



Ocracoke Station & Beachcomber Campground

Hello Rodney,

Thank you again for educating us and helping us make the decision to offer ice cream by the ounce.

We sold our first serving on April 1 2013. I am amazed myself, two machines paid for themselves within less than a year. As of this email (10/24/2013) we have sold a total of xxxx (numbers omitted to preserve privacy) ounces at an average of .49 per ounce. Needless to say, thank you for your insight and sharing your experience as a C-Store operator.

Your experience and info that ultimately led us to the lease of the ice machine and bagging our own ice has significantly increased our bottom line. (Wish now we would have leased a larger machine, we were bagging 900lbs by hand within 40 minutes). We now own two of the 3 merchandisers in the front of our store.

I believe we have hit a business model that can be repeated in any....town.

Thank you again Rodney for helping us see this vision and pulling it off.

Laurie and I and the staff here at Ocracoke Station want to extend our gratitude and wish you and your family a wonderful holiday season.

Thanks again,

Sean.

Ocracoke Station / Beachcomber Campground
Ocracoke Island, NC.