



Negative Expense Systems Technology

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December 18, 2007

Valued Service Provider,

The holiday season is a time of joy, a time of hope, and a time to share in celebration of the holidays. Most of us will spend the holidays rejoicing with those who we are grateful are a part of our lives. NEST International would like to take this opportunity during this holiday season to share in gratitude with those who are proud partners of our organization.

NEST International was founded in 1994 by me and my partner, Phil Dwyer, when we saw an apparent need in the retail industry for a comprehensive facility management solution. Over the past thirteen years I have been fortunate enough to watch and nurture the growth of this business from very meager beginnings to the great success it has become today. During a time of extensive growth, we realized that the business was evolving quickly enough that there was a need for consultation from an experienced industry advocate in order to secure the success and continued growth of our organization. It is not without help that this organization has successfully positioned itself in the marketplace as a dependable, trustworthy, and true partner to its clients.

Five years ago, NEST sought out the consultation of John G. Mengelson along with his partner, Bill Lisowski and their 60 years of combined business experience at a Fortune 500 retailer leading its 2,000 person national facilities organization and its \$750 million budget. It is with their experience, management skills, and process changes that NEST has continued to grow and gain credibility as one of the best providers in the industry.

Over the years, John Mengelson and Bill Lisowski have not only been an excellent source of knowledge for our business, but they have also become close friends and colleagues of mine. Earlier this year, John and Bill authored their first book, *Positioning Success*, the first installment of their Business-Management series. While not all organizations will have the privilege of utilizing their consultation services, I thought I would take the opportunity in the spirit of the Holiday Season to send you a copy of their book in efforts to share our success and knowledge with valued service providers like you who are vital players in the success of our company.

Please read and enjoy this book compliments of NEST International. We look forward to a long term relationship sharing in your success!

Happy Holidays,

A handwritten signature in black ink that reads "Bob Almond".

Bob Almond, CEO
NEST International

"Long term relationships are developed and maintained one day at a time"
a John Tyler Enterprises, Inc. Company