



October 17, 2019

Battalion Chief James Runck  
Venice Fire Department  
200 Grove Street N  
Venice, FL 34285

**MSA Corporate Center**  
1000 Cranberry Woods Drive  
Cranberry Township, PA 16066  
800.MSA.2222  
[www.MSAnet.com](http://www.MSAnet.com)

Dear Battalion Chief Runck:

Thank you, Venice Fire Department for your interest in the MSA product line.

This letter confirms that Ten 8 Fire Equipment Inc is the sole authorized distributor of MSA SCBA and SCBA accessories for the Municipal Fire Service Market for Sarasota County, Florida. In addition, Ten 8 Fire Equipment Inc is the only CARE certified MSA SCBA repair center for the Municipal Fire Service Market for Sarasota County, Florida.

By way of background, in the fire service / first responder markets, MSA imposes specific requirements upon our distributors, which can result in a small number of distributors authorized to call upon a particular region. We impose these requirements because the equipment we manufacture and sell requires the involvement of partners with special knowledge, training and experience. Accordingly, MSA's distributors are obligated to acquire and maintain extensive knowledge, training, and experience necessary to properly educate, assist and service our end user customers before, during and after the sale. MSA's fire service / first responder distributor qualification requirements are likewise intended to ensure the highest possible end user customer experience.

If you desire additional information about MSA, its product lines, or channel partners, please do not hesitate to contact me. Thank you for your interest in our products.

Sincerely,

A handwritten signature in blue ink that reads "Scott McGuire". The signature is written in a cursive, flowing style.

Scott McGuire  
North American Sales Channels Specialist  
Phone: 724-742-8028  
Email: [scott.mcguire@MSAsafety.com](mailto:scott.mcguire@MSAsafety.com)