



ELFCO

Electrical Fasteners Co., Inc.
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We at Contractor Industrial Supply-Inc.(CIS) have been in business since 1975 serving you, our customer family. We have worked hard to support your needs and are appreciative of the business you have given us.

From several avenues our resources have become increasingly challenged over the last few years. As these pressures continued to mount alternatives were sought.

Effective today CIS operations will be assumed by ELFCO[®] Corporation. ELFCO[®] has been in essentially the same business as ours since 1970. It's a great fit as they serve the same type customers, have expansive service in your geography, and have a very deep level of product availability.

Both companies to every extent possible have set up everything so that any transition from the customer perspective will be seamless.

An ELFCO[®] representative will be contacting you in the near future to review any items you may wish. In the interim the same phone and fax numbers will be operational to serve your needs.

Finally I want to thank your business, support, and friendship over the last 30 years and ask that you place the same confidence and trust in ELFCO[®] and its people. I know you will be well served.

Sincerely,

 2/11/05

Tom Lavelle

CIS

We thank Tom Lavelle for his endorsement and we hope to fulfill our reputation for an extensive product line, competitive pricing and excellent service. These have been hallmarks of our success since 1970.

We are enclosing a copy of our product line card and soon we will have our sales staff follow-up with you regarding our company.

Mr. Lavelle will be working with our staff for an extended period of time to make the transition as smooth as possible without causing any inconvenience to our customers.

We thank you in advance for the anticipated cooperation and we look forward to the same friendly relationship that we have enjoyed with our current customers for many years.

Sincerely,

 2-11-05

Thomas Gleason

ELFCO[®]