



**VALLEY  
INDUSTRIAL  
ASSOCIATION**

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To whom it may concern,

I would like to take a moment to recommend Neil Schwan of Schooley Mitchell. We engaged Neil to audit our merchant services expenses. Neil explained that the initial analysis came at no cost, and we had the final say on any and all changes.

Established over 122 years ago, the Valley Industrial Association is built on a solid foundation of experience and history. VIA thrives as an advocate and business resource dedicated to the success of manufacturing and industrial companies within the Chicagoland region by providing robust programming and services designed to work with our members as their businesses evolve.

After the initial analysis and vendor negotiations were completed, Neil 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 22% savings in credit card processing fees.

We are delighted with the quality-of-service Schooley Mitchell has provided, especially considering all the work was done on their end.

I highly recommend Neil Schwan and Schooley Mitchell for any business or organization interested in reducing costs in any area and increasing their bottom line. This partnership has been a wonderful way to keep us on important association priorities while Schooley Mitchell finds increased savings opportunities for us.

Best wishes,

Kathy Gilmore

President

Valley Industrial Association & Greater Chicago Advanced Manufacturing Partnership