



GUNSMITHS & IMPORTERS OF FINE FIREARMS

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To Whom It May Concern:

I am pleased to recommend Michael Yon and Schooley Mitchell based on the exceptional results they delivered for Cole's Fine Guns.

With locations in Florida, Maine, and Texas, we maintained multiple shipping accounts and faced the complexity of managing freight costs in a highly regulated industry. Shipping expenses represented a significant cost, but we lacked the time and resources to thoroughly analyze carrier agreements, monitor invoices, and identify savings opportunities.

Working with Michael and the Schooley Mitchell team was remarkably efficient and required very little involvement from us. Beyond authorizing a few documents and providing access to information, their team handled virtually the entire process. They conducted a comprehensive review of our shipping expenses, worked directly with carriers, identified savings opportunities, and presented clear, data-driven recommendations with minimal disruption to our daily operations.

In addition to reducing costs, they streamlined our billing processes and now provide ongoing invoice monitoring to help ensure we are billed accurately and remain protected from unnecessary rate increases.

As a result, we are saving well over 20% on our shipping costs while spending less administrative time managing the program. The experience was so positive that we have engaged Michael to review our credit card processing expenses as well.

Michael's professionalism, transparency, and ability to deliver meaningful savings with virtually no burden on our team have made him a valued business partner. I highly recommend Michael Yon and Schooley Mitchell to any organization looking to reduce expenses and improve operational efficiency.

Sincerely,

Melissa Marti
Controller
Cole's Fine Guns
Naples, Florida | Maine | Texas