



**Best Western  
Best Western Silver Fox Inn**

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Waterville Valley, NH 03215  
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For Reservations Call  
1 888 36-3699

June 16, 2009

Mr. Laurence Cornell  
HPC Foodservice  
PP Box 1228  
South Windsor, CT 06074

Dear Laurence:

A couple months ago you called and said your company was an approved supplier for Best Western and would like to talk to us about signing on with HPC. You spent time with my wife and I going over your buying program outlining delivery days, pricing and your analysis of the savings we could expect when dealing with HPC. I had questions regarding your delivery program as Waterville Valley, NH is a long way from your warehouse in CT. I did not think our account was large enough to justify the delivery distance. I'm happy to report you were correct - the delivery has been outstanding. Since switching to HPC we have had substantially lower pricing and terrific delivery service plus your credit department is not the normal "surly" food service type but very nice folks and very easy to deal with.

Laurence, thanks for presenting the BW buying program to us. You can use us as a reference whenever you would like as we are very happy with HPC.

Sincerely,

Tor A. Brunvand  
Owner/General Manager



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