Becton Dickinson and the Redlands, Ca. Distribution Center to thank you for the tremendous job your company did to upgrade our lighting systems from high cost metal halide lighting to the more efficient T-5 lighting. This project truly went well beyond our expectations with respect to the planning and execution to ensure all systems were in place with little or no disruption to the day to day activities within the DC. Your team completed this project several days ahead of schedule and kept me informed of any issues at all times.

John Shulda and Mike Lewis were consistently professional, always courteous and made the Distribution Center Management comfortable with this project. Mike stayed in communication with the DC Operations Manager during the entire process and walked through the facility at the projects end to ensure everyone was satisfied with the installation.

After speaking with Stewart Wiggins in our Swedesboro facility, I was confident that this project would be a success since he was so satisfied with your performance in his DC. We have not yet seen the benefits of the reduced monthly energy costs, but did receive significant rebates from Southern California Edison.

The Distribution Center teammates have expressed great satisfaction with the upgraded lighting and were impressed at your company's ability to complete this project without interrupting their daily activities.

Once again, thank you for a job well done and consider this a high recommendation for any company interested in reducing energy costs to utilize ESCO Energy Services for their needs.

Sincerely,

A handwritten signature in blue ink, appearing to read 'William Fowks', is written over a faint, larger version of the signature.

William Fowks
Manager, Distribution Operations