

McQueen's FURNITURE

359027 Ontario Limited
(formerly o/a Yolles Furniture)
800 Barrydowne Road
Sudbury, ON P3A 3T7
(705) 566-3511

Dear Smith Business Solutions,

We knew we had a fantastic opportunity for a sale when we decided to switch from McQueen's Furniture to an Ashley Homestore. We signed up with Smith for a "Temporary Store Closing Sale" and we are sure glad we did!

Not only did Smith give us the tools to make this sale a smashing success, the team assisted the sale team in making each and every one of them better!

With the 3 point increase in margin over the course of the sale, Smith has more than paid for themselves. Having the sale in all 3 locations enabled us to keep the advertising percentage within budget.

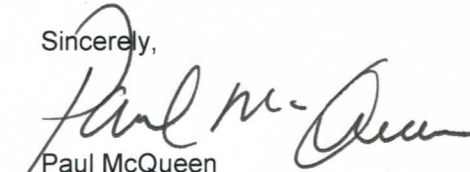
Your Management Consultants Nathan Ainsworth, Robert Ley and Kevin MacDonald were invaluable during this 15 week sale and gave us the confidence to sign up for 2 additional sales over the course of the next 12 months with Smith.

We are very pleased with the job Smith has done and would recommend them to anyone who is considering a high impact promotional sale.

We have kept our margins up since the sale ended and have implemented their recommended pricing system.

All and all, we are very pleased with the Smith Team, their professionalism and their willingness to get the job done and leave our legacy intact.

Sincerely,



Paul McQueen
Owner