

Date: May 27, 2020

Dear Tommy,

I'm pleased to renew the ARCAT contract for the tenth consecutive year.

MultiDrain Systems trench drain products are specification driven. To reach specifiers and decision makers, ARCAT is an extension of our technical support, sales team and sales collateral. ARCAT a vital link to architects, engineers, builders, building owners and suppliers especially now more than ever with the "New Normal" and not being able to meet with architects or do Lunch and Learns. In this new business environment, it's more critical than ever that we have a vehicle to reach decision makers in the construction industry who will specify and use our products. ARCAT reaches numerous industry professionals daily that my sales agents simply can't reach and for a fraction of the cost.

As I've told you numerous times, we chose ARCAT over other services because it's free of charge to the user, users know they won't be bombarded with sales people, they can use it virtually anywhere & anytime and ARCAT adds value to my business. I review the Google Analytics monthly and I'm very pleased with the continued results. As a result, our products are in more specifications than ever and sales are steadily increasing year after year.

I feel it's important for me to let you know the importance of ARCAT to our company. We certainly appreciate the continued support from you and the ARCAT team. You respond quickly to our calls and emails rapidly handling, CAD drawings, specifications and data sheet revisions. You are a value add to our company because you are very knowledgeable in the construction industry and have an excellent product which plays an important role in our continued success.

Best Regard,

Ken Mahaffey
Senior Vice President