

E-Mail Date: Mon, 2 Oct 2006 22:41:26 -0400

Joe,

Attached to this email is our testimonial on departmental letter head.

My testing has been incredible. Night time visibility on the road or in open fields redefines "easily seen at 1 mile". Try clear as a bell at 1 mile. I even lit up during a search for lost people in a forested swamp; everyone knew exactly where I was, especially the Police Helicopter. In smoke conditions it performed well beyond my greatest expectations. In heavy smoke, the two of us that have them were able to stay together easily without maintaining physical contact. In a down firefighter drill, I was located in record time. I now want to try and push to purchase these for all firefighters and fire police.

I know you were looking into bulk pricing for departments so I was interested how that was going or at least confirmation of prices so I can make a presentation.

Great job on these things, I love 'em.

Scott Blossom

Asst. Chief/Safety Officer

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Date: October 2, 2006

To: Joseph Gonzalez
CSC Group Co.

From: Scott Blossom
Assistant Chief/Safety Officer
South Byron Vol. Fire Co. Inc.

Subject: Glo-Jo Firefighters Headband

Joseph:

I have been conducting our tests of the Glo-Jo Firefighters Headbands that we purchased directly from you at the Harrisburg Fire Expo on May 20, 2006. Our testing process is slow since we are a small department and do not have a large call load. The results of our tests shocked many members in the effectiveness of your product. Here is a brief synopsis of tests as of this date.

We participated in live fire training at an acquired structure in the LeRoy Fire District. Myself and one of our lieutenants went into the structure to determine visibility in smoke environments. In moderate smoke we could clearly spot each other across a 12 foot room. We proceeded into the fire room where the smoke was banked down almost to floor level in zero visibility. We were able to see each others bands at about 5 feet. The penetration of the light from your band was far better than we ever imagined. In search drills we were able to cover more ground in a shorter period of time since we could maintain a greater spread while keeping visual contact with each other. Sure beats staying in physical contact which slows the process down to a crawl.

I volunteered to be the victim in a firefighter down drill in a garage filled with theatrical smoke at night time. We had two search teams try and find me. The first team went in with my Glo-Jo turned off and after five minutes they were unable to locate me. They passed within two feet of me balled up in a corner under a bench and didn't know I was there. The second team entered with my Glo-Jo turned on. They spotted me in about 45 seconds had me extricated and removed from the garage in two minutes from their initial entry. Did I fail to mention that the second team was a rookie team? I'll admit I did a very good job in covering up my reflective striping with a small tarp and other debris and fooled our regular team. But I could not stay hidden with the glow from your helmet band. The rookies had no problem. The first team was a little upset with giving team two the advantage but it proved my point of the improved safety factor with the Glo-Jo.

I put your Glo-Jo on one of our fire police during traffic control at night, only I had the band facing forward toward oncoming traffic. The tanker drivers I talked to all stated they could see him clearly from about a mile away. In fact they thought that if they made traffic cones with those strips of yours, controlling traffic could be ten times safer.

We just had a search in the Bergen Swamp for two lost hikers. Those of us with the Glo-Jo's could be seen fairly well through the foliage and it made it a lot easier to keep in a straight line as we walked our search grids.



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The Police helicopter could also keep tabs on our progress as they could spot us with out trouble as they flew overhead. The lost hikers called out to us before we saw them, they saw our Glo-Jo's before we saw their flashlights. On a side note, the light given off by your helmet band made it partially illuminated the immediate area. We could see where we were walking and did not have our night vision diminished by the white light of a flashlight.

I am greatly impressed by your devise and our evaluation continues. I have no negative comments at this time. Some of my firefighters want to buy more already, but I told them you were looking into bulk pricing and that our procurement process may be slow, but it is an established procedure.

Keep me updated on your pricing and manufacturing progress. It was great for our Chief and Deputy Chief got to meet you in person and buy these directly form the inventor. You made a great impression on them. I only wish I could have been there to meet you myself but someone had to stay in town.

Keep up the good work and as of right now I hope to do more business with you.

Sincerely,
Scott Blossom
Assistant Chief/Safety Officer
South Byron Vol. Fire Co. Inc.