



OFFICE OF THE NATIONAL COMMANDER
CIVIL AIR PATROL
UNITED STATES AIR FORCE AUXILIARY
MAXWELL AIR FORCE BASE, ALABAMA 36112-6332

22 April 2010

Dear Civil Air Patrol Members

Over the past four years, Vanguard has improved service to Civil Air Patrol (CAP) members in several critical ways. The company has upgraded their website to make it more user friendly and added new software that offers the ability to track orders from the moment they are placed to the time they leave the shipping department. According to our members, order fulfillment has improved dramatically.

Vanguard is in the unique position to be able to not only offer a vast range of quality products to CAP, but also to contribute financially to a worthwhile volunteer organization. In designing this partnership, an exclusive license agreement was devised to return a percentage of all CAP/Vanguard sales to CAP. These funds are combined with matching CAP funds to upgrade training facilities across the country and to support selected CAP public awareness initiatives.

Does the money really make a difference? Thanks largely to Vanguard royalties, we have a 60-foot rappelling tower, hot showers and a four-wheel drive Bobcat at Hawk Mountain. Vanguard royalties have also contributed to improvements at the Blue Beret training facility at Oshkosh, Wisconsin, and helped purchase multiple CAP vehicle wraps. Our partnership with Vanguard provides these multiple important benefits while continuing to fulfill CAP's crucial uniform needs.

Vanguard is constantly working to offer the best service possible to CAP members -- including lowering shipping costs, upgrading customer service and expanding product lines -- with the additional royalties going into CAP. Additionally, Vanguard supports CAP's annual national conference and sets up booths at various wing and region conferences to showcase new products.

A mutually beneficial corporate agreement, partnerships like the CAP/Vanguard Industries affiliation is a win-win scenario. I want to underscore the importance of CAP's partnership with Vanguard. It is only through this exclusive arrangement that CAP chose to create, that we benefit financially as a team.

If you have any questions or concerns, please do not direct them to Vanguard, but instead send them to CAP at comments@capnhq.gov.

Sincerely

A handwritten signature in blue ink that reads "Amy S. Courter".

AMY S. COURTER
Major General, CAP
National Commander