

September 7, 2005

Steven Spinola
President
Real Estate Board of New York
570 Lexington Avenue
New York NY 10022

Dear Steve

Further to our recent discussions I am pleased to be able to make the following offer to your organization to promote the use of ecoglo® products to meet the requirements of Local Law 26 under the recently released RS 6-1 and RS 6-1A.

Compliance and Certification

All of the products offered have been approved by the Department of Buildings MEA division and have the relevant approval numbers. While the Local Law makes it clear that building owners are able to certify their own installations, our New York based distributors and installers are able to provide certification services to show compliance.

Products supplied through these distributors are manufactured by Ecoglo Ltd of Christchurch, New Zealand; Balco USA Inc, of Wichita KS; and Glow Zone Inc, of Brea CA.

Five-Year Warranty

Our extensive research into New York City buildings over the past two years has uncovered a wide range of environments for the installation of these photoluminescent egress systems. The humidity of summer and cold of winter, the sealants and paints on steps and walls make for an extremely difficult environment in for the installation and continuing performance of photoluminescent products.

This has lead us to develop a specific warranty for your members. **This warranty says that all products if installed correctly will work to the requirements of RS 6-1 five years after those products have been installed.** No other manufacturer has the ability to deliver such a warranty.

A copy of a product brochure, warranty and installation instructions are available by calling 877 445 6866.

25% Discount off MSRP on Key System Components

To get the most effective, long lasting, durable system available for compliance to RS 6-1 the following products are required:

1. *Perimeter Demarcation Lines for Wall or Floor Installation*
Use 4211c VMAX demarcation strips 1" x 120" \$2.70 per linear foot

2. *Obstacle Demarcation Lines*
Use 4211 VMAX demarcation strips 1" x 78" \$3.87 per linear foot

3. *Leading Edge of Landing Demarcation*
Use 4199 BALCO IllumiTread Stair Nosing 3" x Width of Step \$7.50 per linear foot

4. *Step Demarcation*
Use 4199 BALCO IllumiTread Stair Nosing 3" x Width of Step \$7.50 per linear foot
or
Use 2 x 4101 BALCO IllumiTread Stair Marker (L) 1"x9"x3" \$2.99 each

5. *Entrance into Stairway Door Signage (Door Mounted Option)**
Use 1503 EXIT with Running Man 12.5" x 5.25" Aluminum Sign \$19.50 each

* The code requires a variety of signage for different applications. Please consult your distributor for the correct signage required.

** Other building specific components may be required for full compliance.

All pricing is for product only and does not include installation or any other services that may be required. Local taxes (if applicable) and local delivery charges are not included. Product is inventoried in New Jersey. Terms are set by each distributor.

Distribution

This pricing is available to REBNY members on presentation of an official purchase order that shows your REBNY membership number. For surveys, product samples, warranties and pricing contact:

- StairGlo LLC

StairGlo LLC is a co-operative venture between Mr Robert Fonti of the Vincent James Management Company, and FirstTech Corporation, a privately held re-seller of flooring equipment specializing in computer rooms with additional services in disaster recovery. Collectively Stairglo has over 50 years corporate experience in servicing the real estate market in New York City and beyond. StairGlo commit to responding to all REBNY members enquiries within 24 hours and have full time staff committed to sales and installation of ecoglo® product.

Call: 1 800 639 8248

- Potter Roemer Inc. Potter Glow™

Committed to excellence in Fire Protection Equipment since 1937, Potter Roemer valves, hoses and fire cabinets are found in many of New York's finest buildings. Fully equipped to provide all surveying, installation and certification services; Potter Roemer has significant inventory in New Jersey where it is able to package materials for immediate shipment and installation into high-rise buildings.

Call: 1 800 366 3473

- Viviglo Inc.

A national distributor of Glow Zone Inc. photoluminescent products and systems with offices in Manhattan and on the West Coast, Viviglo is experienced in the needs of the specialist building operator with installed sites in such sectors as hospitality and health care. Offering one on one service to the building owner, Viviglo will survey and install to meet RS 6-1 specifications.

Call 1 800 658 8456

Steve, thank you for the opportunity to make this pricing available to your membership.

Yours sincerely

Paul Sapsford, CEO Ecoglo Ltd

On behalf of:
Joseph Bloomfield, President and CEO Glow Zone Inc.
Jim Armour, CEO Balco USA Inc.