



February 6, 2006

American HealthCare Staffing Association
ATTN: Ted Wickman
Johnson Center
400 West Front Street
Suites 201-202
Traverse City, MI 49684

Dear Ted:

Up until West Shore Medical Center joined the American HealthCare Staffing Association, I was responsible for contacting agencies for agency staffing. Since joining AHSA I have had minimal contact with these agencies. That is just one of the many benefits we have experienced from AHSA. Following are additional benefits we have had due to AHSA:

- One point of contact for all of our staffing needs
- AHSA's expertise in recruiting credentialed staff
- AHSA's ability to recruit from lab techs to physicians
- AHSA's ability to manage and negotiate agency contacts
- AHSA's automated expiration alerts for certifications
- The savings that West Shore Medical Center has experienced since joining AHSA.
 - \$10,000 in savings on a contract extension
 - Discounts for placing staffing thru AHSA

Ted, thank you for continued professionalism and assistance that AHSA has provided and will continue to provide.

Sincerely,

A handwritten signature in blue ink that reads "Mary Yarnell".

Mary Yarnell
Manager
Human Resources