



400 VISITORS TOOK THE TEKTUBE CHALLENGE AND REALIZED THAT THERE IS A DIFFERENCE!!!

-Jeff Lackman, VP Sales Roscom/Tektube Group

It was great to see and visit with our existing Pool and Spa customers. It is the time where we can have the attention of all our customers in one room to make our rounds, talk business, and to basically say thank you for the partnership as we look forward to another bright year.

The 2012 Atlantic City Pool and Spa Show was a fabulous show for Tek Tube. We had over 400 visitors stop by the booth and were very interested in our Ultra Flex pipe. Many of them suggested that all the distributors should be carrying this pipe. Most of the people made comments such as, "If my distributor will not carry this pipe, then I will find another distributor". Time will tell how true that is but our Ultra Flex pipe was met with rave reviews and all positive comments. The fact that our sister company Roscom compounds the PVC in the same building, both of our companies being ISO 9001 certified, and that our products are NSF/IAPMO certified, all helped to create a buzz throughout the venue. The fact that we were giving out tee shirts, bags, pens, and 5 iPads certainly helped to draw the crowd to our booth as well. We also had a "deal of the day" where we were offering a buy 2 hoses get 2 free of the same size hose for all orders placed at the show. We were so busy with our customers that our staff did not have time to get lunch or even finish a can of soda. At the same time our reps were meeting with the distributors to create truckload orders to ship to many of our over 400 visitors. We had Canadian visitors who were impressed at the extreme flexibility of our hose. They work in a cold environment and could not wait to order from the current distributors we have in Canada, knowing that Ultra Flex will make their installers lives significantly easier. The hose sold itself as we explained to them we offer a 5 year warranty as well. We found people shocked that we can provide a distributor any custom color hose they desire and will be more than happy to visit and educate our distributors via phone calls, a visit, or a tour of our factory.

**PLAN A VIST TODAY. JUST REMEMBER WHEN YOU
THINK FLEX PIPE – THERE IS A DIFFERENCE AND
CHOOSE TEKTUBE ULTRA FLEX PIPE**

