

TERRA COTTA FOODS LTD.

To Whom It May Concern,

Everything at Terra Cotta Foods Ltd. is guaranteed to be 100% peanut and nut-free. We are the forerunner to providing healthy, lower fat, trans-fat, peanut and nut-free snacks and drinks to schools across the GTA area. Established in 1984 and focusing on baking delicious cookies for schools and fundraising teams, we currently support over 2000 schools in Ontario. With a completely nut-free facility, we also offer gluten-free and vegan options. We go to great lengths to obtain and maintain proper certifications for all our products.

We had worked with the same waste management vendor for many years. The relationship was long-standing and comfortable, and we assumed our pricing was as good as it was going to get. Renegotiating had never crossed our minds, and **we certainly didn't expect there was much, if any, room to improve.**

Dinesh and his team at Schooley Mitchell took a different view. **With minimal time required from us and a remarkably easy process, he conducted a deep-dive analysis of our waste management costs.** Throughout the engagement, he answered all of our questions transparently and made us feel completely comfortable working with him. He went further than we thought possible, **negotiating individual components of the contract we never imagined were on the table, removing variable charges, and restructuring the agreement around predictable fixed costs.**

The outcome genuinely surprised us. Dinesh and Schooley Mitchell **reduced our waste management spend by 60.22%, and by eliminating variable charges, he made our costs predictable for the next five years.** That kind of certainty is invaluable for planning. We were so impressed that we are now looking to engage him across other expense categories as well.

The lesson for us was simple: it never hurts to try. Even in a comfortable, long-standing vendor relationship, you may be surprised by what's possible. I would recommend Dinesh and his team at Schooley Mitchell to any business willing to take a fresh look at its expenses.

Sincerely,



Gary Hyde
General Manager

Terra Cotta Foods Ltd.