



Re: Reference Letter

Dear Sir or Madam,

I'm writing to attest to my positive experience dealing with **SIB Development & Consulting, Inc.** SIB reviewed vendor expenses for my company, Westar Foods, Inc., and I was impressed by the results they achieved. In addition to recovering credits for past billing errors, SIB succeeded in negotiating new rates from our vendors, dramatically reducing our future costs.

I especially appreciated the breadth of SIB's service offerings. They are a one-stop shop for all kinds of cost reduction. Rather than relying on different experts to review each aspect of our vendor services – be it telecom, pest control, utilities, or others – we could instead turn to SIB's team and count on them to cover all the bases.

SIB's work resulted in a reduction of our fixed costs by tens of thousands of dollars a year. Since they were so successful working for Westar Foods, I have no doubts they can replicate this success for other clients. I am pleased to serve as a reference for SIB.

Sincerely,

Frank Westermajer
President





BODDIE-NOELL ENTERPRISES, INC.

"We Believe in People"®

November 19, 2015

To Whom It May Concern:

Boddie-Noell Enterprises learned about SIB from their outreach to the Independent Hardee's Franchisee Association (IHFA), and we were curious about their services. Having recently worked on a comprehensive review of our waste removal costs, SIB has proven their effectiveness and we are writing to recommend them for their successful work.

As a third-generation, family-owned company, we are very selective about whom we work with, and we were determined not to make major changes just for the sake of saving money. SIB understood and pursued very measured, sensible recommendations that would serve our operational service needs entirely. Nevertheless, they succeeded in making a real impact on our overall expenses, since these savings are geared toward the long-term and will show their true worth for years to come.

As one of the largest franchisees in the Hardee's system and one of the country's leading privately-owned restaurant companies, we feel confident in saying SIB's services are a great fit for the QSR industry and would be of great benefit to other companies as well.

Sincerely,

BODDIE-NOELL ENTERPRISES, INC.

Michael H. Hancock
Executive Vice President