



March 30, 2021

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

Andrea, I am so pleased to have crossed paths with you and Schooley Mitchell when I did. As the General Manager for Atlantic Forklift Services, I am always looking for ways to improve efficiencies. Sometimes those improvements come from operational changes and other times it is a matter of cutting hard costs. When you and I talked, I was eager to see what you could do to help us in a couple of key areas including shipping and wireless.

In addition to renegotiating with our current shipping vendor you also provided us with rates with an alternative provider for comparison. We were pleased to receive reduced pricing from our current provider which resulted in more than **27% off our normal costs**. We just didn't know that was possible and understand that as our volume increases so will the potential for savings.

At the same time, you tackled our wireless program knowing that we were not interested in switching vendors. I was doubtful that incremental savings could be uncovered, but wow, was I surprised when you reported back with **reduced rates by almost 30%**. There was absolutely no business disruption in working with your company and the result was hundreds of dollars going back towards our bottom line every single month. I am also appreciative that you will be our watchdogs moving forward to ensure that there are no billing errors as well as making us aware of potential future savings throughout our partnership.

Sincerely,

A handwritten signature in black ink, appearing to read "Rob Scott", written in a cursive style.

Robert Scott  
General Manager  
Atlantic Forklift Services  
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