



Mr. Colby Lewis  
Energy Services Company  
309 Pittsfield Rd  
Lenox, MA 01240

Dear Colby,

Recently your company, ESCO, completed a lighting retrofit to our (Yarde Metals, Inc.) 485,000 square foot warehouse and office facility.

My initial concern with the project was centered on the possible disruption to the day to day business causing service and delivery delays to our customers. The anticipated concern never happened, the project proceeded smoothly and was transparent to our sales staff and customer base.

ESCO working in concert with our staff provided a coordinated effort without a glitch. The experience and expertise of ESCO in preparing, planning, administrating and guiding us through this process made this a pleasurable project.

Success of this project can be measured in economic and lighting metrics, I am moreover impressed by the increase in morale, attitude and appreciation displayed by our associates resulting from the project.

I would recommend ESCO to any company looking to improve their lighting and reduce energy costs.

Thank you again for a job well done.

Sincerely,

A handwritten signature in black ink, appearing to read 'John A. Chromy', is written over a light background.

John A. Chromy  
Vice President of Operations  
Yarde Metals, Inc.

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Yarde Metals, Inc. • 45 Newell Street • Southington, CT 06489 • Phone 860-406-6061 • Fax 860-406-6040  
E-Mail: [sales@yarde.com](mailto:sales@yarde.com) *W!* <http://www.yarde.com>