

Welch Allyn, Inc.
Lighting Products Division
4619 Jordan Road
Skaneateles Falls, NY 13153-0187 USA
Telephone: 315-685-4347
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WelchAllyn®

March 20, 2000

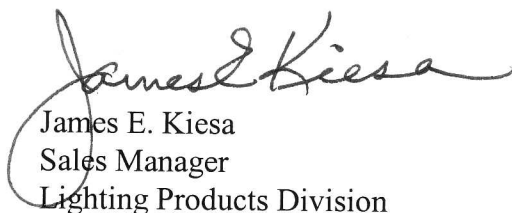
Mr. James Gatward
LaSalle Electric Supply, Inc.
34073 Schoolcraft
P.O. Box 9067
Livonia, MI 48151

Dear Mr. Gatward,

This letter will confirm that LaSalle Electric is an authorized distributor for Welch Allyn for our aircraft product line.

As a distributor you have the right to purchase our aircraft lamps and re-sell them in the aircraft market.

Very truly yours,


James E. Kiesa
Sales Manager
Lighting Products Division

JEK/DJR

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