

FOR IMMEDIATE RELEASE

TO: Members of the International Association of Hospitality Accountants

FROM: Todd Calman, President of Tariff Affiliates, Inc.

RE: **ASSUMING YOUR ELECTRIC AND TELEPHONE BILLS
ARE CORRECT CAN BE COSTLY**

Fairport, New York - How well do hoteliers really understand their electric and telephone bills? As one of the IAHA's newest members, Tariff Affiliates brings utility industry knowledge that can greatly add to all fellow members' bottom line. "The mission of most associations we are involved in is to benefit from the individual members' knowledge and expertise --- in many cases, the savings are ten-fold the annual membership fee that we all pay to be part of the association," says Todd Calman, President of Tariff Affiliates.

Case in point is the Poughkeepsie New York hotelier who over the last 18 months has saved \$16,836.67 in unnecessary electric bill charges. Successful business owners can learn to eliminate unnecessary utility charges by investigating utility billing rates **before** paying their next electric and telephone bill. Tina Romano, Telecom Advisor for Tariff Affiliates, finds that many customers are surprised to learn how much money a utility tariff expert like Tariff Affiliates can save their company. "(They) never realize the impact of the savings we have on their business until we do an analysis," says Romano. One of Tariff Affiliates' clients was initially skeptical, and waited three years before utilizing the company's telecom counseling services. **Now**, three years later, **they are saving \$2,000 per month off their long-distance telephone bill.**

Most business owners are not even aware that the utility companies place the burden on the customer to get the best rates. **Utility company rules and regulations state, "It is the customer who is responsible for the selection of the most advantageous rate classification for which the customer otherwise qualifies."** With no standard electric price for every business in the country, each utility company in every state has established their own rules and regulations. **Inflated utility rates are often the result.**

Given the lack of regulation, it pays every utility customer to better understand exactly what they are paying for. **"As an owner/operator of six McDonald franchises, the last thing I have on my mind is analyzing monthly electric bills. Tariff Affiliates proved themselves immediately, identifying a savings of more than \$9,200!"** says Herb Washington, Owner/Operator, McDonalds.

Significant savings such as those obtained by the aforementioned clients can be gained upon thorough understanding of the multiple factors that enter into the establishment of a company's utility bills. Tariff Affiliates provides 'win-win' situations for clients by helping property owners select favorable billing rates to save money. As Guy Mackbee, Tariff Advisor for the six-year old firm points out, **"We not only help our clients save thousands of dollars, we educate and help them understand the different rate classifications so they can make informed, responsible decisions even after our services are completed... And that's what makes our concept truly one of mutual gain"**.