



March 18, 2025

To whom it may concern,

It is my pleasure to recommend Jim Lichtenberg of Schooley Mitchell. We engaged Jim to audit our Telecom, LTL, and Small Package Shipping & expenses. Jim explained that the initial analysis came at no cost, and we were under no obligation to make any changes.

Leo J Mahoney Co. is a family owned and operated business located in Plain City, Ohio. We have over 60 years of experience in the electrical component wholesale industry, providing a variety of parts, expertise & custom solutions. As a family business, any kind of savings generated mean a lot to us.

After the initial analysis and vendor negotiations were completed, Jim set up a meeting to review the possible savings options that Schooley Mitchell had uncovered. The report was thorough and well laid out and gave us multiple options to choose from. With the option we ended up choosing, their analysis identified savings of 15% in Small Package Shipping, 22% in Telecom and confirmed our LTL pricing is fully optimized.

The service Schooley Mitchell offers is outstanding, especially considering all the work is done on their end, taking all the time and stress off your plate.

Jim & his team have been providing post audits to us on a quarterly basis, and it is great knowing that we have them watching these costs, creating peace of mind for us.

I would highly recommend Jim Lichtenberg and Schooley Mitchell for any business or organization interested in reducing their costs and increasing their bottom line.

Having them keep an eye on our invoices while always looking for increased savings opportunities allows us to focus on our other daily business priorities.

Warm regards,

*Pat Fontana*

Pat Fontana, Leo J Mahoney Co.