



Super Smokers BBQ * 601 Stockell Drive * Eureka, Missouri 63025 * 636 938 9742

Hello Eddy,

Thank you for showing me the line up of Fast Eddy Cookers. I am very pleased to now be an owner with the two units at my store here in suburban St. Louis. Our customers expect only the best tasting barbecue, after our first place finish and World Championship at Memphis In May a few years ago. We have no choice. Our Barbecue has to taste better than the competition.

Here's what the new Fast Eddy smokers do, that my gas and wood cookers did not do:

- 1) Less shrinkage on the meats. I am getting more yield out of all my meats. The ribs look meatier, although I am buying the same exact ribs that I have been buying for over a year. Chicken is plumper, our pork butts weigh out better and the beef brisket is probably THE story. The higher yield on brisket alone should pay for one of the units itself in a fairly short period of time. That former blue flame I cooked with gave out an ambient heat that caused my meats to shrink more. The pellets cook more evenly and my spikes on temperature are less extreme. When the smoker levels off to a desired temperature, the range is only ten degrees and only for a couple of minutes. There is not a lot of "back and forth".
- 2) Flavor: The flavor is greater, because the all-wood technique with my apple wood flavored pellet penetrates more efficiently. I did mention that my customers expect more from us didn't I? Our critics say our food has never tasted better! You have not only duplicated our original flavor, you have done that and then some.
- 3) Utilities: In November my natural gas bill was \$1,150.00. Last month, the same utility charged me \$150.00. My expense on pellets was \$725.00. We were spending at least \$225 per month procuring apple wood. It is my assumption that fossil fuel utility prices, like natural gas, will NOT be going down. The money I am saving every month will make the payment on the smoker. Add that to a better yield and it's a winner. Add that to the fact that my store traffic keeps increasing every week, because customers say the food has never tasted better and it's a Grand Champion Winner.
- 4) Mess: We don't really have one now. The ashes from the apple trees and stocking the apple wood were a real distraction. It was not pretty. Now our pit area looks a whole lot better for the Health Department. Finding apple wood was a hassle too. But no more. The pellets burn evenly, unlike various sizes of logs.

- 5) Training: Flat out....it is just easier to train my staff to use these smokers. They love the smokers and cannot believe how much easier they are to work with. If I save money on labor and training, I am saving serious money! If I were franchising and wanted consistency across the board, this is what I would be requiring the franchisees to do.

I am probably leaving other reasons out why I like the new smokers, but these are the highlights. I look forward to being a customer of yours for a long time!

My best in barbecue to you,

Terry Black
Founder
Super Smokers BBQ