

June 1, 2007

Dear prospective partner,

It is with pleasure that I summarize our experience as a manufacturer with Martech.

Over the past 8 years, Fantech has been the recipient of the resources and partnership of Martech throughout Western Canada. As a result of this strategic alliance, Fantech has achieved solid growth across all product categories, maximized margin opportunities, and have become the dominant brand across their geography.

The passion and professionalism that their entire team brings to the table, in conjunction with tangible sales results, affords Martech a top 5 agency status within Fantech across North America. On a personal note, Martech is one of the top three agencies I have had the opportunity to partner with over my career.

Key factors that have propelled our growth are the strategic vision and roll out plans that Martech developed and implemented. Their ability to provide in depth market analysis and subsequent plan to achieve the desired sales goals, positions Fantech and Martech for a long term, profitable presence in their marketplace.

Superior knowledge of local codes and a deliberate attention to regional trends and nuances, position us to respond to market conditions more concisely and rapidly than all of our competitors.

Their top quality outside sales force is trumped only by their investment in infrastructure, information technology, superior inside sales and customer support personnel.

It is without hesitation that I support Martech as a key strategic partner, and encourage any manufacturer serious about their growth, to partner with Martech and allow them to be their market champion in “driving strategic sales”

Sincerely,

Peter Kendall  
Sales Manager



Endorsed by:

Ola Wettergren  
President, Fantech

Glenn Thompson  
VP Sales & Marketing, Fantech