

# LINEAR SYSTEMS

## To Whom It May Concern,

Linear Integrated Systems designs and manufactures specialty semiconductors. Our components are integral to high-performance applications such as military underwater surveillance, space telescope cameras, high-fidelity audio equipment, and advanced aerospace sensors. We've been a successful business since 1987, and we continue to look for ways to improve and optimize our operations.

When I was approached by Keith Crockett of Schooley Mitchell, I was intrigued—I'd never heard of a service quite like theirs before. We decided to explore several cost-saving opportunities together, including small package shipping, compressed gases, uniforms and linens, and waste services.

I was thrilled to discover savings in both our small package shipping and compressed gases. While our waste services are tied to the city and couldn't be adjusted, and our uniforms and linens are currently under a contract that doesn't make changes financially viable, Schooley Mitchell will continue to monitor these areas for future opportunities.

For compressed gases, we're expecting savings of nearly 10%. Even more valuable was the insight Schooley Mitchell provided: they uncovered inventory discrepancies with our previous vendor, which we were able to correct—an operational improvement beyond just cost savings.

Where Schooley Mitchell truly shined was in small package shipping. Initially, we switched vendors based on projected savings of nearly 12%. Schooley Mitchell assisted in setting up the new account and carefully reviewed our invoices, catching billing errors that led to credits. Thanks to their diligence, our previous vendor returned with a significantly better offer, and we're now realizing over 30% savings in this area. That kind of impact is meaningful—it's as though we're getting nearly three months of shipping costs back in our budget.

Working with Schooley Mitchell has been an excellent experience. With just a little cooperation on my part, they delivered significant savings and provided peace of mind by actively monitoring vendor performance. I often end my calls with Keith by asking, *"What else can we look at?"*

If you have the chance to work with Schooley Mitchell, I highly recommend it.

Sincerely,



**Cindy L. Johnson**  
**President & CEO**  
**Linear Integrated Systems, Inc.**