



Since 1909

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June 10, 2003

Mr. Guy Amisano  
Salient Corporation  
203 Colonial Drive  
Horseheads, New York 14845

Dear Mr. Amisano:

I just wanted to take a few minutes to let you know how pleased we are with your company. Several months ago we purchased your Margin Minder Program and have had nothing but positive results.

Your company fulfilled everything that was promised, from keeping on the timeline of installation to implementation. We now have customer, product and promotional data at our fingertips. From our upper and middle management staff to our Sales Consultants, we now have a tool that will help us analyze our business in a fraction of the time.

It was a pleasure dealing with the professionals at Salient Corporation. They delivered everything they said they would and went beyond the call of duty. You should be very proud of your company and the associates that represent it.

Best regards,

SMITH DAIRY PRODUCTS COMPANY



Brian DeFelice  
Vice-President of Sales

BD:lm

