



**RE: Fundraising Programs**

Dear Fundraiser:

If you are considering holding a fundraising car wash in a parking lot, you may want to consider the many environmental, safety and financial benefits of working with your neighborhood car wash and the Pioneer Valley's leading car wash chain.

*We're better for the environment*

In many states and municipalities, shopping center and schoolyard car washes are discouraged because they overtax the local storm system with phosphorus and pollutants that destroy the beauty of local ponds and streams. We dispose of our wastewater according to strict EPA, state and local regulations.

*We're downright stingy with water*

Water may be plentiful--or in short supply. No matter. The fact remains that washing cars with a hose and bucket wastes water--up to three times the water used by a professional car wash. And, with water and sewer bills going up dramatically all over the country, why encourage wasteful habits when we can encourage conservation of our most important resource--water.

*We eliminate your liability for damage or injury*

When you run your own car wash, damage to cars, personal injury to a member of your organization, or to a supporter, are all possibilities. It just doesn't make sense for your organization to assume that kind of risk when you can leave it up to us.

*We can help you make more money*

Members of the International Carwash Association have been helping local charities raise funds through car wash ticket sales all over the U.S. We offer car wash coupons for your fundraiser at a huge discount. Fundraisers pay only \$2.75 per coupon in multiples of 50 with no limit on the amount you may purchase. You then set the selling price for your fundraising event, possibly even selling them for less than our retail price of \$7.00.

*We can help you make even more money with a specific event day*

You can earn even more money for your charity by selling car wash coupons as outlined above and additionally including your membership in a specific day event by volunteering to do a full service interior program. We'll lend you our vacuums, towels, cleaning materials, and space. Your organization can supply the labor to do windows, vacuum interiors, wipe off the car, etc. And you can charge \$2.00 or \$3.00 for this added service with all proceeds going to your organization.

If we can help with your fundraiser or if you have any questions, call Lisa Nelson-Pettaway at 413-781-7444.

Sincerely,

F. L. ROBERTS & CO., INC.

Scott Goodreau  
Operations Manager

Enclosure: Two programs for your review

## **FUNDRAISING CHARITY CAR WASH**

### **PROGRAM ONE**

The F. L. Roberts & Co., Golden Nozzle Car Wash program to assist non-profit organizations in the Pioneer Valley area of Massachusetts and Connecticut with their fundraising.

- Golden Nozzle Car Washes have a terrifically easy program. Simply sell car wash coupons. The charity is allowed to purchase at a huge discount.
- Golden Nozzle sells the non-profit organization "Express Wash" certificates (exterior wash only) for \$2.75 each in multiples of 50 with no limit on quantities purchased. The retail price at our car wash is \$7.00 per coupon.
- Golden Nozzle requests certificates be resold for a minimum of \$3.00 each, but may be sold at any price. The non-profit must be a legitimate non-profit with proceeds going to its stated cause.
- Each invoice is NET/60, but F. L. Roberts will be flexible if partial payments are made on a timely basis.
- Golden Nozzle requires a written request for participation in the fundraising program which identifies the organization's name, address, phone number, contact person, and reason for this particular fundraiser, i.e. team trip, uniforms, medical etc.
- Orders may be placed and delivery arranged with Lisa Nelson-Pettaway at F. L. Roberts' corporate headquarters. (781-7444, Ext 137).
- Any returned coupons must be part of full books (50 coupons). We cannot accept partially sold books.