



January 11, 2023

To Whom It May Concern:

As a Finance Manager for Guardian Storage with over 30 locations in two different states, there is a lot on my plate. So, when one of our vendors recommended that I meet with Marc and his team from Schooley Mitchell to assist in reducing waste costs and managing all that goes on from a waste perspective, I figured that a meeting could not hurt. Marc made it clear from the beginning that we had to approve of the savings recommendations they put forth, or there would be no charge, so we figured there was no risk.

Marc came back to us with a savings recommendation that would end up saving us over 30% regarding our waste disposal costs, which equated to thousands in savings that we could invest in other aspects of our business. As time moved along in our relationship with Marc, I soon realized that the monetary savings were just part of the package. Marc oversees the monitoring of the account, which includes assessing for billing errors and working to get them refunded, management of changes needed such as size of containers or frequency of pick-ups, negotiating pricing for roll-off containers for construction projects and correcting missed pick-ups or scheduling additional pick-ups. This added value Marc provides is huge for us, as his team saves me lots of time on the phone and I'm freed up to manage more pressing matters.

Collaborating with Marc and his team at Schooley Mitchell has been a pleasure. Marc is very quick to respond. I always get a response back the same day if I have an inquiry and in the fast-moving world of the self-storage industry that is a must. I highly recommend Marc to investigate any of your waste disposal needs. If you would like to know any more about my experience, feel free to contact me at the information listed.

Sincerely,

Mark Kniefelkamp

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Guardian Storage

Facility Maintenance Supervisor

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