

**elf atochem**



**atoglas division**

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Andrew T. Bloom  
ESCO  
P.O. Box 565  
Stockbridge, MA 01262

Dear Andrew,

This letter is written to commend you and your staff on the exceptional job, which was recently completed at our facility. The task of re-lighting our entire plant, roughly 125,000 sq.ft., went on basically unnoticed, and caused absolutely no disruption to our production operations.

Please feel free to use us as a reference, and if any of your prospective customers would like to tour our facility, we would surely be willing to accommodate you.

Sincerely,

A handwritten signature in black ink, appearing to read 'Richard E. Hans'.

Richard E. Hans  
Plant Manager