



To whom it may concern:

I have been the Advance region manager for the Baltimore/Wash market since 1997. The Fitch Co. has been the flagship dealer in this market for Advance Sales and Service for over 50 years. Fitch Co is also one of a handful of Advance dealers that qualify as an AAA rated service and warranty center for Advance equipment repairs for end user customers as well as our National Accounts.

Ray Kirsner has been on the Advance dealer council since 1980.

I know you will enjoy working with the Fitch Co. as I have for these many years.

Cordially,

Bill Perry

Advance Region Mgr