



OYLAI Specialty
Fluid Power Components Distributor
3029 Heritage Drive
Plain City, Ohio 43064

www.oylair.com

3/17/25

To Whom It May Concern,

On behalf of the team at Oylair Specialty, I would like to express our sincere appreciation for Jim Lichtenberg and the team at Schooley Mitchell for their diligent and thorough analysis of our small package shipping expenses.

Jim's team meticulously reviewed our invoices for billing errors, usage patterns, and pricing structures to uncover potential savings. Their initial efforts resulted in a 12% cost reduction—all while keeping both our UPS and FedEx accounts active, with no major changes to our shipping environment.

After approximately two years, Jim's team identified another opportunity to optimize our shipping strategy. By shifting the majority of our shipments to a single carrier, we achieved a remarkable 33% savings. This ongoing oversight truly demonstrates the value of having Jim and Schooley Mitchell proactively managing our shipping costs.

The entire process has been seamless and professional, requiring minimal effort on our part. As promised, their post-audit process remains transparent and precise—we only pay based on the actual savings they recover.

Additionally, Jim's team provides proactive updates when they identify package or label issues, allowing us to address concerns we may not have been aware of. Their attention to detail and commitment to our best interests make them an invaluable partner.

It is nice knowing that Jim and Schooley Mitchell continuously monitor our expenses and advocate for cost-effective solutions.

Best Regards,

A handwritten signature in blue ink, appearing to read "D Webb", is written over a light blue horizontal line.

Darren Webb
President
Oylair Specialty