



March 13, 2019

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

Andrea, I'm writing this letter because I really appreciate all that you've done to uncover savings for Morgan's Shoes & Bootery. You have validated what we had hoped, which was an amazing agreement between us and FedEx. Although you didn't find savings, you provided us with a detailed report that confirmed that we had already negotiated an remarkable deal with them and that analysis cost me NOTHING!

Even more exciting is that you were able to find more than \$20,000 in savings between our telecom and merchant services. These are both areas of our business that we hadn't looked at for many years and would not have considered for evaluation if it weren't for you. We appreciated the fact that you had already researched many other vendor options, pricing and capabilities. You and the Schooley Mitchell team were also very involved in the implementation process and made the transition for merchant services, and the upgrade in telecom, go very smoothly.

Thank you again and we are so pleased to be doing business with you!

Sincerely,

A handwritten signature in black ink that reads "Doug Morgan". The signature is fluid and cursive, with a long, sweeping underline that extends to the right.

Doug Morgan
Owner of Morgan's Shoes & Bootery