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August 27th, 2015

City of Santa Barbara

Attention: Dana Hoffenberg

To Whom It May Concern:

Reference: Exclusive Distribution

H.D. Supply Waterworks in California is Master Meter's exclusive distributor. The exclusive agreement covers all of California.

H.D. Supply was selected as our exclusive distributor due to their locations, sales, customer relations, commitment, and willingness to maintain inventory, which allows them to better service Master Meter customers in the area. They have made a commitment to stock inventory for the various customers and to provide on-going support and the sale effort needed to grow our business. H.D. Supply is classified as a Stocking Distributor, which means they purchase material from Master Meter at the lowest price available.

Exclusive agreements are very common in our industry today due to the complexity of the products being sold. The knowledge needed to properly support a product line such as water meters and electronics is essential to servicing our customers. Working exclusively with one distributor in an area makes it easier to properly track the movement of product and is critical to our ability to respond when a problem occurs.

Many times problems occur when a distributor who is not authorized to sell in a particular area ships or sells product to customers outside their exclusive area. Our past experience dealing with multiple distributors in an area has led us to working exclusively with distributors like H.D. Supply.

In addition to the local support of HD Supply and myself, Regional Sales Manager for Master Meter, we have a local agent/representative for Southern California, The B.E.S.T. Meter Co. Inc., whom aides in writing specifications, training, trouble-shooting, and customer service support.

Please feel free to contact me if you should have any questions. Master Meter, HD Supply and The B.E.S.T. Meter Co., Inc. look forward to having the opportunity to help The City of Santa Barbara in any way we can.

With Warm Regards,

MASTER METER INC.

Ed Amelung
Regional Sales Manager
714-566-5395