



Heritage EnCon Group

December 7, 2018

Andrea Sipka
Schooley Mitchell Expense Reduction Consultant
2012 Tomshire Dr.
Gastonia, NC 28056

Andrea, I wanted to send this letter of reference in appreciation for the work that you and the Schooley Mitchell analysts have done for Heritage EnCon Group, Atlantech & Unitherm. As a multi-location distribution and contracting company, stretching every dollar is very important and you've done an amazing job helping us accomplish that.

Your team did a great job of identifying small package shipping alternatives and then negotiated a deal that resulted in approximately 34% estimated shipping savings for our company. We thought the process was very easy and completely transparent. Your negotiation efforts netted more than \$32,000 in annualized savings, \$16,000+ after fees.

Sincerely,

A handwritten signature in blue ink that reads "Ron Stewart".

Ron Stewart
President