



Dear Customer,

RE: Introduction to Matchpoint Inc. and our services

Please accept this letter as our introduction to you. At Matchpoint Inc. we understand water distribution and water operations; we have many years of multi-skilled water/utility related backgrounds to assist you in any way we can. We are able to offer our services to any related sector including water utilities, commercial companies and even private individuals.

Brief History of Matchpoint Inc:

Matchpoint Inc. was founded in 2005 where we were able to offer an exceptional service and installation package for water meters and other AMR related products as we still do today. Throughout the South East region Matchpoint Inc., together with their sister company United Utilities; we have been successful in providing an experienced and professional service since we started in 2005.

In 2009 Matchpoint Inc. became the proud distributor of Fluid Conservations Systems (FCS) Leak Detection products for the South East region and has ventured into the leak detection service market at the same time. We have sold and supported a vast amount of FCS leak detection throughout the SE of the United Sates. Our aim with any customer is to ensure we assist you in reducing your water loss, maintaining the low level of loss when achieved and training you to be self-sufficient in this area of expertise.

We have carried out a vast and varied amount of leak detection service work since 2009 and believe that we can offer you, the customer, a complete leak detection solution not just a service. Together we, at Matchpoint Inc., have well over 20 yrs. experience in Leak Detection and would welcome the opportunity to work with you now and in the future. We have sold and supported FCS equipment, completed specialized training and carried out many leak detection surveys with excellent results. Nearly all of our leak detection surveys have resulted in more than 50% of the utilities Non-Revenue Water (NRW) being saved in just one survey!

One such project was in Blountville Utility District, Tennessee where we have located in excess of 150 Distribution leaks, 93 of these leaks were mains leaks. Working closely, with this utility, we have successfully reduced their Non-Revenue Water (NRW) by over 50% and enabled them to be more self-sufficient for the future. Recently we pinpointed a 250 GPM leak on an 8 inch AC main for this utility which on the surface showed no sign that it was leaking; see our website for a short video on this leak being excavated.

We have invested heavily in the specialized equipment that FCS can offer. All of our Leak Detection crews that carry out Leak Detection service work have a full kit of specialized Leak Detection equipment available for their immediate use to assist with

any project. At Matchpoint Inc. we strongly believe that it's the knowledge, experience and dedication of our team combined with the investment of the latest technology that FCS can offer that ensures we can offer the best Leak Detection services available in today's market to you, the end client.

Please see a brief description of the full range of services we are able to offer you, as below:

- **Sales in Fluid Conservation Systems (FCS) leak detection equipment**
- **Leak detection consultation**
- **Leak detection surveys**
- **On/off site specialized leak detection training**
- **Data-logging sales and services for utilities and commercial customers**
- **Multi Utility Meter installations**
- **Water Meter Testing**
- **Multi Utility AMR/AMI installs and services**
- **GPS related field work**

Should you wish to know more about our supplier and/or us please visit the following web sites:

www.fluidconservation.com

www.matchpointinc.us

I look forward to meeting you some time in the near future, please do not hesitate to contact me at any time should you have any questions or would like to arrange a meeting.

Regards,



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