



**Dennis Stout**  
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**To:** Lexington Fire Department, KY  
**From:** Dennis Stout, Regional Sales Manager  
**CC:** Mark Mellinger, National Sales Manager  
**Date:** September 23, 2016  
**Re:** Bullard Thermal Imaging Direct Sales Practice

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Bullard is a manufacturer of personal protective equipment that serves fire, law enforcement, and industrial markets. Our manufacturing facility is located in Cynthiana, approximately 30 miles north of Lexington, KY.

This close proximity to a large metro department offers unique opportunity for both Bullard and the Lexington Fire Department. As a manufacturer, Bullard is often in need of end-user resources to validate, test, and refine development of possible new products for the industries that it serves. Lexington Fire Department has been gracious on many occasions to assist in these activities.

Bullard recognizes these efforts and has established a special policy to extend direct sales pricing to the Lexington Fire Department for thermal imaging products. This pricing is designed to offer purchase opportunities to Lexington that would not be possible under normal distribution practices. This is Bullard's way of saying thank you for all the assistance you provide us in developing world class safety equipment to the emergency services market around the globe.

The pricing structure that has been updated as of September 2016 is designed to offer protected pricing on these specific products for a 2 year period ending December 30, 2018.

We look forward to many years to come of this continued working relationship and again extend our thanks for your services. In turn, we desire to be the best source for your thermal imaging needs in both products and service.

Respectfully,

*Dennis Stout*

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