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M1 Software
1682 Langley Ave
Irvine, CA 92614

Dear Cindie Fry:

My manufacturing plant will be moving to a new location on the Mexico border by the end of the year to accommodate a nearly doubling in size. During the big move, I would like to migrate to a more sophisticated software system that can also handle more users. An associate gave me your name and this address to inquire about M1 and whether it can work for my business.

I manufacture what we will simply call "finished goods" for an unnamed South American government. What those goods consist of shall not be discussed as I work entirely with private contracts for some very serious customers. My business is entirely legal, I assure you, and I am closely monitored by our own government – sometimes too closely for the comfort of my buyers. Let's say intelligence complications are a constant hindrance to my shipping department. But this is probably already too much information, and I would prefer during our business transactions that we stick to calling my products as "finished goods."

My company requires software that can perform the following: accurate backlog tracking with causes for delayed shipments such as federal inspections; easy to navigate customer and vendor data retrieval/searching with the capability to store encrypted alias information; serial number association to follow international guidelines for labeling of chemical materials; strict inventory control; drop-ship tracking; and an uncomplicated account management system that is not impossible to massage.

If all goes as planned, I would like to make a decision on my new software as soon as possible. I will be evaluating other software products in the next several weeks and I hope to hear from you promptly based on the glowing review of M1 from my contact and the apparent flexibility of your software. I will be in the California area in early June, so perhaps I will stop by the office if I have not heard from you by then.

Thank you for your assistance,



Ryan Sutter