



39 Bradley Park Road  
East Granby, CT 06026

203 653-5041

203 653-5792 fax

**Certified FAA Repair Station #NA1R341K**

To Whom It May Concern:

RE: ESCO, Energy Services Company

Recently, Delta Industries completed a retrofit of its office, production and outside lighting at its facility in East Granby, Connecticut. It is anticipated that this retrofit will result in an annual savings of approximately \$20,000 in energy costs.

During the course of the planning, scheduling and performance of the project, ESCO personnel were highly professional and efficient in carrying out this project. ESCO's "Guaranteed Positive Cash Flow" program provided up-front assurance of the potential savings by completing a lighting retrofit of selected areas and demonstrating the actual energy savings of this pilot test.

Throughout the entire process, ESCO's performance was handled with a minimum of interruption to our two shift manufacturing facility and the resultant effect of the retrofit was not only a reduction in energy costs but also the added effect of a less harsh fluorescent glare in the office areas.

I would recommend ESCO highly for anyone contemplating a lighting upgrade. You will find that they have a personal regard for your people and facility as well as an effective and efficient solution to your lighting requirements.

Sincerely,

A handwritten signature in cursive script, appearing to read "John F. Berrigan".

John F. Berrigan  
Director of Finance  
and Administration

JFB/daf