



To whom it may concern,

National Hospitality Services (NHS) is a hotel management company with dozens of properties across 12 major brands. NHS hotels are part of a collection of great properties and people uniquely capable of delivering exceptional service and business results. With over 80 years of experience in the hospitality industry, NHS maximizes the potential of each property it manages over the near and long term. In order to do this effectively, we must understand and continually evaluate our operational expenses.

We engaged SIB Fixed Cost Reduction to take a hard look at our monthly recurring costs. They were able to standardize service and negotiate lower rates across a variety of categories, like waste removal, telecom, security systems, and maintenance contracts. SIB even secured significant funds as a result of two class action settlements that spanned our portfolio.

We're extremely pleased with our experience with SIB, who in the end, saved us several thousand dollars a month in operational expenses.

Thank you,

Chris Johnston, CPA
Sr. Controller