



KEY FOOD STORES CO-OPERATIVE, INC.

1200 SOUTH AVENUE, STATEN ISLAND, NY 10314 | (718) 370-4200

January 22, 2019

National Auditing Services Consulting.
500 Purdy Hill Road, Suite 4.
Monroe, CT 06468

To Whom It May Concern:

I was contacted by a representative of National Auditing Services Consulting (NASC) with the offer of a no-cost, no-risk historical energy use audit. The word 'audit' gave me pause, until it was explained to me that the audit would be done entirely with the utility companies, requiring an investment of my time that would be literally measured in minutes. Supermarkets have high exposure for electricity and gas expenses, and since there was a high likelihood of procuring *refunds* for past electricity and/or gas while simultaneously *lowering our future expenses* once NASC corrected the structural billing errors which would have led to those refunds, there was nothing to lose.

Key Food Stores Co-op, Inc oversees many supermarkets in the greater New York City region. The decision was made to try the service out with our two 'corporate-owned' stores before rolling it out to the franchisees. I was pleased that the outcome was that refunds were indeed procured for both of the corporate stores (2-for-2!).

It was explained to me that NASC serves only a small segment of businesses such as manufacturing, non-profits, hospitals, and some others. In New York State, most supermarkets are not being billed correctly by the Utility Companies. I highly encourage any business that is contacted by NASC to invest the small amount of time and effort required to have this 'gut check' done. With the ever-rising costs of utilities representing a substantial monthly/annual expense, it's imperative to ensure that an expert does a deep historical dive on these services to ensure money is not being unnecessarily overspent.

I have been very pleased with Key Food Stores Co-op's experience with the team of experts at NASC.

Sincerely-

James J. Pensabene
Senior Finance Manager
Key Food Stores Co-op, Inc.