
MEMORANDUM

July 5, 2012

Dear Test Administrator:

Big changes are in store at Bannon & Associates for the upcoming fiscal year 2013. Bannon & Associates have provided the LAW ENFORCEMENT ENTRY LEVEL TEST (LEVEL) since 1985 and the FIRE FIGHTER ENTRY LEVEL TEST (FELT) since 2002. In all of that time *we have never changed our prices*. However, due to increases in printing costs and shipping costs, we find that we must make a small increase in our pricing.

BEGINNING OCTOBER 1, 2012 THE NEW PRICE STRUCTURE WILL BE AS FOLLOWS:

FIRST 10 TESTS (LEVEL OR FELT) WILL BE \$250.00.
EACH ADDITIONAL TEST THEREAFTER WILL BE \$7.25.

This change is for the re-usable tests that you presently now use, minimum order 10.

LEASE PRICES WILL ALSO INCREASE ACCORDINGLY:
(ALL CURRENT CONTRACTS WILL RETAIN THEIR
PRICING UNTIL THE LEASE PERIOD ENDS)

3 MONTH LEASE	\$750.00
6 MONTH LEASE	\$1500.00
9 MONTH LEASE	\$2250.00
12 MONTH LEASE	\$3000.00

THIS LEADS US TO AN EXCITING ANNOUNCEMENT!

Beginning immediately, Bannon & Associates are offering SINGLE USE TESTS. These tests will be standard black and white tests that will come to you sealed. While the minimum order of tests ordered will still be 10 tests, you will only pay for the tests (over and above the minimum order) which have broken seals.

No more worries about marks in the books. No more worries about returning in numerical order.

All single use tests ordered (broken seals and unbroken) will be returned to Bannon & Associates for accounting and billing purposes.

PRICING ON SINGLE USE TESTS

FIRST 10 TESTS (LEVEL OR FELT) WILL BE \$275.00.
EACH ADDITIONAL TEST THEREAFTER WILL BE \$8.25.

Please note that if you order the minimum of 10 but only break 7 seals, you will still be charged the minimum order price.

As always, Bannon & Associates will endeavor to work with your Agency to provide you the best service and the best options that suit your needs. In addition, we will continue to work with Agencies who are testing troops on leave and need special conditions.