

McIntosh Poured Walls and Concrete, Inc.

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February 6, 2006

Subject: Frame-A-Drain Foundation Drainage System

Dear Don,

I am writing you this short note thanking you for introducing me to the Frame-A-Drain drainage system.

As owner of a poured wall foundation contractor in the highly competitive southeast Michigan market, I am always interested in looking at product that can increase my competitive edge without compromising on the quality of the finished product. The Frame-A-Drain system has proved to be one of those unique products that help me reduce cost by saving multiple trips to the jobsite and better utilization of on site labor.

I have been especially pleased with the idea of using the drain strip vertically on the outside of the walls at the beam pockets and at the other potential problem areas.

The footing crews now use the time that was otherwise lost waiting for the footing inspection to install the drain system onto the footing rails. The result is that we save money with the reduced labor and material costs.

It is a welcome opportunity not having to purchase peastone or spend additional time placing stone or drain tile (especially in the winter months)!

Best wishes for a productive 2006.

Sincerely,



Mark A. Foldenauer
President

CREATED FOR USE BEFORE PRODUCT NAME CHANGE
TO GREAT LAKES DRAIN SYSTEM