

EXCERPTS OF DISTRIBUTORS' COMMENTS

ON EDI-T[©] HB LED SHAKELIGHTS

1. Billy, I received the flashlights and have put them through extensive testing. As you know I am very honest with my conclusions and rigorous in my testing. I am happy to say that - YES, this light is significantly better than both the N...S... and the F...E... Lights in both initial illumination and maintenance of light output (*'N...S...', "F...E..." are abbreviations of another two brands). ... I would like to continue to test the light out for charge retention over a period of 1 week, however this light has my endorsement at this point. ...Again you now have a great product. . What is my cost of these lights? It appears that I would be happy to carry and promote them in the US market. ... you would have no problem in becoming the market leader of these lights! ... Congratulations on having the best "shake flashlight" ... Sincerely
_ USA
2. Dear Billy, Thank you very much! I've received the samples as of Saturday. The product is of very good quality and does exactly what it's supposed to. I did some testing myself. Overall, I'm very pleased with the product. Our plans currently for the moment will be ... Thank you and I look forward to your favorable reply ...
_ Singapore
3. Billy, many thanks again. I did get the lights. I only had time to look at one for a short time but will test it more this week. It looks to be a very nicely executed design and seems to work quite well, ... These lights are very nice. Thank you again,
_ USA
4. Dear Mr. Billy, many thanks for your reply and I am very much interested with your newly developed battery-free LED flashlight. The brightness, 10000 lux seems to be very effective for the use of industrial, military and policeman. ... Please rush to send me the samples... Now, I had a meeting with the President of ... which is one of the largest electronic products discount store and they are very positive to sell you excellent products at their 250 chain stores in _ Korea
5. Chinese products are going very well in the ... market as you have very competitive prices - many products come via USA dealers ... Your newly patented shakelights are more attractive/reliable than any imitations made in China and even those imported from USA ... I believe that there is a good market for your products in ...Thanks for your personal efforts and positive attitude! :) _ Germany

6. Dear ... (a friend of EDI-T's distributor) I'm having difficulty in getting samples: was wondering if u would be interested to help get samples for the product shake flashlight since u're in china? It's a batteryless flashlight that runs on dynamo ... the samples i have gotten from K... S... T... (ShenZhen, China) and other Chinese companies: quality not that good ... disregard my previous email for suppliers from Ali...b.b..com as their shake flashlights are imitations: low cost low quality craps!! ... i found a better supplier @ EDI-T, Xiamen of China where u are: could u help me get sample products & more info & maybe u could pass it to me when u return May? Thanks... Product: batteryless, magnetic-force shake flashlight... contact ...:
_ Singapore

7. The V? ? TM(a customized trademark based on EDI-T) is the first 'shake light' with lower pricing that has really caught the eye of the ... Not only is it smaller and lighter than other shake type lights we've carried, its specs are quite impressive and it far surpasses other lights in its class. With a great fit and finish and magnetic repulsion on either end of the tube, the V? ? TM is actually the most quiet of this type of light we've come across. Many cheap versions of this use springs instead of strong repulsion magnets and are noisy. The V? ? TM is only 8" length and 1-3/4" diam at the head. Now, just 30 seconds of shaking the light can produce up to 20 minutes (or 2 hours) of usable LED light. (This compares to much shorter burn times for some models.) ... Look ma! **No batteries!** This Earth-friendly light will never add to the rising trash heap of depleted Evereadys® or Duracells® and it won't deplete your wallet with buying them. It uses a gliding high power magnet which when shaken, bounds quickly between the energy fields of two repulsion magnets at either end of its tough tube. Taking advantage of mag-lev technology, the magnets barely touch. ... This light is truly a science classroom and unique light-machine in one unit! Batteries not included or needed!
_ USA

8. You are the best ..., thank you! I just got back from the Las Vegas ISC (International Security Conference) & Light Fair trade shows, very successful... Anxious to see these new shakelights & to a great week of meetings in ... now. Sincerely...
_ Canada

9. Hi Billy, your flashlight has a superior quality over F..E... Flashlight and other brands...it has a much brighter light than the competitor here ... it is easy to shake again (it may be the easiest one in the world!) and get extra power ...It is a good product ...I did test your flashlight during the night , in the dark, and the results, impression, are much better ! ... One similar to yours has a premium price there, around USD 39.95, but it is too heavy and too long compared to your light and compact style... My best regards and thank you for your always positive attitude!
_ Brazil

10. Hi Billy, your flashlight has a superior quality over F...E... Flashlight and other brands...it has a much brighter light than the competitor here ... it is easy to shake again (it may be the easiest one in the world!) and get extra power ...It is a good product ...I did test your flashlight during the night , in the dark, and the results, impression, are much better ! ... One similar to yours has a premium price there, around USD 39.95, but it is too heavy and too long compared to your light and compact style... My best regards and thank you for your always positive attitude!
_ Brazil

11. This all sounds good Billy, I only want to help you sell millions of these & it will be done. Just give me a month and we will be bringing in many containers. Please be ready for an additional 1,000 units in the next week or so I can send out samples. I already have a network of dealers & distributors worldwide that have been selling... and they will all switch I am sure...I sold over \$250k worth at Christmas....
Bye for now ... _ Canada

12. It was a very successful show & we have great interest of your EDI-T shakelights from some of the biggest Companies in the world, more so than any other trade show I've done, and most were the big US Co's... Yes, that's fine, thank you. ...I had a very promising meeting at the trade show today with the head hardware buyer for ... USA. (the largest hardware chain in the US). They are very interested in the new EDI-T shakelight and will be in touch with me when they get back to the USA... They will only deal directly with the Exclusive distributor or patent holder for all products. You are the one they are looking for ... _ Canada

13. ... Some months ago we have started to purchase a big range of "Shaking/F..." Flashlights with LED for our testing people here in our company. We have planned to introduce them in our new catalogue going out to our customers by beginning of September 2004. We will have now about 10 different items for testing the quality and the light power and used materials. There are some well known products as "F...E... Flashlight", "Eter... ", "N...S..." and some "No name" copies of original shaking flashlights. All of them will not satisfy us and our testing people because they do not work long enough without shaking again every 3 or 4 or 5 minutes to have new light power for about 2 minutes!! ... And now we have found (we think that this was a lucky day!!) your very interesting website with your fantastic "Battery free LED Shakelight". We are really very interested in purchasing your product for our sales range and also for our testing people! _

_ Switzerland

14. ... I am very impressed with your battery-free flashlights ... I would also like to order ... cartons of your flashlights Yeah, they work greatly and outperform any craps ...
_ Australia

15. Billy, Thanks for the urgent shipping ... your shakelights look nice and robust ... we've evaluated them; the outcome is quite encouraging and I think we shall make larger orders in 1 week ... yours ... _ Turkey
16. Great to receive 2 cartons of EDI-T shakelights. They are very nicely designed and are performing as posted at your website. ... The most impressive is their brighter direct beam... I love the transparent clear case and its bluish-white light. It looks like one kind of artworks. ... Cheers\ ... _ Saudi Arabia
17. ... I heard back from Q... in London, ...They loved the lights & agreed they were the best they had seen, . . . they would be thrilled to carry the line and say they can sell containers of them, which they were already doing _ Canada/UK
18. ... There are many bad shakelights, including F...E..., in Taiwan. ... Yours is the brightest and the most powerful one! ... _ Taiwan
19. Dear Billy, First we would like to say THANK YOU VERY MUCH FOR YOUR DELIVERY OF SAMPLES; we have got them yesterday afternoon!! ... We have already done some "light and burning time" comparisons with the other Shakelight models we have here in our warehouse. We have seen the following: (Shaking for 60 seconds): ... --> Original items as F... S... , E... LITE, F... LITE and L... T... will burn quiet good in the first 60 seconds. In the next 60 sec. all of them will lose more than 50% of light power and after 3 minutes the light of LED went nearly out! After 5 minutes there was no light in every of them....--> Your models (both types: EDI-T) will have absolutely the strongest and brightest light output from all of them!! The first 60 seconds after having light were absolutely amazing... And after 30 until 90 minutes we still can see useful LED-light output in your lights. We would make some more tests today!... →Quality/Material/design: It is absolutely fine on your samples models - we are really very impressed about this!! It's the most comfortable to hold and shake it. We can see also that your shaking and magnetic mechanism is really much better than those from the other shakelights (also better than much more expensive N...S... model)! ... Thanks a lot --> PLEASE TAKE NOTE OF THIS ----> we already have prepared our new prospects to show your model (the better one with longer burning times....) to our customers...Regards from sunny Switzerland. ... _ Switzerland
20. Hello Billy... Your magnetic force flashlights are of interest to us at ... I have heard that many flashlights from China are not as good as the ones we currently sell that were made in USA... However, I would be quite interested in obtaining yours (EDI-T) for my quick evaluation, as they are probably the brightest and the most powerful to me. ... You post the most professional shakelight knowledge at your website... It's helpful to surf your web pages and it facilitates differentiating who are the real shakelight makers... _ USA

21. ... I'm impressed by the light output of your shake light, and the amount of time your lights can sustain that output. This is clearly superior to other commonly-available shake lights... _ USA
22. ...I am finding your flashlight better than in the beginning... When it is fully charged there is light for over 20 hours! It seems to be endless! Of course it is weak after many hours, but is impressive! Buyers are very happy with the quality of your flashlights! ...There is a lower quality competitor, F...E... Flashlight that has sales from R\$ 59 that pushes the market down - and it is far-away in quality. I don't like it at all. Well, it is necessary to work on reducing shipping costs to have competitive sales prices...Sea shipments can be cheaper, ... Congratulations, is a great product!! _ Brazil
23. Hello Billy... I must admit your shakelights were better than I expected and a product I plan on selling... The tests I ran against the N...S... I have showed the following results. The test compared your 2 hr shakelight against a 20 minute N...S... Initially your shakelight was brighter than the N...S... After 5 minutes your shakelight and the N...S... were about the same brightness.....The brighter shakelight initially will make it easier to sell in day light demonstrations...The price advantage of your shakelight is a significant advantage over the N...S...There is also significant difference in shaking noise with the N...S... nosier from a looser fit magnet... I hope these comments are of value to you. _ USA
24. Hi Billy! Here is the sales report ... I spent R\$ 40.00 in special advertising in the auction site...I am finding your flashlight better than in the beginning...When it is fully charged there is light for over 20 hours ! It seems to be endless! It is very impressive! ...Buyers are very happy with the quality of your flashlights!!! ... We have a weak currency now, it is R\$ 3.15 for US\$ 1.00...There is a lower quality competitor, F...E... Flashlight that has sales from R\$ 59 – however, F...E... Flashlight is far away in quality... Well, sea shipments can be cheaper.. Congratulations, EDI-T Flashlight is a great product. ... F..E.. and L... Tools shakelights are being sold at R\$ 39.90 now (after promotional period at R\$ 29.90) and it is a very weak product, the body is made of low quality plastic that breaks easily -... That's the problem here, low quality shakekights are being imported, some do not have long lasting light, others are not bright and others are made of poor quality material - the competition is unfair, and this type of quality creates a bad impression of this revolutionary type of torch... Your (EDI-T) shake light is superior than the others! ... _ Brazil
25. Billy, thank you very much for more information regarding our shipment! Yes, I will be very happy to see even much better quality on your flashlights shipped to us. We have already prepared our customer invoices to send out about 1'200

orders! ... In my holidays I will also prepare the samples delivery to other Swiss Companies interested in these wonderful and economical flashlights! ... Thank you very much for your effort with our delivery. _ Swiss

26. Greetings Billy, thank you for your updates of your flashlights. I am pleased to say that we are very satisfied with your products and would like to distribute these in Norway. We would like to see your standing on some issues. ...I would like to know your thoughts on these issues, and whether you have a standard agreement you use ... _ Norway

27. Dear Billy, I am a US Navy physician working in South American countries to assist with control of tropical infectious diseases, especially malaria. I am stationed at the US Naval Medical Research Center Detachment (NMRCD) in Lima, Peru. Next week I will be leaving to go to Paramaribo, Suriname to start a malaria treatment study. I will be treating patients with malaria, many of whom are from the interior of the country living in remote Amazon jungle. We are trying to donate protective equipment for each of the patients with malaria that are in the study: ... I saw your advertisement for the flashlights without batteries, with an LED lamp, and 1-2 hour light production after shaking the flashlight back and forth. I am looking for such a flashlight for this donation since replacement bulbs and batteries are difficult to supply after the study and this would be a greater benefit to the malaria patients. I would like to ask whether you sell in bulk for such projects. I am looking to purchase about 300 flashlights (LED, 1-2 hour) to send to Suriname. I am attached to the US Embassy in Peru. I am able to use the US Embassy in Suriname if I use the US Mail (an APO address out of Dulles, Virginia, USA) or I can use FedEx or DHL couriers with the US Embassy-Suriname as consignee for the ultimate delivery at the Diakonessenhuis hospital in Paramaribo, Suriname ...Thank you for answering my message about the flashlights. I appreciate the information that you had sent. Could you possibly tell me ... so that I can ask my finance office to write up a purchase request? ... Thank you so much. I will ask my office to send the purchase order and arrange payment. I am in Suriname now and I think the flashlights will be a hit and well-suited for our patients who live mostly in the bush in the interior. Thanks again. ...Dear Mr. Billy, we have already prepared our purchase order for the 300 flashlights. We will submit it to the US Embassy and someone there will contact you with the payment information as soon as possible... _ USA

28. Billy, we tested your products side by side with the F...E... Flashlight and the N...S... Besides actual testing we have had your product in use almost daily for a month. My friends and business partners have been using your product. We have the following findings ... We have found the actual light output of your flashlights to be superior upon initial charge ... We find the FFDW012 model to hold a usable charge for longer than any other shake light tested (like F...E... and N...S...)! ... It has a

nice light in the center and a nice light on the outside of the light pattern ... Although theFFCW021 performs as well as any other shake light we have used. Our definite favorite is the FFDW012 ... I enjoyed the blister package for easy display of your item. I will be ordering more of your product soon ... Is there any way we can decrease the shipping costs? ... Thank you very much. I look forward to more business with you...
_ USA

29. Dear Sir, I understand that the inventor of the EDI-T light is Singaporean. We teach at NUS (National University of Singapore) a course on invention and innovation. I would like to invite him to a lecture to share his experience in developing this very interesting product ..Regards ...
_ Singapore

30. Billy, we have received the shipment last week and we have sent out all our orders to our members (at one time)--> about 1,250 pcs! Our first impressions are really good (quality is OK/much better than in the first delivery!) New lens systems will give good light output! ... for us they have good quality and good results with burning time. These are our first comments for you – will give you more in some days. Next order will also follow in some days! ...
_ Swiss

31. I hope your production capacity is extreme!! Even that I have not get them yet have I started to recruit more sales personnel because I strongly believe in your products. What are your normal production time with our own brand name and packaging? ... Dear Billy, I have received your fantastic products! I have to say I really looking forward to starting business with you! What kind of packaging options do you have, besides blister card? ... Dear Billy, Thanks for the information, our evaluation is already ready the only which is left are the texts which I try to send you this week and initial orders end of this month... We have made much work with marketing material already and to prevent our competitors the market we have sent your product and two of the competitors (E...lite and F...E... Flashlight) to our governmental testing laboratory for evaluating. With the test results we will get our competitors weaknesses and use it in our marketing. When we get your new products we will do the test again. My sales force is very excited to work with your products!! Glad to see the first artwork modification! ...Hello Billy, I am very glad for that! The best shake lamp in the world needs also the best box and the best marketing ...
_ Sweden

32. Billy, the sale of the EDI-T shake lights was quite good... 40 sets for (the first) 3 days (at 1 outlet): many of these customers feedback that it's a very good & ingenious product. Even a professor from NUS (National University of Singapore) & a member of parliament bought. There were even 2 customers that bought 4 units each.... we sold about 40 units in 1 day @ Funan ... some of our customers show interest in getting more units ...
. _ Singapore

33. ... Received your shakelights. It looks like a great product! ... They are being evaluated will let you know as soon as they are approved ... Being evaluated by gov't, it takes them a while to approve but they said it works better than other legal brands (like N...S...), legal is checking patent issues ... _ USA
34. Billy, Your product will be going on a new site we are launching in Sept and also added to some of our other existing ecommerce sites ... It seems brighter than both F...E... and N...S... (your EDI-T shakelight) looks to be a winner ... _ USA
35. Hi Billy, ... I emailed you a few months ago with regard to your battery Free Shake Light series, sorry for the delay, I've just returned from completing a contract in Mozambique. However, I'm still interested in the flashlights and would like to get some samples as soon as possible, please could you forward to me the proforma invoice with bank details etc for T/T ... As I said before, the other battery free shake lights on the markets are a total waist of time, so I'm really looking forward to seeing yours in action ... yours look very positive and work quite well. I love them! Thanks ... _ South Africa
36. ... These are way brighter than my N...S or F...E... flashlight with a much better, long reaching spot beam. They last way longer and are smaller too, I highly recommend them. Thanks! ...Great shake flashlight, better than the others we've tried. Nice small size, yet very bright and lasts a long time...Funny and cool ... I like these 2-hr shakelights! Probably the most powerful shake lights I've tried so far ... Thank you Billy. / Dianna. _ Canada
37. Hello Billy, Many thanks for your effort and quick reply to all our questions and E-Mails sent to you! It is a pleasure to work like this! Please find enclosed our bank payment order (effected today) for the amount of USD *'***.-. We hope that you have not to wait so long time to receive this payment! ... Is it possible that you could send us some "date" information about our last payment of USD **'****.**. When have you got it on your bank account? We would like to discuss with our banking people the long delay in transferring our money to your bank! Hope to have your soon shipment here in Switzerland - many thanks for you patience in doing business with us! Best regards from rainy Switzerland... _ Swiss
38. Hi Billy, we are finally ready to make our official order of 1200 units of your shaker torch (after physically evaluating your shaker torches with satisfactory output). ... We wish to get the new packaging models as we can see the added value of better packaging already thru the Internet samples. Please send me your proforma invoice based on prices we discuss via email. Thank-you again for being patience with us and we look forward to a long and valued relationship with your company. Like you, we believe, your torch in comparison to others on the market is one of

the best. We are looking forward to testing the market. We have booked a number of trade shows & publications, and look forward to this being the first of many orders, first show starts on October 9th 2004. ... Torches have all arrived safely and in good order. Our first large show is on 22 november to 25th november. We are looking forward to this as our first large promotion and will get back to you with any feed back asap the show is over... I really like your packaging and have made some fantastic point of sale material up using some of your icons also. I have also made some large banner posters up, using the torch in the poster with the car tyre emergency, boat floatability, and home checking the power board in the dark...
_ New Zealand

39. Billy, my shipment arrived. I love the gift box. It is beautiful and classy. The light from the new lens design is much better. It broadcasts a ring with secondary light outside the ring. (It's beneficial to cover a wider illumination area though ...) The new read switch is much more stiff and feels more structurally sound. Have not had time to use it in more than 2 scenarios. Will report as we continue using and testing them ...
_ USA
40. I am very interested in the possibility of offering this light in our catalog as well as providing the US distribution you are looking for ... I'm impressed by the light output of your shake light, and the amount of time your lights can sustain that output. This is clearly superior to other commonly-available shake lights. _ USA
41. I have consulted with my associates and we have some feedback /suggestions for both the physical dimensions of the flashlights and the blister packaging ... It is important for me to underline that we are very happy with your products ... First I would like to point out that we find the flashlight to be very well constructed and durable. We have put it up to many tests, and it has not failed us. Water, high falls, knocks etc. has been no problem for the Edi-t flashlight! ... The only suggestions we have, is to the physical shape of the lamp. I think that we might benefit from making the top house of the light (the wider part, where the switch is) non-fully transparent...The blister packaging meets our needs ... _ Norway
42. Hi Billy, I did the tests again. The FFDW2CL did float, both before and after the drop test. It did not take in water. The FFSW1 remained water resistant both before and after the drop test. It did not take in water. I would like to test how many times it can be dropped before it starts to take on water.. I am happy with the results so far. It seems great! I see (It looks to me) that the double-coil (shakelight) provides a BRIGHTER light... With this in mind, we believe that the flashlight has great potential for success in the Southern and Greater African markets in the mining and retail sectors. Other possible markets proposed are those of the Automobile manufacturers and car sales markets as the flashlights are ideal for use as an emergency light... Regards.
_ South Africa

43. Dear Billy, I will check with Zambia as soon as possible regarding the fax. Thank you for doing this ... Also I have received the sample unit and I am very impressed so far with the build quality of the product. Here is my assessment of the product so far.. The product overall is great. Good strong plastic, good build quality, waterproof. I am very impressed so far and I look forward to marketing this product in the UK and Zambia ... In regard to the market uptake in the Zambia it is very promising and the initial order that you have supplied us is already being sold to customers. I feel that this product will do very well in Zambia and also in the territories around Zambia ... Your product is very good and we are happy with what we have received so far ... Also we feel that the FFSW1 and FFSW2 would be more to our requirement. However, we are still in the ramp up phase so that our questionnaire feedback forms, which we supply to each Customer at point of sale, will tell us what they prefer..We have also had the results of our market survey in Zambia and there seems to be great interest in the product. We have nearly completed sale of our first order and the demand also looks promising ...The F.E.. flashlight is also in the market place in Zambia so we are competing now. Obviously your (EDI-T) flashlight is better and that is the reason we are marketing it as a better than the F.E.. product. The EDi is being bought by customers who can afford it and know they are paying good money for a quality product (not a toy-like one).In regard to the UK market the interest here has be very good and many people are interested in buying this product. The market survey in the UK is still ongoing and I should get the results in the next few weeks. As you know the UK is totally different market place than Zambia as people are more selective of what they buy also the competition is more aggressive. Here they look at the finest of detail on the product and so far they cannot fault your product! The customers who have seen your product samples have been very impressed and this is a good sign for the future of the product in this country. _ UK/ Zambia
44. I have received the samples, and I am very impressed. I am showing them off to my business associates and they are also highly impressed. I'm sure we will be making a sizable order very soon. We will discuss the details and get back to you very shortly. Please do keep in touch. _ Bahamas
45. Dear Billy, They look fantastic! And the quality is much better (than other brands and your earlier version)!! ... I have to say that the blue transparent (EDI-T LED shakelights) are very good looking and very high quality on the packaging ... Very fine that you even sent us a blue packaging... Ok, then we can proceed and start our work as planned ... This will be very fun and I hope we will become your most efficient distributor soon as possible! ... I also feel that our co-operation will be very successful! ... My Very Best Regards _ Sweden
46. Hi Billie: Response generally has been very good ... a number of our large

accounts ... we want to see the floating version. We were expecting orders that could total 20,000 to 40,000. We will see what we get this week ... Also we are expecting other orders that will be the size of containers _ North America

47. I must say, your shakelights are the best in terms of performance, quality, etc ... We did order some other cheap shakelights to do a comparison - now I understand why their price is so much cheaper compared to yours! I love your shakelights: good quality of product ... _ Singapore

48. They sold well at this event even with one other vender of a competitor's product at the same event. Some of the people that stopped had bought a competitive product but thought yours looked better. I sold to customers one day and several come back the next to buy more. The customers like the clear case so that they can see how the light works. So far I am very pleased with the purchase but if I decide to order again can you help mark the "Made in China" on the box? _ USA

49. Our customers liked your Shake Light and we pray you to send a new pro forma invoice for 1,200 units EDI-T Battery-Free LED Flashlight CLEAR CASE, Bluish-white HBLED. Blister Pack, enhanced switch, enhanced lens. Please, indicate shipping time ... _ Spain

50. The best battery-less, bulb-less torch (LED shakelight) on the market! ... I am delighted to see this newer torch is obviously brighter than the N..S., but more importantly, your shakelight sustains the light for a longer duration. Now we have a new motivation to sell the torches we presently have in stock so that we can order the newer version like the sample you sent ... Sales are going well and I'm sure you'll be pleased with our efforts to get your product into the majority of camping, fishing and boating specialty stores throughout Australia within 6 months time ... Again, trust that we are keen to move our stock so that we can order your superior shakelights in the near future ..._ Australia

51. I had a look at the updated design, and have to say I did well in trusting you. I am very happy with the design, and think this will greatly improve our sales efforts. Thank you for doing a very good job! ... Excellent that the lights are closing in, we are waiting on tip-toe here. More orders are coming in ..._ Norway

52. The product is really cool. We are getting a decent response to the product _ India

53. Your battery free shake LED flashlight seems to be a top quality product! ...
- Finland

54. The responses from the fair for Shake 'n Flash were very good!! I believe that the

potential be very fine. We got prospects from Finland, Norway, Denmark, Netherlands, Belgium, United Kingdom and Estonia. Right now we will contact all visitors by our stand and we did get 500 visitors during three days. We will give them time until February to decide their volumes. Much can happens every day from know and I will contact you ASAP for the volumes... I am very happy for your product and look forward to develop an successful sales in Europe of Shake ´n Flash!!!!

- Sweden

55. Samples arrived yesterday all in good order, thank you. I did some comparative tests last night, very nice products. I think that the double coil will sell better here, am I right in saying that the double coil has a brighter light? ...We would like to order 600 of the FFDW2 next week, please could you provide a pro- forma invoice so that I can arrange the funds ...

- South Africa

56. Billy ... Just wanted to drop you a quick line still waiting to get final approval on our ad campaign we are still researching U.S. patent issue. (It looks to me that your patents are attractively unique and competitive enough for us). I will advise when we move forward on this so we can start getting sales going and place our next orders shortly. This is definitely the best shake light on the market and we cannot wait to get going on this. If you do have any new pricing for orders over 500 please let me know ...Thanks Again

- USA

57. Hi Billy... The flashlights were received, and are already selling extremely well. As a result, we would like to start thinking about our next order. ...

We have been marketing shake flashlights for several years now. We started with the Nightstar II, and have also had experience with the so called '5-minute shakelights'. What we have found is that although the Nightstar is very well made, it is too expensive, too large, and the company's distribution is not very well managed. The result is that they are unable to penetrate the consumer market. I'm sure you have also seen the '5-minute shakelights' and will agree with us that they are garbage. Customers will spend most of their time shaking them instead of using them as flashlights! The problem is that there are at least 12 different manufactuers of these cheap shakelights filling the market with poor products. Customers might like the novelty, but as real working flashlights, they fail.

We are very happy to be working with you and EDI-T. Your shakelights are positioned very well in that they provide excellent functionality, while being well priced. Our customers can actually use them as flashlights! What I'd like to discuss with you is a defense strategy against all the cheap shakelights that seem

to be getting all the attention in the market due to the sheer volume of them and their cheap price. We and EDI-T have an opportunity to replace much of these low-end shakelight sales with sales of EDI-T products, but it will require a lot of sales efforts and support information. We would like to take on this North American marketing role in a partnership with EDI-T. What I would like to propose is for ... to act as your North American sales office....

.....

Please give this proposal consideration, and let me know if we can be of service to you in landing larger, mainstream accounts beyond the niche verticals we are addressing now. Thanks again, and I look forward to hearing from you soon.

- Canada

58. Dear Billy, I'm happy to inform you: Yesterday I got the shipment of EDI-T flashlights.... yes, I'm satisfied. It is super! Yesterday evening I left one loaded flashlight outdoor (there is -25 degrees Celsius) and when I this morning switched it on (no shaking) - it was bright as in the evening! OK, next week I'm going to make some advertising and begin selling these flashlights, although the dark season is over, but I'll get good practice for the autumn! But of course I need flashlights to sell, so please make me an offer of ? cartons ...I'm very impressed! I hope, I could serve my clients as perfect as You. ... Yours ...

- Finland

59. Hi Billy! Yesterday I got the second shipment of your Shakelights. Your modified packages (11 cartons) survived the shipment in top condition! Those 4 boxes in each carton make the carton very solid and they are not too heavy to handle. Perhaps you have seen the busy cargo handlers usually throw the packages from a wagon to another. This (11 cartons) shipment was loaded and unloaded several times: Xiamen / Hong Kong / Frankfurt / Helsinki and it survived this rough handling really FINE!

- Finland

60. Hello Billy, I have received the products and they look very fine! They will be perfect for promotional gifts and after the summer we will make a big campaign to all of our customers with all of your products for our autumn-Christmas marketing this time in right time. The specifications about the mini I do have almost everything if you have more, please send me. And the new one rubber/silver was very good and I need specifications.

- Sweden

61. Hello Billy, Sales have been great for us with the Shakelight. We are currently looking to order 300 more. I was wondering if I could get a new quote that might help us out a little bit. We are going to be featuring the Shakelight on the back cover of our monthly catalog and that will help sales even more. Thank you.

- USA

-

62. Dear Billy, Just to update you, we are already soft launching the LED shakelights at all our existing outlets and we'll be adding more outlets soon. I will be at ISPO China ... I will keep you updated further. Overall I'm very satisfied with the packaging. It was very well done ...

- Singapore

63. It does what it says, I am happy with this thing. If you want full info about this product visit <http://www.edi-t.com>.

After using 1 EDI-T batteryless shake flashlight and 1 N...S... magnetic force flashlight for 210 days I can say my EDI-T LED shakelight is better in every way than the N...S... and other brands, in terms of EDI-T's compactness, brighter illumination and, more importantly, longer light run-time. In pitch black nights the EDI-T shakelight is useable for the full 30-45 minutes. That is still 15-30 minutes longer than the N...S... Light which is not as bright. If you need a good walking light and an emergency/safety light, you really need to try this light. My husband loves flashlights, and this is his favorite by far. We are always camping in the tent when the batteries go dead on the flashlight. No need to worry now. My son is soon to drive up to Alaska, and I am ordering him one to take with him. I am sure he will feel much safer knowing he will always have a flashlight he can depend on with all of the darkness in the winter months up there. Great idea & wonderful gift.

- USA

64. Hi Ivor, we have received the samples today. tks! After testing it, we have the confidence to distribute well in our market.

- Taiwan

-

65. Ni Hao Ivor, I have received the samples and I have made few tests, very nice products and very well crafted. ...I like the packaging of the double coil much better; I believe it is of more interest to me than the single coil. ... I am interested to talk about the exclusive distributorship, I believe that I can introduce and position the product under a mutually agreed plan and strategy, I like to make plans work and become successful. I would like to know if you want me to make a proposal to you for the exclusive distributorship explaining my point of view and calculations, or do you prefer to make such proposal of the terms that would grant me such exclusivity. I look forward to working with you. Thank you for the help and support

- Greece

66. Ivor, we received your flashlights today. They were in good condition and work as advertised. I'm very pleased ...Thanks Tom.

- USA

67. Billy, we saw very good response from the television program that demonstrated the shakelight last week, and we have made a note on our website about it. The shakelight page is one of the most popular on our website, so we know people are seeing it and all the good information we have provided.

- Canada

68. We have been selling our shakelights very quickly due to the hurricanes that have hit the southern USA this year. We will be placing another order shortly, and would appreciate receiving samples of the new compact light at that time ... Glad to hear that the show in Germany went well. We get calls from people asking if our ShakeLights are made by EDI, and so your name is certainly gaining a positive reputation in the market. Keep up the good work. ... We are not tempted to shop elsewhere, and will obtain a sample of this light in the near future to add to our competitive comparison chart. This has been an excellent promotion tool for us, and is referenced in a number of discussion forums & review sites.

- USA

69. hi Billy, always good to talk with you... Thank you for the sample. Really like the little torch.....We are starting to have some luck with retail. The stands should help. Please ship those with next order.. Will get a new order to you in the next few days. Warmly ...

- New Zealand

70. Hi Billy, the pamphlets are fine, thank you for all your help. Yes I have contacted the email's that you have sent me, and given all information to them, and am waiting for their replies, I have also followed them up with telephone... Billy thank you for your support here as I am starting a lot of advertising. I have people going to trade fairs here in USA, and have distributors showing your product around. There are similar shaker torches already here in USA, I feel that your product is the BEST and will show it to be. Thank you again ...

- USA

71. Dear Billy, We are in the process of getting CSA & ULA approval. Please provide us with the following information... With this approval and certification we should do very well in the Oil & Gas business and Military in the US and Canada... I am hoping to have my inventory-financing package in place by the end of the week. At that time will be in a position to provide the Funds. I will have to get the paper work to you from the financing people... The bad weather has motivated a number of the companies to move forward in the Eastern States. Have a number of companies looking at big orders for Christmas... I like the new units. When will they be available and how does the pricing compare to the previous version...

- Canada

72. Dear Billy...Thanks for your link. A good translation could be... Thank you Billy, all is OK... I will give you the personal opinion I would have while looking at the poster in an exhibition... So, my personal opinion is that... You don't sell "some usual light", you sell "shakelights" and more: "really good shakelights" : Edi-T shakelights. Myself, I would communicate on those precedent points, showing a high technical background - the shakelight - a big detail showing the light shaken - some other details showing pictures from outdoor, boat, car... Ok, that's my personal "point of view"...

- France

73. Ni Hao Billy, We have sold about 300 units up to now, it is the first week. We hope to start getting more sales, and we are forming a sales team... Things are going positive. One shop is selling 30 to 50 units per day, and I hope to open many shops by the end of the year.. Merchandise is all fine, I am going to make carton base for stores, about 50 units... A few samples of the small unit, maybe 5 units are enough. Can you send by FEDEX to show and then we can make order..

- Greece

74. Dear Billy, I'm creating the marketing campaign for EDI-T Shakelights and just making wide advertisements for these. I put this advertisement to magazine, which is a Christian men's magazine called "Tosimies" see the cover page enclosed. I'm the publisher of this magazine and I'm telling in this advertisement that we exclusively selling this lamp trough my company... I'm putting now sales force on this and let us two weeks to approve this...Thank you for your reply! I have received your pictures foe custom labels. Please do your best for this delivery. Customer is ready to place new order next week. We are getting a good size order..

- Finland

75. Dear Billy, Thanks for your prompt reply to my email! I am a pilot and Flight Instructor in Maine, USA. At this point my primary market is the aviation market. I have been going through ... I've discovered that your products are very well received and I am selling an increasing number of the shakelights...

- USA

76. Dear Billy: Yes of course, I have tried your EDI-T Shakelight with Double Coil in Clear Polycarbonate Outer Shell. I had got this thru a close friend during my travel to Canada and the US. I have conducted a very thorough and comprehensive search over the Internet and have been able to compare EDI-T Shakelights with other products in the market place. In fact what has really impressed me about your products is the excellent engineering and special care taken to produce an aesthetically very appealing product. EDI-T Shakelights stand out when compared to very expensive competing products available in the US and Canada

markets. And in my opinion compares rather well against other similar products of Chinese origin. I am eagerly looking forward to closely associate with you to explore new markets for your products We wish to introduce our Company, ..., a group of professional engineers committed to providing socially acceptable, environmentally friendly, relevant energy solutions for the betterment of the quality of life in predominantly rural environments. We are also actively engaged total solutions to energy problems in technologically advanced alternative energy areas. We also provide engineering, project management services to clients internationally. Besides India, we are looking at the markets in developing countries like India, where we have ongoing projects and commercial contacts. We also wish to particularly target markets in the countries in the Middle East like United Arab Emirates...

- India

-

77. Hello, I use your torch every night several times. So far, it seems to be a real good product. Congratulations! ... 150'000 Germans had no electricity during the last 3 nights, due to extreme ice on electric wires outdoors. I'd like to recommend the torch to all my relatives and friends. If I get orders from friends for 10 to 20 pieces, where could I get the best price in Switzerland? Thank you ! ...

- Germany

78. Hello, Billy, I am not in office now I have terms for presentation your Shakelights in Thailand. Please wait for new order this week. Interesting is very big many people like this PROFESSIONAL SHAKELIGHT type FFDPW2CL white light. This is no 1 I think so. Thank you so much !!! ...Hello Billy, I have no shakelights more but I have many customer so please send me from same models as last time again all color mix, please send me proforma invoice incl. shipping cost Thanks for reply. Yes sure that Chinese "shakelight" is not the same technology; its a bad copy! So no problem for me... I think even this is best for me because it makes free of charge advertisement for me in Thailand and we come more quickly in the market and also we have high-class technology and 6 Years warranty for your product I think this is best precondition for you and me. Billy I am happy to have a so good credible product (from EDI-T) but I will send you all Information from Thai market as to our business so you have all know! Your technology is undisputed the best (in the global markets) so we have the market for long time business this is sure!!!!!! Thanks for best-detailed information this is also explanatory for my doubtful customers. Many many THANKS!!!!!!!!!!!!!! ... I will look tomorrow for FedEx thanks for send the tracking no. & its copy. I trust you all the times for this successful Product!!! Thanks for very good cooperation and trust to me! For best successful business...

-Thailand

79. Billy, the ShakeLights have been selling extremely well as we get into the winter months. Channel sales have also been building, and we have two groups currently using them for fundraising activities, so we will continue to pursue those opportunities. I am preparing a PO for you as follows ... I will be working late and will have the PO to you via email in the next couple of hours. We need to get this order on its way quickly. If you would like to prepare the Proforma for ..., he will be visiting our bank to send the wire transfer tomorrow morning. Many thanks! ... Hi Billy, Just in case you don't get the email I just sent you, we need to order again ...

- Finland

80. Dear Billy, as I have told to you we are very interested to be the exclusive importer and distributor for the Italian market. We have great experience about large distribution and as well we are introduced in some organization that can help us to expand the market. As I have told to You I will test the market as soon as I get Your samples and studied well your product...In the mean time please can You send me information about the possible quantity that You can send in Italy before 20 December; maybe one of our possible client is ready to start immediately the business. It can be possible that we will start with some thousand of SHAKELIGHT ...attached You will find my official declaration and first request of official order ...

- Italy

81. We spoke in phone couple of minutes ago and had a conversation about shakelights. We are interested about 3 models: FFDSW2, FFDPW2 and FFDCW1. Quantity for each model 5000pcs. Could you give us prices for these? Short introduction about our company: ... was grounded 35 years ago. We are importer and wholesaler in ... We also own the second biggest department store in Finland. This year our turnover is approx. 165 million euros (187 million dollars). Waiting for your soonest reply.

- Europe

82. Billy, the shakelights are selling very well. Last month we sold xxx units and this month we are already over xxxx units. Do you have as expected ship date for our latest order?

- USA

83. Greetings from Finland, some time ago I bought one of your products: Shakelight. I am very satisfied with it. My wife is at the moment in Sri Lanka and I sent one Shakelight with her to a young boy and he is proud of it. A tuk-tuk driver saw the lamp and immediately he wanted one. I would like to know is the Shakelight available in Galle or in Colombo? I would be nice if you could answer in a day or two, because my wife will be back next week. With best regards, Mikko Heino ...

- Finland

84. Dear Sir, we are a young growing company named ??? that serves the oil & Petrochemical sector in Latin America, especially in Venezuela; recently we bought 128 flashlights double coil 1-2 hrs. We believe that your product has a grate potential in our sector, since they are intrinsically safe (IS) or explosion proof (EP). Some of our most important companies are Conoco-Phillips, Chevron-Texaco, PDVSA, shell, Total, PetroBras, Repsol, CNPC, etc, including some chemical plants such a Koch, Mitsubishi, Ecofull, all located in my area. At the mean time I would like to take the opportunity consider our company to represent your product in Latin America especially in Venezuela; I believe that with your support and our efforts we can increase sells. With all my respect I will appreciate your answer at your earliest convenience. Thanks and Best Regards, Freddy ...

- Latin America

85. Billy, so far this month we've sold just over XXX units. Next week is usually the start of the frantic Christmas season so we should see sales increase. Next month, you should see another order. Please include samples of your new shakelights (FFDPW2CL + FFDCW1CL) for review ... The EDI-T LED Shakelights are selling very well. Last month we sold XXX units and this month we are already over XXX units. Do you have as expected ship date for our latest order? ...I am pleased to report we had the best month ever on the EDI-T LED Shakelights. We did some additional marketing and sold XXXX EDI-T LED Shakelights in one month! I still look for this product to be one of our better sellers during the gift giving months (May-June, November-December) ...

- USA

86. Billy, last week I was able to make tests with Led Shakelights in natural hard (=cold) conditions. Temperature was between -22 to -31 centigrade! Some Shakelights were out freezing couple of days, and it is like a miracle: totally frozen flashlights did operate just like they were kept in warmth!! ... Congratulations! It must have been great to have Chinese President visiting!!! I have also plans to start another project. And by this project I have realized the superior service I have got in business and co-operation with you! ... I love the quick response when dealing with you!

- Finland

_ To Be Continued.
