

60 YEARS OF SOLID GROWTH

Foster Coach Sales, Inc. is celebrating its 60th year of growth and continuous business. From selling funeral coaches and ambulances, to solely offering new, used and remounted ambulances, Foster Coach is proud to be recognized as a leader in the ambulance industry. As I look back, I think of all the people that have played a role in our success over the years. There are three main components that have been key to our continued success.

First, I would like to thank you, the customer, for allowing us to serve your needs for six decades. We continually strive to make customer satisfaction our number one priority and truly value your loyalty. As a Foster Coach customer, you frequently help us to expand our knowledge, allowing us to grow and become better every day. **Second**, is our devoted staff. Whether it is the sales staff, the office staff, the service staff, the technicians, the detail staff or the delivery staff, all are committed to serving our expanding list of customers. It is the countless hours of paperwork, training, hands-on work, as well as the dedication to the customers and the products we represent, that sets us apart from the others. By offering a clean and safe work place, in conjunction with good benefits, our staff knows their contributions are appreciated. This makes for a more cohesive work environment, allowing our employees to feel good about themselves as a productive part of our team. Without these people we would not be where we are today. **Last**, and not least, it is my three sons, Andrew, Shawn and PJ, who have carried on their grandfather's legacy by being honest with customers and employees.

At a recent AMD meeting in North Carolina, it was noted that (38) ambulance manufacturers have gone out of business in the last 43-years. Over the years, Foster Coach has represented a few of those manufacturers. However, with the closing of each one, I am proud to say that we emerged even stronger and with even more resolve, as there was one less player in the field to compete against. With Andrew, Shawn and PJ at the helm, this next generation, backed by our incredible staff, is geared up to move the business forward in the years to come. Not too many businesses have weathered the highs and lows that 60-years can bring, and even fewer have remained family owned during that time. At Foster Coach, we continue to grow and work together as a family, a strategy that proved to be successful in years past and continues to be successful today.

We celebrate this year with the opening of our new 11,900 square foot storage facility, located across the street from our main shop. We recently completed the sale of our old shop and storage building, closing a chapter in Foster Coach history. For those of you who have been Foster Coach customers in the past, we extend our sincere thanks. For those of you who have not, we welcome you to see how we have grown over the years. We invite you to experience what buying only the finest ambulances available coupled with the best service possible can do for you. Come visit our state-of-the-art facilities in Sterling, IL and see why we are the oldest and strongest ambulance dealer in the Midwest.

Steve Foster