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DAVID G. DRAVELING
ACTING CHIEF OF POLICE



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Robin Rexroat
Exercise Specialties
1715 100th Ave SE
Everett, Wa. 98208

Dear Robin,

This letter is a little late in coming, but the fact that I waited, gives it a bit more significance as an expression of our success. We have now been in our new facility for two years. During the construction process you and I worked together to design and provide equipment for our fitness room. I appreciate our working relationship and most of all, I appreciate your professionalism and your knowledge of what it takes to keep police officers fit.

Let me share with you a good example of our success. For many years we have had officers in our department that we have tried to motivate to work toward a higher level of overall fitness. We have developed a physical fitness incentive program, which includes 2 fitness tests per year. It also has a monetary reward to create incentive. Over the years, I have always felt that fitness is a lifestyle and is easier to accomplish as a continuance, rather than a goal. I felt that our program rewarded the officers that were either young and didn't need incentive, or had made fitness a life long commitment. Although it is important to satisfy those who are already fit, it is equally important to target those who may need some work.

One of our officers has been plagued with lower back and ankle problems. His overall fitness and weight were contributing factors. In our many discussions with officers that did not participate in our fitness program, one key element was lacking - **No work out facility!** They were always reluctant to go to a gym and wanted their own private facility. You know cops, they are a bit on the timid side when it comes to working out in a public club. Well, this particular officer has been participating in a fitness routine since we opened our facility. He has lost over 35 lbs. He has less back and ankle problems and is well on the road to success. He looks and feels great. I believe it is entirely due to the convenience of our fitness room.

This success story makes all of our efforts worthwhile. Your design advice was invaluable in making this fitness room a place, not only for the "lifestylers", but those unfamiliar with fitness equipment. You are truly an asset to your company. You not only have the product available for a great facility, but your obvious knowledge and experience with fitness equipment is a great attribute. I would also like to acknowledge another important factor, your availability. It is not often that a sales person is still available to service the equipment even two years later! Thank you for your dedication and commitment to your customers.

Sincerely,

David G. Draveling
Interim Chief of Police