



ONE FORD DRIVE
OLD SAYBROOK, CONNECTICUT 06475
Telephone: 388-1293

September 30, 1983

To Whom This May Concern,

Don Winchell started working at Saybrook Ford, Inc on July 20, 1983 and worked for us until September 30, 1983. Although Don had never sold cars before he quickly picked up the essentials. As for his performance, he was the top man on the sales board in units and in grosses, when he left us. In the short time he was here, we recieved compliments from his customers concerning how he handled them. As the Vice President of Saybrook Ford, Inc and having worked in many dealerships before this, I was impressed with Don's capability, learning ability and potential to be a top performer in any sales activity. We wish him well in al his future endeavors.

Sincerely,

Tim May
Vice President

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OVER 60 YEARS OF CONTINUOUS SERVICE