

July 11, 2006

To Whom It May Concern:

Mr. David M. Gross recently came to our facility to present a comprehensive two day course on Monarch and how it applies to extracting financial data from different types of reports. The hands on class covered beginner through advanced topics of data extraction and reporting using Monarch.

The class consisted of support personnel from our operations, accounting, and IT departments. These folks ranged from associates to senior IT managers. Mr. Gross presented the material in a clear and complete manner keeping all participants engaged and challenged irrespective of their background.

Mr. Gross has a complete grasp of what Monarch can do. He took "off the wall" questions very well and without previous knowledge of some of our reports was able to take that material and turn it into a classroom lesson, thereby completing for us a project that we were immediately able to take back to our desks and use. Where folks were working with massive amounts of data the process cleared out unnecessary items and left them with small, manageable and very useful reports. On a combined scale this has and will save many hours of daily work.

Mr. Gross is very professional and personable. He is very enthusiastic and maintains a lively atmosphere that is very conducive for learning and growing. He took command of the room and made sure everyone had a clear grasp of the material.

I strongly recommend Mr. Gross for any of your Monarch training or consulting requirements. I believe the training he provided will have a direct and measurable effect on how our staff does their jobs. He was a pleasure to work with and I would not hesitate to bring him back should the need arise.

Roy H. Leslie
Senior Vice President
Scott & Stringfellow, Inc.

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