

To Whom It May Concern,



As the owners of Ferndale Pharmacy, an independent community pharmacy focused on personalized service and efficient operations, we are delighted to recommend Derick Krutsinger and Schooley Mitchell of Bellingham.

Like many businesses, we were looking for ways to improve our bottom line without sacrificing our core focus: serving our local community. We engaged Schooley Mitchell for their expertise in cost reduction consulting.

Derick clearly explained the process emphasizing the minimal time commitment required from us – primarily providing initial documentation – and the fact that the analysis came at no cost. This no-risk approach was very appealing.

Schooley Mitchell delivered a ~50% reduction in our Merchant Services processing fees, without requiring any changes to our existing software. They were even able to get the implementation retroactive for several months due to the processor delays. Tangible results, behind the scenes, from a company that wouldn't listen to us.

While our Telecom vendors have proven more challenging, Derick and his team continue to proactively engage with various providers in the pursuit of potential savings. We appreciate their persistence and look forward to the options they will bring to us for consideration.

The team is transparent, communicative, and demonstrated genuine care for our success and the well-being of our community. They took the burden of vendor negotiations off our shoulders, allowing us to focus on our core business. This is a valued partnership.

Schooley Mitchell has saved us both money and time, freeing us from the complexities of vendor management. I know my invoice is in-line! If you want your organization to thrive, just call Derick @ 360.202.3984. A little bit of time for a positive outcome and ongoing peace of mind... How does that not make sense? The fact that they continue to monitor and manage vendors for the foreseeable future ensures that we can focus on our mission of serving our community.

Sincerely,

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

Norman Tang, Owner,

[Ferndale Pharmacy](#)

360.325.4310