Andy Mullan **NEC Group** Centre Core Level 3 **NEC** Bickenhill Lane **B40 1NT**

9 September 2008

Ref: Arena Flooring

Dear Sir/Madam,

Arena Flooring Ltd has now been working at the NEC for over 25 years both installing and refurbishing the Exhibition halls. During this time Arena and the NEC have worked closely together and have developed a bespoke specialist floor refurbishment material that fully meets the criteria set out. Initially overcoming installation issues as long ago as 30 years when the centre first opened. Since then they have continued to provide specialist solutions to the complex issues surrounding "Latexfalt" flooring maintenance.

As part of the ongoing maintenance/refurbishment of the hall floors, the NEC have now entered into there third formal 5 year + 2 year Measured Term Contract with Arena, this following extensive trials and tendering of alternative systems which proved to be problematic and very expensive in comparison, thus ensuring the objectives of maintaining the floors are met within the budgetary constraints.

During this time a strong relationship has been formed with Daniel Tyler the Managing Director of Arena.

Yours Sincerely

Andy Mullan **Project Engineer** Venue Operations **T** + 44 (0) 121 767 2108 **F** + 44 (0) 121 767 3861 E andy.mullan@necgroup.co.uk

THE NEC GROUP

BIRMINGHAM, B40 INT, ENGLAND T +44 (0) 121 780 4141

necgroup.co.uk

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