

Press Release

RDS Services, LLC releases the “RDS Effect” white paper advising investors how to increase profits in their portfolios through shareholder proposals at annual shareholder meeting.

Troy Michigan, September 5, 2017

Today, RDS Services, LLC announced the release of the “**RDS Effect**” white paper and client approved presentation. This detailed presentation exposes and explains the increase in company profits that are achieved from a Retiree Drug Subsidy Reopening process that RDS Services, LLC provides.

At the end of the day, all corporations work to create a profit that is to be distributed to shareholders in the form of a dividend. To do this, the corporation needs to maintain an **Operating margin** on gross sales which is defined as a measurement of what proportion of a company's revenue is left over after paying for variable costs of production such as wages, raw materials, etc. ... **Operating margin** is also often known as “**operating profit margin**,” “**operating income margin**,” “**return on sales**” or as “**net profit margin**.”

There is really no magic to increase the profits a company can make. Just follow these simple rules. In fact, “**If you evaluate your business operations, you may be able to find several ways to increase your company's operating income.**” Simply by reducing the Cost of Goods Sold and reviewing all of the expenses that relate to your cost of goods sold will Increase Sales Revenue. You can also reduce Labor and Operations Costs, but that could have harmful effects on customer retention. But one of the most effective tools a company can use to increase margins is to **Audit Utilities and Insurance, which includes the Retiree Drug Subsidy payments!**

There is also trying to increase sales, but that can be challenging in a mature or highly competitive market place. Depending on your current **profit** margin, lowering costs by 10 percent can often **increase** your **profits** by 50 percent or more. Review your monthly expenses, consolidate or outsource staff positions, **replace or negotiate with vendors**, and invest in automation or other cost-lowering technology can be time-consuming and labor intensive. But worst of all, these activities will also take you away from your focus on the core business.

But what if you could increase profits simply by revisiting what a company has already reduced costs on in the past. Depending on the average margin for the industry, profits can increase significantly simply by recovering the **additional Retiree Drug Subsidy that most plan sponsors are due**.

RDS Services, LLC has achieved an average 10% increase in Retiree Drug Subsidy payments that companies have received through the RDS Service center. For example, one Retiree Drug Subsidy organization received \$18,241,170 over a four year period through the Retiree Drug Subsidy program. If they had RDS Services, LLC reopen their account and only received the average 10% increase in subsidy recoveries, they would have the equivalent increase in sales revenue of \$9,402,665. With the industry average profit margin of 19%, that same company would realize a bottom line profit increase of \$1,786,506 with no cost reduction effort at all.

As demonstrated by the previous example, all corporations should conduct a Retiree Drug Subsidy Reopening to recover the Retiree Drug Subsidy they did not receive originally. The “RDS Effect” means greater profits on lower sales volume. The “RDS Effect” has no direct costs to the corporation and can only result in a benefit to shareholders. Effective corporate governance requires that shareholders request the “RDS Effect” for their investments in companies that receive Retiree Drug Subsidy payments.

The development of “RDS Effect” tool and accompanying report for plan sponsors and shareholders is another value added service that the Subsidy Recovery Specialist at RDS Services, LLC provides on an exclusive basis. No other organization provides this proprietary drug plan management tool or comprehensive report. The “RDS Effect” report

gives plan sponsors clarity, certainty, and direction when making efforts to benefit shareholders through increased dividends.

The National Sales Director for RDS Services, a published author on Medicare, an expert on the Retiree Drug Subsidy program; the 2003 Medicare Modernization Act as well as the 1997 Balance Budget Act was quoted as saying upon the report's release:

“RDS Services, LLC organization once again leads the way in providing plan sponsors useful tools and services to make sound decisions that are based on real world solutions. Our highly qualified and experienced team of Retiree Drug Subsidy analysts has created yet another superior tool for Retiree Drug Plan sponsors. The RDS Effect allows plan sponsors to leverage the Retiree Drug Subsidy to the programs optimal subsidy outcomes”.

RDS Services, LLC is the preeminent Federal Retiree Drug Subsidy Recovery Specialist in the nation with offices based in Troy, Michigan and New York City, New York. To request your plan **RDS Effect** report from RDS Services, LLC please call to speak with George Fox, National Sales Director or visit www.RDSServices.us for more information. RDS Services, LLC was founded and headed up by Mark Manquen, a Certified Public Account who also holds a Master's of Science in Taxation.

Inquires: Patty Kanaras, Director of Human Resources (248) 878-2162 www.rdsservices.us