



*Smith Dairy Queens, Ltd.*

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To Whom It May Concern:

Smith Dairy Queens, Ltd. owns and operates 39 Dairy Queen locations in Texas. We agreed to undergo a cost savings review with SIB Development because of their track record of finding savings for other franchisees of national chain businesses. As of today, SIB is still in the midst of their review but we are already happy with the results.

SIB has proven their skill by cleaning up a messy billing situation we had with one of our vendors. Even though our company was locked into a long-term contract we no longer wanted to be a part of, SIB was able to negotiate a fair settlement that ended up saving us thousands of dollars.

SIB has impressed us not only with the savings they've found, but the courteous and professional manner in which they treat their clients. We consider ourselves lucky to have SIB as a partner, and we look forward to more great results to come. Based on the job they've done for us so far, we wouldn't hesitate to recommend them to other businesses looking for a helping hand when it comes to negotiating vendor contracts.

Sincerely,

A handwritten signature in blue ink that reads 'Breck Templeton'. The signature is fluid and cursive, with the first name 'Breck' being more prominent than the last name 'Templeton'.

Breck Templeton  
CFO  
Smith Dairy Queens, Ltd.