



February 16, 2017

SCANDIC FOAM AS  
Mr. Olav J. Bra, President  
Ringvålvegen 712-714  
N-7074 Spongdal  
NORWAY

Re: Lapolla Exclusive Representation

Dear Olav,

Lapolla Industries has become a spray polyurethane foam industry leader in technology and support over the last decade. As the first in the world to commercialize an HFO spray foam system, we take technology and the environment seriously. Lapolla is now active in over 40 countries around the world and is a recognized brand globally. Our goal is to continue to drive innovation, safety and value for our customers and consumers alike. Even our celebrity spokesman, Ty Pennington, was brought on exclusively with Lapolla to help add value and credibility for spray foam technology, Lapolla partners and the Lapolla brand.

Lapolla has recently had to make changes in its distribution alliances, specifically in Scandinavia and Eastern Europe, for concerns of Lapolla brand reputation. Lapolla ranks concern for our reputation with the absolute highest consideration. We pride ourselves on technology and ethics in all facets of our business, from our distributors and contractors, to the end consumers. With proper representation in North America, Europe, Scandinavia, Africa, Middle East and South America, Lapolla will continue to foster growth and awareness of the benefits of spray polyurethane foam.

It is with great pride that I confirm SCANDIC FOAM AS with the exclusive right to represent Lapolla brand and technology in all of Scandinavia as represented and detailed by corresponding contract. Should you have any questions or if I may assist you in any way, please contact me directly.

Best regards,  
Lapolla Industries, Inc.

A handwritten signature in blue ink, appearing to read "DK", written over a blue horizontal line.

Doug Kramer  
Director, CEO & President

DJK/djk

Cc: Lapolla File