



# AMERICAN SIGNATURE, INC.

To Whom It May Concern:

SIB recently completed a project reviewing expenses at our facilities, including over 100 furniture store locations in 19 states. We were impressed by SIB's ability to take on a project of this size, and to find such a wide variety of actionable savings opportunities.

SIB conducted a thorough analysis of our wireless telecom costs, and found well over a dozen different savings items that added up to represent a very nice overall reduction in our monthly bills. They also negotiated thousands of dollars in monthly savings on our armored car services, which are a considerable expense at many of our stores.

SIB's biggest success was in the money they were able to save us on our fleet leasing costs. Since our industry requires a high volume of material being moved on a daily basis, this area is a major cost. SIB worked with us to dramatically reduce our fleet leasing costs, and these savings will help us greatly in the long run.

Overall, SIB proved their worth not only with the savings they achieved for American Signature, but also in their professionalism. They were always courteous to our personnel and our vendors, and their recommendations were filled with details, including a full accounting of our old spend levels and our new spend levels after the implementation of their recommendations. SIB provides a valuable service, and we would not hesitate to recommend them.

Sincere regards,

Bryan Beam  
Chief Operating Officer  
American Signature, Inc.