

Specialty Paper Division

South Lee, Massachusetts 01260-0188
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Letter of Reference

To whom it may concern,

ESCO Energy Services Company has recently completed a comprehensive lighting retrofit project at our facilities located in South Lee, MA. Our complex paper process requires strict installation procedures specifically relating to cleanliness and scheduling as the manufacturing operation runs twenty four hours a day, seven days a week.

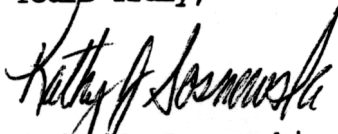
Please be informed that the job performance of ESCO Energy Services Company before, during and after this project was of high quality. ESCO Energy Services Company was responsive to requests and concerns from the engineering department and acted promptly in all phases of the project. ESCO's staff was sensitive to our various areas of operations and adjusted their schedules and procedures to accommodate these different environments. ESCO's management had innovated ideas to insure cleanliness remained a priority. The entire staff, from apprentice to president, was professional, efficient, courteous, detail oriented and followed through on their commitments.

I especially commend ESCO on the speedy turn around of this project. ESCO was awarded the project the end of October 1993. The project was 100% complete by the end of November 1993.

It is without reservation that I would recommend ESCO Energy Services Company for future projects of this nature.

Please feel free to call me should you need further information.

Yours Truly,



Kathy J. Sosnowski
Purchasing Agent