



**SHERWIN-
WILLIAMS**
AUTOMOTIVE FINISHES



July 30, 2004

To: A-Plus Program Members
Subject: Hertz Local Edition - Program Partnership



Dear A-Plus Program Members:

In our continuing efforts to offer exceptional value to our Collision Centers, I am pleased to introduce Hertz - Local Edition as the newest A-Plus Program Partner. Hertz is one of the leaders in the Automobile Rental market place since 1918, and is aggressively expanding the local replacement segment of their business. Hertz now has over 1000 Local Edition offices across the United States, and is eager to serve your customer's rental needs.

The partnership with Hertz offers our customers an Internationally recognized brand name. Hertz provides courteous and professional staff at all locations, available on-site programs, competitive rates, and services, pick up and delivery service and exclusive rewards programs for A-Plus Program Members. Hertz has received awards from J.D. Power and Associates, Skyguide Best of Travel Awards, and Travel Weekly Globe Awards.

As a result of the partnership between A-Plus and Hertz, we are pleased to offer our customers Hertz Rewards. Hertz Rewards Program is commission paid to the collision center based on the revenue generated from our partnership. The commission returned to the Collision Center during the ensuing month can be redeemed for rental upgrades, complimentary rentals, weekend rentals, and any unforeseen circumstance that may result in additional rental expenses. In addition, the Hertz Rewards Program has also formed a partnership with Autowatch, the pioneers of On-line Vehicle tracking. For A-Plus Collision Centers who exclusively utilize Hertz as their rental vendor, Hertz is willing to assume the responsibility for their monthly AutoWatch fees.

I am truly excited about this partnership with Hertz. Hertz takes pride in providing World Class Customer Service Levels to their customers. I urge you to take this opportunity to get to know your Hertz Local Edition team. Contact your local Sherwin-Williams representative today to schedule a meeting.

Regards,

Nick Bartoszek
A-Plus Program Manager