



February 8, 2003

Mr. Randy Hughes
NxTrend Technology, Inc.
5555 Tech Center Drive #300
Colorado Springs, Co 80919

Dear Randy,

We have purchased many fine products from NxTrend over the years that have directly improved our ability to bring value to our customers and our organization. eBuy has been especially rewarding to us, because of how quickly we began realizing benefits from it.

First, even though we have only been live on eBuy Center for two months, over 100 of our vendors have already signed on. We thought that it would take the better part of this year to see this many vendors using the product. I believe the reason for this quick roll out is due to the benefits that our suppliers saw during our demos with them. After the initial sample orders, they tell us that they love eBuy Center because it is easy to use, extremely flexible and it saves them time and money (they have to like us for saving them money!). We have vendors, that have been loyal EDI users, saying they now prefer to use eBuy Center to their current system because of the ability to quickly update purchase orders and send acknowledgements. Surprisingly, improving the collaborative and purchase order acknowledgement side of the procurement process has been one of the largest benefits to our vendors (email, PO discrepancies, note functionality, PO history, etc.). They can now make changes quickly and send, then receive, our feedback fast.

Second, this has been a great experience. NxTrend has always had a reputation for bringing great people and technology to the table. Your staff is tremendous. I want to specifically praise Steve Knudsen, Dan Mitchell and Perry Jager for their work on this project. These people are all experienced professionals who we can count on to get this and other projects up and running very quickly.

Third, and most importantly, is our return on investment for this solution. I have to say we have not stopped to calculate all the savings that we will receive this year. What I can tell you, is in the short amount of time that we have been using eBuy Center, we have been able to reduce our manual tasks associated with purchasing. This will save us approximately 75K in personnel time per year. Once we sit down to calculate all savings, I'll let you know the grand total.

Thanks again Randy. We look forward to our future working with NxTrend. If we can be of any assistance helping you promote this product, please let me know.

Sincerely,

Dan Steiber
Vice President of Operations