



STEVEN M. STONE
CHIEF EXECUTIVE OFFICER

December 17, 2025

Subject Line: *NECA-NEMRA Education & Credentials Program*

In our industry, partnerships define our success. The difference between simply selling a product and delivering real value to a customer comes down to one key question:

Do you understand your customers' business and the challenges they are working to overcome every day?

As CEO of ArchKey Solutions and Vice President, Large Contractors for NECA, I'm proud to support the new NECA-NEMRA Credentials Program because it directly strengthens the connection between manufacturers reps and the products you sell, with the contractors and the solutions we need to execute work efficiently and safely.

This unique training opportunity is modeled after the same principles and experiences that guide our apprenticeship programs. By participating in the NECA-NEMRA training program, you'll have a deeper, more practical understanding of the pressures and pain points your contractor partners experience, as well as the value you can bring to help solve problems. By learning to speak the same language, we can bring added value to each other and others in the value chain, like manufacturers and distributors. This kind of true collaboration at all points in the chain can only improve our customer relationships and make us all more successful.

Graduates of the program will earn a credential that signals to the construction industry a personal investment and commitment to partnership. It's a personal and professional recognition you can carry proudly on your business card, in your collateral, and in every conversation. The key point is your contractor customers will view you as a resource that has credibility and a deeper ability to partner. I strongly encourage you to take advantage of this opportunity. Having spent 18 years in the channel before ArchKey, I truly wish I had something like this program available to me early in my career. It would have most certainly made me a much better resource for my contractor customers and given me an advantage over my competitors.

Thank you for all you do for NECA and our contractors. The partnerships mean more than you know, and we are equally interested in investing in your success. When we work together, we all win.

Sincerely,

A handwritten signature in blue ink, appearing to read "Steve Stone", is written over the printed name.

Steve Stone
Chief Executive Officer, ArchKey Solutions
Vice President, Large Contractors NECA