

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

Dear Andrew:

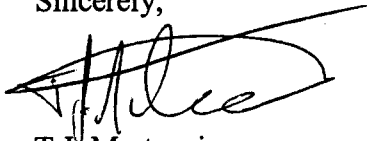
Your crew finished installing our lighting upgrade project this week, and as a result, Stanley Bostitch is now a much brighter facility with substantially lower energy costs.

The difference in both light levels and light quality between our old metal halide fixtures and the new T5 and T8 fluorescents is, to borrow the old expression, night and day. The improvement is appreciated by our factory employees who spend many hours under these lights. The energy savings, which were confirmed by your extensive testing procedures, are nearly 60% of our lighting load with much higher light levels than we had before.

We particularly appreciate the fine job that your Project Manager Lou Alfano did overseeing your installation crew and making sure that everything went smoothly. Most impressive was Mr. Alfano's ability to carry out his job while being extremely sensitive to the work force around him. Work stoppage or slow downs were not an issue.

Based on a very positive experience with this project, I would highly recommend ESCO to other companies.

Sincerely,



T.J. Martucci  
Global Productivity Manager