Subject: Sole Source State of Florida **11/03/2026**

Dear Customers,

Thank you for your interest in our technical training products!

Festo Didactic, Inc. is the sole supplier in the US for Festo Didactic and Lab-Volt series Learning Systems. All Festo Didactic associated products and services are only available through authorized dealers and sales representatives.

We are pleased to provide you confirmation that Steve Cercone of Bluegrass Educational Technologies is the only dealer authorized by Festo Didactic, Inc. to sell Festo Didactic and Lab-Volt series Learning Systems to secondary schools, community/technical colleges and universities located in the state of Florida.

On behalf of Bluegrass E.T. and Steve Cercone, it would be our pleasure to work with you to support your educational needs.

Best regards,

Anthony Hatley

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