

**MBW, INC.**  
**QUALITY TISSUE CONVERTING**  
**TEL.# 978-544-6463 OR 544-6462**  
**FAX# 978-544-5630**



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

Dear Andrew:

Thank you for the successful completion of our lighting upgrade project at our Orange, MA. facility. The replacement of our metal halide fixtures with high intensity T8 florescent fixtures is providing both large energy savings and better light distribution and light quality. With the fixture-mounted occupancy sensors we're no longer wasting electricity when no one is in the area.

Your crew did a great job with the installation and everything went smoothly. I appreciate the attention to detail that was displayed from project design to savings verification tests to project completion.

I want to thank you and your installation crew for working with us to do the installation without shutting our production lines down.

Thanks again for the good work.

Sincerely,

A handwritten signature in black ink that reads "Roy Howard". The signature is written in a cursive, flowing style.

Roy A. Howard  
Plant Manager  
MBW INC.