



H.J. BROOKS AND SONS LIMITED
A Franchise of Leon's Furniture

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December 6, 2010

TO: Future Users of Informat's Style Software:

Our company converted to the Style software program in May 1995. We were the first Leon's franchise to do so and several other franchise stores have followed since. With two stores operating as separate franchises under one company, our reporting requirements were unique.

The Informat associates made the conversion seem smooth. On the floor training had our administrative and sales associates up and running within 48 hours. Since 1995 we have had many upgrades and new functionality added to our system.

Daniel Gagne as a team leader is very responsive to any inquiry or change we wish to make, often suggesting an alternative and/or cheaper way of getting the same result. He has total knowledge of Style software and can instantly recall the intricacies of our business system. His cost estimates for system enhancements are accurate, changes are affordable. His team is in tune with our business.

Our initial Return on Investment was within six months. The on-going payback has been remarkable; allowing us to grow many times over, improving our efficiency along the way. While we have added associates in sales and delivery, we have not increased our administrative complement since 1995.

Knowledge is power and as a small business owner it is an essential element of commerce to have key information at your finger tips. On-line, real time enquiries, statistics and analytical tools are simple to obtain, relevant and meaningful. Customized reports drive information to any level keeping your team informed and productive.

I have no hesitation in recommending the Style system to any retailer, specifically the home furnishings retailer. It works.


Andy Brooks
Leon's Furniture Limited Franchisee



Celebrating 101 years in Canada