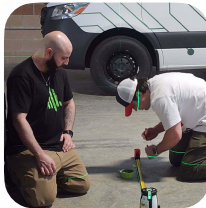




## Zac Fox

Evergreen  
Calibrations



## Customer Testimonial

"I'm a bit of an outlier in the Calibration space. I have an M.B.A. with a focus in finance and my background is in Fintech startups. Alongside another fintech startup I was working on, I started an ADAS calibration business with a mechanic friend of mine in 2021. I brought the business acumen, and he brought the technical acumen.

We have grown that business from nothing to \$3MM+ in ADAS related revenue annually.

My partner decided that the business was too big for him already and wanted to just stay local. I decided to branch off on my own and really go after the space. I have the experience of running and scaling businesses but needed training on the technical side. I don't need to be an expert, but I need to be functional. We used all Autel tooling, so my business partner and COO Scott, attended the first in person training at the Autel HQ. That is where we met Gary. We hit it off immediately.

After Autel training, we ordered our first set of tooling from Gary, an MA600 all systems with an ultra-tablet upgrade. Pricing was in line with market, but we received much greater value from Gary and the team than I did from any other supplier. In business I have learned that price and value are two very different things. Later my business partner Scott

and I flew to Gary's facility in Mass to be trained.

While I expected to get hands on experience with the IA900 and MA600, what I didn't expect was what I learned on the back end. In my other business, my average ticket, including large mechanical bills, are roughly \$450. Gary showed me how to maximize tickets, something he has learned from years in the business, and all backed by OE position statements. My average ticket at the new co is over \$700 without any mechanical jobs. All calibrations! This has drastically improved my new operation.

Since launching Evergreen Calibration in December of 2023, just 60 short days ago, we have enough business that we are looking for our second technician and have ordered an additional MA600 and an IA900 for our static location in Kirkland, Washington.

The support and friendship I have received from Gary & Co has certainly made an impact on our business in a positive way. He provides the greatest value of any supplier that I have ever used. We sincerely appreciate you."