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August 31, 2005

John D. Dunning, President  
PF Distribution Center, Inc.  
6489 Camden Avenue, #108  
San Jose, CA 95120

Re: PowerFlare Beacons

Dear Mr. Dunning:

In August of 2004, I met with the PowerFlare Team and discussed the advantages of their product in setting up helicopter landing zones.

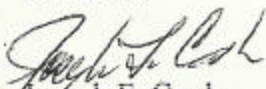
We have experienced many landings now with PowerFlare Beacons as the LZ and have found them to be superior to anything else we've seen or used. Recently, during a landing in Morgan Hill the pilot reported seeing the beacons flashing from over 5 miles out. They give a dependable, accurate target that is needed when responding to emergency situations.

Also, the PowerFlare products do not blow away. They stand their ground, gripping the surface. Being waterproof and sturdy are other advantages along with their 360' visibility.

Just recently we recommended that the Monterey Fire Department purchase these beacons, as the ones they were using were unsatisfactory. I understand they did purchase the PowerFlare Beacons and are now recommending them to other fire and EMS agencies.

So, from our standpoint, you may use the PowerFlare products for LZs, in fact, we highly recommend them. As always, please feel free to call me if you have any questions.

Sincerely,

  
Joseph F. Cook  
President  
CALSTAR



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