

PARKER

CHEVROLET

Hercules Systems
95 West Hills Road
Huntington Station, NY 11746
ATT: Richard Scott

Dear Richard,

A few months ago, we purchased from you, our Hercules 3000 new vehicle preparation system, to wash and polish our cars.

Our customers tell us that they really appreciate how good their new cars look at delivery, while for others it is the fact that every vehicle that comes into Parker Chevrolet for service, receives a complimentary car wash. It certainly gives them another reason to take advantage of our efforts to continue to take great care of both them and their vehicle.

We have also found that well over 70% of our customers are selecting to have their vehicles waxed and sealed for a nominal charge of \$10.95. Actually, it is surprisingly easy to get them to do it. The additional revenue is another positive for us, whereas before, the area we had used to hand-wash the cars wash an overhead expense that we are glad to be rid of.

Richard, thanks again.

Sincerely,



Rolla Parker III
Parker Chevrolet