

John,

It has been over a decade that I have had the pleasure to work with you as a RainCAD™ software user. It is hard to believe that it was back in the early 90's, as a small business owner, I first purchased RainCAD™ Suite. There have been many changes to both my circumstances and your programs. I now manage a multi-million dollar company, Big Tree, Inc. of Fort Myers, Florida and you are now up to Version 9.0 of the RainCAD™ X Series DesignCAD Edition, Version 3.0 of the RainCAD™ X Series AutoCAD® Edition, and Version 3.0 of Irricalc™.

I wanted to take this time to tell you how much I appreciate the time and energy you and your company have put in to make the tools that I have used in my quest to be one of the leaders in this industry for quality and efficient irrigation designs.

As you know, I have certifications from the Irrigation Association in design, contracting and auditing irrigation systems. With the use of your software and the knowledge I have gained from education and experience in this industry, I have been able to distance our company from our competition.

I believe that your software has evolved into the best design tool of the trade. The reason for this is easy to figure out. As an irrigation designer, using industry standard irrigation design principles, you designed your RainCAD™ software for irrigation versus a programmer with no irrigation expertise trying to adapt a program to do irrigation design.

With the water restrictions and permitting required in Florida, your programs have saved my designers and me hundreds of man-hours. The progress you have made to export design criteria from a design in RainCAD™ to Irricalc™ greatly enhances both programs.

Your effort in bringing ideas from your clients and installing those features in your software has helped separate your design programs from the others.

To often we forget to thank the people who help us to become successful. I wanted to take this time to personally say "Thank You".

I look forward to continuing our partnership in our quest to be the best.

Respectfully,

Russ Proffit - CID, CIC, CLIA