



TO WHOM IT MAY CONCERN:

WE HAVE JUST COMPLETED THE LIGHTING RETROFIT PORTION OF A LARGER PERFORMANCE BASED PROJECT AT THE BERKSHIRE MEDICAL CENTER IN PITTSFIELD, MA. WE SELECTED ESCO AS A LIGHTING SUBCONTRACTOR BASED UPON THEIR KNOWLEDGE OF LIGHTING TECHNOLOGY, AND THEIR FAMILIARITY WITH UTILITY INCENTIVE PROGRAMS IN MASSACHUSETTS.

THE CONSTRUCTION PHASE OF THE LIGHTING RETROFIT WENT EXTREMELY WELL. ESCO WAS ABLE TO INTEGRATE WITH FACILITY PERSONNEL, AND PERFORM A VERY INTRUSIVE SCOPE OF WORK WITH COMPLETE PROFESSIONALISM. ESCO'S AUDIT AND PROJECT MANAGEMENT STAFF ARE QUITE KNOWLEDGEABLE, AND REPRESENTED OUR FIRM WELL THROUGHOUT THE PROJECT.

WE LOOK FORWARD TO USING ESCO AGAIN IN THE FUTURE ON ANY HEALTH CARE WORK WE ENCOUNTER, AND CURRENTLY HAVE ADDITIONAL AUDITS SCHEDULED. WE WOULD RECOMMEND ESCO FOR WORK IN THE HEALTH CARE MARKET WITHOUT HESITATION.

REGARDS,

A handwritten signature in black ink, appearing to read "S. Young", is written over a vertical line that extends from the "REGARDS," text.

**STEVEN YOUNG
LOCAL OPERATIONS MANAGER
TRANE - ALBANY, NY**

301 Old Niskayuna Rd
Latham, NY 12110
518-785-1315

1150 University Ave
Rochester, NY 14607
585-256-2500

15 Technology Place
East Syracuse, NY 13057
315-234-1500

175 Leroy Road
Williston, VT 05495
802-864-3816

A business of American Standard Companies

www.trane.com