



A BRAND NEW BALL GAME

December 7, 2000

Dear Tom,

We are a seasonal business, operating between April through the first week of September. Our previous ATM provider, a bank, calculated our transactions on a 12 month basis, so it was impossible for us to meet their minimum transaction requirements. Therefore, the bank removed the ATM without notice.

We looked around at companies who place ATMs in convenience stores and other arenas. They were relatively cost prohibitive. Your system was the most cost effective and efficient way for us to go, both for our business and our customers.

We were surprised that we had \$55,000 actual cash dispensed, in \$10 bills during the baseball games our first year with Quik Cash 24, which was really great for us. It was a lot more than we had expected. In fact, at first we had to restock the ATMs during games because we were not used to so much money being dispensed from an ATM.

We realized a tremendous increase in our per cap (money being spent per person after they are in the park and have purchased their ticket.) Our concession sales went up almost \$1 per cap this year and our gift store went up 3 cents per cap. This equated to \$1,000 per night cash dispensed for people to spend at the game.

The ease for our customers to get cash, with the latitude for us to determine the \$10 increments (which in today's economy is essential as it is easier to give children a \$10 bill than a \$20 bill), the ability to choose a low \$1.50 surcharge, the low cost of the machine and installation, the small size of the machine, and improved approval rate are all plus factors.

The approval rate was 95% one month, with an overall average of 90%, which we consider very high, much higher than we had with the bank ATM. Your company uses every network, so every person who had money in his account could take out as much as they needed; \$40 was the average withdrawal although we had some for \$300 each. Everything in our park is sponsorable. The ATM is something that can be sponsored and we will be looking into that this coming season.

I would endorse your company 100% to other park operators, and recommend that they call me with any questions. My phone # is (915) 755-2000.

Yours truly,

A handwritten signature in black ink, appearing to read "Andrew Wheeler".

Andrew Wheeler
Vice President / General Manager
El Paso Baseball Club, L.L.C.

9700 Gateway North Blvd. P.O. Drawer 4797 El Paso, Texas 79914
(915) 755-2000 Phone (915) 757-0671 Fax
www.diablos.com
AA Affiliate of the Arizona Diamondbacks