



PHILIPS

Philips Electronics

Executive Offices

To whom it may concern:

We are very pleased that our Philips Lighting Division received the 1995 EPA Green Lights Manufacturing Ally of the Year award. This honor came to us as a result of our efforts to save energy by designing and installing state-of-the-art lighting technology and products to retrofit or replace less efficient lighting throughout our facilities on a national basis coupled with our active participation in the Green Lights program.

ESCO Energy Services Company audited our facilities and proposed cost-effective, state-of-the-art energy conservation measures. ESCO then provided turn-key installations and became our valued partner in assisting us to realize substantial energy and maintenance savings as well as other benefits.

As evidenced by the numerous letters of commendation which emanated from our various division management people, ESCO did an outstanding job for us. We therefore unhesitatingly recommend ESCO as a reliable, efficient and effective company to handle energy efficient lighting upgrades. You can be assured of receiving personalized and very attentive service when you deal with ESCO.

Yours truly,

A handwritten signature in cursive script that reads "Ann C. Pizzorusso".

Ann C. Pizzorusso
Director, Environmental Affairs