

# PHILIPS

Philips Boston Zone District Sales

Bob Pustis, LC

1-603-986-0671

[bob.pustis@philips.com](mailto:bob.pustis@philips.com)

Mrs. Jennifer Christy  
P.O. Box 119  
401 Middle Road  
Chilmark, MA 02535

RE: Bid list request

September 10, 2013

To whom it may concern:

I want to introduce Philips and myself to you, my name is Bob Pustis and I work for PHILIPS.

Philips is the number one company in the world when it comes to lighting. Philips is also one of the largest employers in the state of Massachusetts. Philips provides many types of products including the products that are used by you every day – in this case the lighting industry is our main focus, from Lamps, Ballast, Light Fixtures and Lighting Controls. We would like the opportunity to be on your Bid list for all projects that have these Electrical components on them. We may or may not elect to bid direct and in some cases with one of our Distributor Partners, however we would like to be on the list to follow your projects so that we can better serve you.

Can you please add us to the bid list or forward any forms we may have to fill out to the e-mail of [Bostonquotes@philips.com](mailto:Bostonquotes@philips.com)

I myself can be a great resource as well as a point of contact for all your needs and questions on lighting, with over 25 years of experience I would love to help you and the municipality with any projects so please forward my contact information to anyone who you think may need our services or advise. Thank you

*Philips and the Massachusetts Department of Transportation made a great team, why not your town or city.* Philips had the recent privilege of working with Mass DOT to relight the towers on Boston's iconic Leonard P. Zakim Bunker Hill Memorial Bridge with state of the art color-changing LED lighting. Among other notable projects in the Commonwealth, Philips recently installed more than 14,000 LED street lights in the City of Boston. Working together with the City of Boston, Philips' LED street lights are contributing to Boston's greenhouse gas emissions reduction goal by helping eliminate more than 5,000 tons annually. Additionally, our new lights are saving Boston more than \$1.1 million annually in electricity costs, and are estimated to deliver an impressive payback period of less than five years.

**If you are not the correct person can you please pass this along to whom you feel would be the correct person.**

Regards

Bob Pustis  
PHILIPS  
3000 MINUTEMAN ROAD, BUILDING 1, M/S 1104,  
ANDOVER, MA 01810

**PLEASE FORWARD BID RFQ TO**  
**[bostonquotes@philips.com](mailto:bostonquotes@philips.com)**

**PHILIPS**

sense and simplicity

# PHILIPS

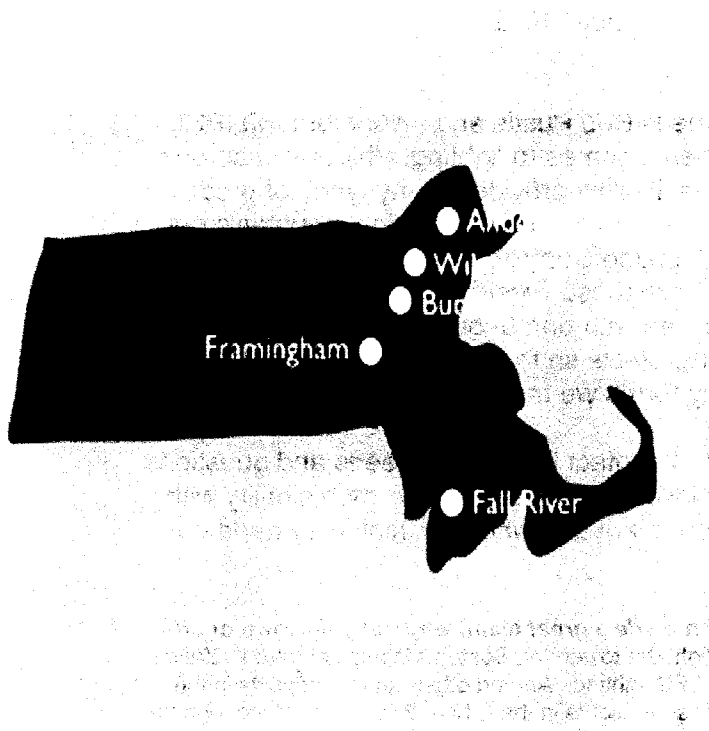
Philips Boston Zone District Sales

Bob Pustis, LC

1-603-986-0671

[bob.pustis@philips.com](mailto:bob.pustis@philips.com)

## Philips in Massachusetts



Andover – 2,274 employees

- North American HQ
- Global Healthcare HQ
- Healthcare manufacturing

Burlington – 170 employees

- Solid State Lighting Solutions
- R&D and Innovation Center

Fall River – 373 employees

- Lighting Corporate Offices
- Lighting fixture manufacturing

Framingham – 830 employees at 2 locations

- Lifeline medical alert offices
- Call Center
- Warehouse

Again please add PHILIPS to your bid list for electrical components such as Light Bulbs, Light Fixtures, Electrical ballast, Streetlights and lighting controls and sensors. Please forward any forms that need to be filled out to the below address or e-mails.

We look forward to the opportunity to work together on all of your exciting projects. We are confident our combined efforts will be a success story in energy efficiency, financial savings, and aesthetics. Should you have any questions, please call me!

Regards

Bob Pustis, LC, Philips  
Specification Salesperson

**PHILIPS**  
sense in simplicity