

SmokeHouse BBQ, Inc.
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September 24, 2003

Christopher Wright
Director of Marketing

Dear Christopher,

It is my pleasure to write this letter of reference on behalf of ASI regarding the "Restaurant Manager" system. We have been using your system for about five years and have never had better control over our business than we do today. The software provides flexible and powerful tools for managing our establishment.

Our most recent enhancement to the software was the addition of the "Quick Books" accounting interface (Spring 2003). When our ASI dealer, Judson Enterprises, approached us with the new interface module we were very excited because we were already using Quick Books. The interface has been wonderful to say the least, and has proven to save approximately 1 to 2 hours a week compared to manually entering the same accounting data. Our previous method was to print the "Restaurant Manager" report Job Class Detail and manually enter this information into the accounting system. The labor intensity came from filtering back and forth between the pages of the report, as it will not print in alphabetical order. You also have the human error factor. We now simply start the QBI (Quick Book Interface) program, post sales data, and then labor data (this takes all of 3 to 4 minutes). THIS IS NOT IMPORTING AND EXPORTING, THE DATA IS TRANSFERRED DIRECTLY TO QUICKBOOKS! We set up accounts in Quick Books that match our Restaurant Manager revenue centers, forms of payment, food and liquor taxes, and discounts. Data is placed directly to the appropriate accounts through the simple to use setup process. As you might have guessed I'm very pleased with the results.

The "Restaurant Manager" system has been a very important and valuable addition to our business. The decision to purchase your product is one that I would definitely make again, as well as recommend it wholeheartedly to any restaurant looking for a way to improve efficiency and reduce costs.

Sincerely,

A handwritten signature in cursive script that reads "Laura McLeod".

Laura McLeod
Owner
Smokehouse Bar-B-Q
Millbrook, Alabama

