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June 8, 1972

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D H MARVIN & SON  
S MAIN STREET  
COLCHESTER CONN 01376

Dear

Though your Goodtime Getaway incentive program deadline is fast approaching, there is still plenty of time for you to sell Elec-Trak Tractors to qualify for an exciting vacation to Jamaica, Aruba or Europe. This letter is to let you know how close you are to your Goodtime Getaway vacation.

Our records indicate that you placed an order for tractors in the Fall of 1971, resulting in an eligibility for 0 program points.

Under the Spring 1972 rewrite option, you ordered 7 additional tractors for 90 points.

Therefore, our records indicate that your maximum point eligibility is now 90.

UNDER THE PROGRAM RULES, POINT CREDIT IS ESTABLISHED ONLY WHEN WE HAVE RECEIVED BOTH THE TRACTOR PAYMENT AND DELIVERY REPORT. OUR RECORDS AS OF 6/8, INDICATE PAYMENT AND DELIVERY REPORTS FOR 1 TRACTORS. (All credits received by June 10 receive 100% credit, June 11-July 10 receive 70% credit.)

Your established point credit at this time is 10. This number indicates your eligibility for any of these Getaways:

- Jamaica for one 50 points
- Jamaica for two 100 points
- Aruba for two 150 points
- Europe for two 400 points

If you have already acquired enough points for a vacation, congratulations. But think where you could go with just a few more points! There is still time to work toward Europe or a more exciting Getaway vacation. Good Luck!

Should your calculations disagree with ours, please use the attached form.

SELL ELEC-TRAK TRACTORS AND TRAVEL!

Sincerely,  
*John Sherwood*  
J. M. Sherwood - Manager  
Marketing Communications



