



April 7, 2009

Dear BD Loops:

As a distributor, we have access to many brands for many products. This holds true for our options for loops. In today's market, keeping our purchasing scope broad serves us very well and keeps us nimble and able to accommodate our customers. This is not the case when it comes to our loop line. We have never been as singularly happy with one manufacturer as we have been with BD Loops.

Their loops have consistently increased my sales for a variety of reasons, including the innate up sell factor that comes from helping meet my dealers' needs with their product line.

BD Loops always gets our orders (large or small) out swiftly and without error. We can count on my orders being accurate and complete.

We have never had a BD Loop "go bad" or be defective. Period.

BD Loops stays on the cutting edge of service. They keep an up to date website with great installation instructions and product guidance. They have a variety of tools and software to help identify what products you need. They keep on the edge of product research continuing to improve their products and ensuring satisfaction.

Finally, they have a staff that is truly passionate about loops, the industry, and helping improve your business with their products and tools.

We would not consider buying direct burial and sawcut loops from any other source but BD Loops!

Best regards,

Jeremy Riddle
Account Executive
R & S Automation
Northwest Division

