[Architect Contact Information]

**RE: Request for IPI by Bison equipment to be designated   
as equal in quality to the specified product**

[Date]

Dear [Architect Name]:

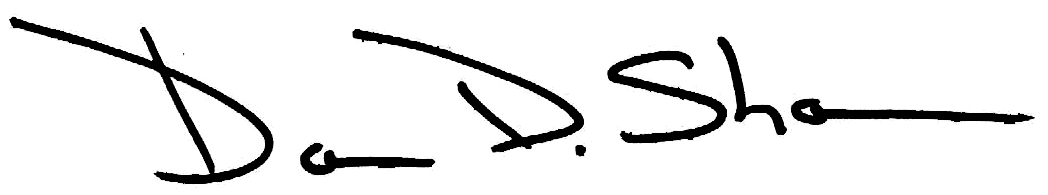
I am writing to request that IPI by Bison [Product] be approved as a substitute for the specified gymnasium equipment in [Section] of the [Project]. The attached table lists our exact product substitutions requested.

IPI by Bison has been in the business of designing and manufacturing this type of equipment for over 50 years. From the time of the quote through the submittal, approval, field check and installation phases of the project, you can be assured of our total commitment to you and your project. Additionally, since we have an authorized dealer in the area ([Dealer Name and City]), we and [Dealer] will support your customer as well or better than any other manufacturer in the industry.

Should you desire to know any more about IPI by Bison or our products, or if I can be of any assistance, please feel free to call or e-mail me or feel free to visit our website anytime at www.IPIbyBison.com.

We thank you in advance for your approval of our products for this--and future projects--and we want to further assure you that safety for the student-athlete and the product installer is in the forefront of all our product designs.

Sincerely,



Dan Shaw

Business Development Agent

IPI by Bison

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Saratoga Springs, UT 84045

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801-358-0392 (cell)

801-796-1315 (office)

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ENCL: as