



October 19, 2020

To: All Right/Pointe Customers

From: Don Brooks, President, Crafco, Inc.

RE: Acquisition of Right/Pointe, LLC by Crafco, Inc.

I am pleased to announce that effective today, October 19, 2020, Crafco has acquired Right/Pointe, LLC. This acquisition strengthens our position as the leading supplier of packaged pavement preservation products in North America and adds to our manufacturing capabilities in one of our key markets. We now have seven materials manufacturing plants strategically located throughout the United States.

The Right/Pointe facility located in DeKalb, Illinois will continue to operate and supply the Right/Pointe branded products to customers who have been purchasing from Right/Pointe at the present time. We will be studying the facility's capabilities and be working towards integrating it to our manufacturing network to best utilize the location for all our customers. With our engineering and supply chain knowledge we have developed over 44 years in this industry, we will improve product quality and improve availability of the Right/Pointe branded products which has been a problem in the recent past.

Right/Pointe has developed and patented the "No-Box" meltable package. We will continue to supply this product from the DeKalb plant and work on improving the production processes there to increase availability of this type of packaging. This patented product along with our high-quality Plexi-Melt meltable packaging now gives Crafco a distinct advantage in the marketplace with two of three patented technologies in the industry being owned by Crafco.

So, at the present time it's business as usual. For those of you who are customers of both Right/Pointe and Crafco, continue to order products from each of us as you have in the past. We will let you know as we work into integrating this location into our Crafco supply network. The sales management and customer service personnel that you have worked with in the past at Right/Pointe are now part of our Crafco Team.

I want to thank you for the opportunity for you to put your trust in Crafco. We know, it's now up to us to earn that trust. We come to work every day for you, our customers. Our territory representatives, customer service representatives, engineers, staff... everybody is driven to service our customers and make our communities better by preserving pavements. Be assured that we are committed to deliver confidence through innovation, quality, value and exceeding your expectations.