

## VTP ENTERPRISES - dba JACK IN THE BOX

1660 N FARMERSVILLE BLVD., FARMERSVILLE CA 93223

10/17/2017

Randy Robertson  
VTP Enterprises - dba Jack in the Box  
1660 N Farmersville Blvd., Farmersville CA 93223



To whom it may concern:

VTP Enterprises owns and operates 28 Jack-In-The-Box restaurant locations throughout California and Kansas. For more than 60 years, Jack-in-the-Box has delivered innovative menu options, on-the-go convenience and value-priced products. As a multi-location franchisee, it is crucial that we keep our costs under control. As food prices and business expenses continue to rise, our mission is to keep costs to our guests as low as they can be.

We engaged SIB Fixed Cost Reduction to help us lower expenses across a variety of recurring spend areas, including waste removal, telecom, landscaping, property tax and even workers' compensation insurance. SIB's process was simple, straightforward and painless - we provided them with one month of invoices and they worked with our vendors to negotiate our rates.

SIB ended up saving us thousands of dollars per month across several of these categories and we couldn't be happier with the direct, positive impacts to VTP Enterprises' bottom line.

Sincerely,

A handwritten signature in blue ink, appearing to read "Randy Robertson", with a long horizontal flourish extending to the right.

Randy Robertson

Partner

VTP Enterprises