



July 18, 2016

RE: SIB Fixed Cost Reduction

To Whom It May Concern:

Our company operates several dealerships of specialized, accessible vans and vehicles. Our facility costs at these locations are considerable, as they would be for any similar business, and we are always looking for new ways to save money.

We were introduced to SIB Fixed Cost Reduction through the Adaptive Driving Alliance, an organization that represents companies like ours. We decided to work with SIB because of their potential to save money on our waste removal costs, and they delivered impressive results. Because of SIB's work, we will save in excess of \$10,000 annually in our waste removal costs alone.

SIB made progress very quickly on the project, and they made it as easy as possible for us to implement their recommendations. SIB's approach is a very effective and client-friendly process, and we feel the benefits of their work are clear. We recommend their services to any vehicle dealerships or other similar companies.

Sincerely,

Tony Ohlmann,  
Corporate Controller

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