



Elite Defense



Official Sponsor of the Good Guys

November 3, 2015

Dear Valued Customer,

As you are aware, in April of 2015, EOTech abruptly shut down all deliveries due to, what was described at the time as, a minor production issue.

Upon learning the true extent of the technical issues EOTech is facing, and that the delivery issues will continue, Elite Defense made the determination on Wednesday, October 21, 2015, to terminate our distribution and representation relationship with L-3 EOTech, which will be effective on January 19th, 2016.

We realize that this may be difficult for some of our customers. The termination of our contract with EOTech does not affect our longstanding relationship or our strong commitment to helping you transition your business and begin working with EOTech directly.

Elite Defense has supplied a transition plan to aid EOTech and our customers with a smooth transfer of business. The plan includes solutions to support the completion of all open orders via Elite over the course of the next 90 days, and to help with the process of converting our customers into direct sales channels through EOTech.

To date, we have not received any formal response from EOTech regarding our termination notice or the recommended transition plan. Additionally, EOTech has not communicated how they would like to handle current orders, future orders, or communications with our customers moving forward.

Unless directed otherwise by EOTech, Elite Defense will continue to process orders during the transition until the termination effective date of January, 19th, 2016. All new orders submitted to Elite Defense must include an acknowledgement from the customer stating that they have viewed the Safety of Use Message (SOUM) from USSOCOM and will accept the reduced specification standards of the EOTech sights. Contact your Elite Defense sales representative with any questions about this policy, your current order status or the transfer of future business.

Elite Defense prides itself on providing high value, innovative equipment to our customers. We continue to vet new products and technologies that we will introduce to you for years to come. Elite Defense continues to carry Patagonia, Ops-Core, Gentex, ITW, Tango Down, Diamondhead, Gemtech, Phokus, Wilcox, Drift Innovation, Bravo Company, PrincetonTec, and many more. Be sure to come visit us at Shot Show 2016, booth# 32411. We look forward to seeing you.

Sincerely,

Dennis Finnegan
President
Elite Defense