

May 26, 2016

Cynthia Ross, Principal  
Longobart Ross  
[cynthia@longobart-ross.com](mailto:cynthia@longobart-ross.com)

Cynthia:

I am so glad that I ran into you and Rick at Fleet Con last August here in Phoenix. At that time, we were trying to decide which initiatives we could undertake in order to improve our penetration in the Municipal sector. I am so happy that our first meeting blossomed into a great relationship. You and Rick provide top notch advice to fleet managers and we are blessed that our global foot print and business model meet a need for many of your clients.

Thank you so much for all the hard work that you and Rick have been doing to help us further our relationships in the Municipal and Large Fleet sectors. Rick's contacts and your follow through and guidance have been instrumental in allowing us to make inroads where we have struggled to get into in the past. In six short months, we have benefited from many referrals from you in California and from as far away as Texas and Wisconsin. As I write this, our California manager has or is in the process of finalizing three transactions with various municipalities in California as a result of referrals from you.

Cynthia, in particular, your help in navigating the RFP process on the NJPA proposal was instrumental in allowing us to make the most thorough and professional presentation for this contract. I also greatly appreciated that you worked on proofing the final draft of our response over a weekend so that we could meet the submittal deadline the following week. I know your input, guidance and support helped us to win the award for this very important 5 year cooperative contract. Now we can more easily do business with over 50,000 NJPA members across the United States and Canada!

Cynthia, please feel free to use me as a reference and to share this letter as you feel you need to in order to help grow and expand your business. The world needs more companies like yours and more people like you and Rick!

Best wishes for your continued success and thanks again.

Sincerely,



Chris Holmberg  
Regional Sales Manager – Arizona/New Mexico