

THE CHAPIN & BANGS COMPANY

FOUNDED 1888
INCORPORATED 1902



165 RIVER ST.
P. O. BOX 1117
BRIDGEPORT, CONN. 06601
333-4183

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

Dear Sirs:

We at Chapin & Bangs would like to compliment you and your organization on the level of expertise and professionalism that was exhibited during the lighting retrofit project, here at our facility.

The work was performed on time and within the proposed budget. There is a dramatic improvement in the amount and quality of light in our warehouse. Most importantly, your technicians worked in a very busy warehouse environment that did not allow easy access to the lighting fixtures, but they completed the task with a minimum amount of disruption to our operations.

With the estimated payback period of less than 1-1/2 years, we look forward to the reduced energy and maintenance costs that we will soon be seeing. I am sure that any company would welcome the opportunity to improve the quality of the work environment while reducing their operating expenses, especially in an area that they may not be focusing their attention on.

Our thanks go to you both and to everyone at ESCO that was involved with our project.

Sincerely,

A handwritten signature in cursive script that reads "Brian H. Williams".

Brian H. Williams
Executive Vice President



Member Steel Service Center Institute