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Mr. Andrew Bloom  
ESCO Energy Services Company  
788 South Street  
Pittsfield, MA 01201

Dear Andrew:

Thank you for the successful completion of our facility-wide lighting retrofit program. We appreciate the professionalism you displayed in designing this project, verifying savings and light levels, and installing more than 1800 retrofit measures in our factory and office areas. The “pulse start” metal halide upgrades in the factory are a welcome improvement. We are very pleased that we improved light levels in many areas while substantially cutting our energy consumption. Your project management team did an excellent job coordinating the many details associated with the project, and the installers were neat and professional.

I would highly recommend ESCO for anyone considering a lighting upgrade.

Sincerely,

A handwritten signature in black ink that reads 'Charles D. Apfel'.

Charles D Apfel  
Vice President & Controller