



To Whom It May Concern:

October 13, 2022

I'm writing this letter to recommend Marc Schwalb and his team at Schooley Mitchell for any of your cost reduction needs. At American Office Installers, we're a premier office furniture installation company servicing Pittsburgh and the surrounding areas for over 20 years. Our business has many components to it, including warehousing, delivery and installation, reconfiguration, decommissions, commercial moves, project management and logistics and distribution. With so many facets of our business to manage, one area of our business that sometimes doesn't get the amount of attention that it deserves is managing our rates with suppliers for our own expenses. So, when I was introduced to Marc Schwalb of Schooley Mitchell that has the knowledge necessary to negotiate fair rates for us and make recommendations for achieving the best services at the best prices, we figured it was worth giving them the opportunity to see what they could do.

First, Marc and his team presented to us that for our credit card processing, we were set up on a rate structure that was not the best fit for our organization. We decided to take their recommendation for a supplier switch where we got much lower rates and less fees. We were also pleased that the switch was implemented without issue as Marc and the vendor we worked with were in sync on set-up and training. Right away we ended up saving over 30% from our previous pricing.

After having one good experience, we decided to entertain their looking at our fuel expenses, specifically our fleet card program. It turned out that our previous fleet card program gave very little in the way of discounts. Again, we worked with Marc and his recommended vendor to switch to a different fleet card provider that offered much more discounts than we had access to previously. As an example, prior the most discount we could potentially achieve was 3 cents per gallon, and after we now have the potential to gain discounts of up to 12 cents per gallon and to not have to pay additional fees.

In sum, working with Marc has been a pleasure. I told Marc once that I appreciate that while we're not his largest company he works with, we feel treated like we are his best client. He always has our best interest in mind, and he always gives us the time to talk through solutions. I'd be happy to tell you more about Marc if desired.

Sincerely,

Frank Gibala

General Manager