



**42 Broad Street
Branchville, NJ 07826**

To Whom It May Concern:

Montague Tool & Supply Company was founded in 1979 by Thomas Meyer (a refugee from the corporate world) and modeled after the finest industrial suppliers in the northeast. Today we have become a respected part of our industry selling high quality lines such as: Stihl, Honda and Wacker power equipment, Milwaukee, DeWalt and Bosch power tools, Stanley and Danaher hand tools, Crosby-Laughlin fittings and Wireco wire rope, Delta Machinery, MSA safety equipment, Louisville Ladders and many other industry front-runners. These items are sold to contractors, plant maintenance facilities, quarries, state agencies, farmers and a host of other trades that require the finest quality tools and equipment. Unlike most distributors of our type, we display our products “supermarket style” in our 15000sq.ft. building with additional space allocated outdoors for large equipment.

Computerization became necessary in late 1987 as our sales volume exceeded the 2 million mark. After significant review of software and hardware packages available, the company chose the precursor to the present day Harvest Distribution System, then called Turn&Earn. Originally marketed to Electrical distributors, we compared the package to Profit 21 and Next Generation as well as others and found that it provided us with unequalled hardware flexibility and a powerful software package that could be customized to our needs. As the years passed and technology changed, Harvest advanced just as rapidly. It may be hard to believe, but as our company grew and our requirements changed, the Harvest system has continued keep pace with our needs. We currently run on an IBM AIX Unix P5 e-server integrated with a windows network. We have the 5A version of Harvest integrated with SDSI Uniform (laser forms), Esker VsiFax (system faxing & emailing), Roc EasySpooler, Facetterm (multiple sessions) and Providex. In 2006 the Harvest team assisted with the installation of Zebra Bar code printers and scanners, integrating them with Uniform and the point-of-sale system. With this truly integrated system, our company has been keep our personal productivity ratios and error rates within the best averages of our industry!

During periods of crisis the Walden Services staff literally kept us in business. Every business owner would cringe to think about the company headquarters burning down in the middle of the night, but that’s exactly what happened to us in July of 1998. By morning, all we had left of our business was a backup tape! With emergency on-site assistance of the Harvest staff, we were back in business within 48 hours. Aside from that 48 hour period, our software system has never been unexpectedly “down” since 1987!

Creativity, integrity and true customer service – while you don’t “shop” for these qualities or assess a value to them when you do, in the end they were the overriding differences between Harvest and the other software solutions we considered. Nina Schultz and her staff quickly came to be considered fellow associates rather than contract workers. While fellow distributors tell us horror stories about P21’s customer service, we continue to “tailor” our system through customization to the point that it has become almost impossible to conceive of changing systems.

Sincerely,

Susan E. Stark, V.P
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