



A Newell Rubbermaid Company

Mr. Keith Schollard  
ESCO Energy Services Company  
309 Pittsfield Road  
Lenox, MA 01240

Dear Keith:

Recently, ESCO Energy Services Company conducted an enthusiastic lighting upgrade at our Lenox (American Saw & Mfg. Company) 450,000 square foot manufacturing facility located in East Longmeadow, MA.

My initial concern with the project was centered on potential day to day disruption to our business causing service and delivery delays to our customers. Happily, my concerns were unfounded. The project proceeded smoothly, leaving our staff and work schedule undisturbed.

ESCO interfaced well with our staff to provide a coordinated effort which was executed without a glitch. ESCO's experience and expertise in all phases of the turn-key process helped guide us through the entire project making this a pleasurable experience for all involved.

The success of our project can be measured in both economic and lighting metrics. In addition, I am extremely impressed by the palpable increase in morale, attitude and appreciation displayed by our workers as a result of their improved work environment.

I would highly recommend ESCO Energy Services to any company looking to improve their lighting, increase their energy efficiency, and reduce their energy costs.

Thank you again for a job well done.

Sincerely,

Michael D. Maheux, CHMM  
Engineer  
Lenox Industrial Products & Services  
Newell Rubbermaid  
301 Chestnut Street  
East Longmeadow, MA 01028