

INSULATION



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Date: July 14, 2020
To: Gary Sander / ARCAT
From: Craig Lynch, Commercial / Technical Director
Subject: ARCAT for Kingspan Insulation

I wanted to reach out and say a few things about the services that ARCAT provides for Kingspan Insulation. First and foremost, ARCAT has provided the invaluable resource of facilitating our CSI 3-Part specifications. We have launched a number of new product lines in the past few years including our insulation brands KoolDuct, Kooltherm and Optim-R. ARCAT took all of our marketing literature and technical data and helped us formalize the 3-Part spec and also posted it properly on their site. Their mobile platform is a useful tool for our sales team as it allows them to pull a spec, brochure, BIM object, CAD drawing and more right from the ARCAT app for a client. I personally see ARCAT as an extension of our specification sales team.

Regards,