



HAYDEN CORPORATION

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Mr. Andrew Bloom
Energy Services Company
3 Elm Street
P.O. Box 59
Stockbridge, MA 01262

Dear Andrew:

It was a pleasure working with you and your staff from the original proposal to its implementation as the thoroughness of your preparation facilitated the successful completion of this lighting project. Having been involved with other energy conservation programs, I can honestly say that your program was a much more positive experience than we have had in the past.

We look forward to having you back to complete the retrofit for our office as we get ready to undertake the renovation of that area.

Sincerely,

JOHN O. HAYDEN
President