



February 10, 2006

Mr. Gordon Hein
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Hi Gordon,

I have a few minutes and just wanted to drop you a line to tell you how pleased I am with you, your team and the Computrition FOM software.

Cathy Harris and Lucy Lombardo from Huron Lodge in Windsor, Ontario, Canada initially recommended your product to me. From my initial interaction with Peter Rick, to working with you on almost a weekly basis (sometimes being a pest on a daily basis) it has been great. Your other team members have been very helpful including IT support from Bindu Amin, nutritional breakdown ideas from Diana Samson and downloads over the holidays from Matt Winn and his team when my computer was stolen. I am totally impressed with the company and more importantly the support team behind it. Gordon, I am also very impressed on your in-depth knowledge of the program and how quickly you get back to me on messages that I leave all hours of the day and night.

I have spent over 30 years in the hospitality industry and this is the first software/support package that has met all the complex needs of our foodservice operation. I have gone through my share of low-cost food inventory programs and have come to realize that the old adage is true: you get what you pay for. Your program is very easy to use and options to enhance our productivity are becoming evident everyday as I delve into the additional areas of the FOM module.

We are a home meal replacement company that prepares healthy meals for busy people with customers demanding full nutritional disclosure. One of the key benefits to us is the ability to interface ingredients into recipes using a choice of edible portion, volume conversions or weight of the input item. Another unique plus is the nutritional information available in the CNF and USDA databases.

One of the features that has saved us a lot of time and money is the ability to determine specific quantities for large scale production of recipes. In the past, we estimated amounts based on general “rules of thumb” that ended up causing unnecessary waste or shortchanging the quantity required for orders.

Another useful item is the continuous “refreshing” of recipe prices as input costs change. In many instances, we are asked to produce products in certain price ranges. We are fortunate to have a supplier like GFS with the product specs (great to compare AP/EP Computrition Appendix D ratios to what our suppliers are telling us) and prices available for every item they list in their catalog.

I also enjoy working with the format of the reports where I can view suggested selling price, product cost and percentage food cost are all on one sheet. I like to do my own “cost volume profit” breakdowns, so the ability to export the report into Excel is truly a timesaver.

From a productivity standpoint, we once needed three staff members in our office to do the inventory and product tracking and we have reduced this number to one. We have shared the burden with front line staff that is able to assist with the paperwork using the forms generated from the FOM software.

There are also many more features that continue to make our life easier everyday that are too numerous to mention. In closing, it has been truly a great experience and we look forward to working with you in the future as our business expands.

Thanks for everything you do.

Regards,

Michael Vourakes
President
PeopleChef