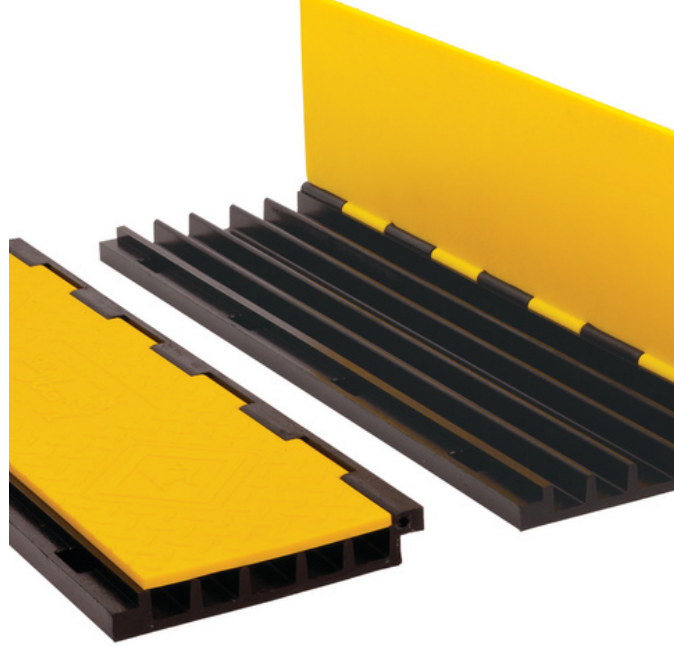


SUCCESS STORY



OPPORTUNITY

- **Business Unit:** Checkers
- **Channel partner:** Large rental company
- **Industry:** Event rental
- **Event:** World Cup
- **Customer type:** End user with rental partner

Large scale events prioritize reliability, manufacturing capacity, and proven performance. Position Guard Dog and Yellow Jacket as the gold standard when cable volume and visibility are high.

Brett Johnson

SITUATION

- World Cup event required large scale, reliable cable protection
- The need included high volume cable management with varying cable counts
- Customer was looking for a proven solution

SOLUTION

- Provided a mix of Guard Dog and Yellow Jacket products
- Leveraged manufacturing capability to support large scale demand

WHY WE WON

- Strong manufacturing capability to support large volume orders
- Proven product quality
- Recognized as the gold standard for large event cable protection

RESULT

- Closed a \$1M project supporting World Cup infrastructure
- Successfully supplied multiple product lines for a single event:
 - Guard Dog
 - GD5X125ADAGBSUN – \$696,600
 - Yellow Jacket AMS
 - WSA-125-RFAH-DY – \$110,894
 - WSA-125-RMAH-DY – \$105,161
 - YJ5-125AMSCTRYB – \$119,077